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HARDWARE AND METAL

A Weekly Newspaper Devoted to the Hardware, Metal, Paint, Heating and Tinsmithing Trades in Canada.

THE MACLEAN PUBLISHING COMPANY, LIMITED, PUBLISHERS.

MONTREAL, 232 McGill St.

TORONTO, 10 Front St. East.

WINNIPEG, 511 Union Bank Building.

LONDON, ENG., 88 Fleet St., E.C.

VOL. XX.

PUBLICATION OFFICE: TORONTO, JULY 4, 1908

NO. 27.

BUTCHERS' KNIVES
JOHN WILSONS
CELEBRATED
"PEPPERCORN AND DIAMOND"
BRAND CUTLERY.
TRADE MARK
BUTCHERS' STEELS

Canadian Agents: DORKEN BROS. & CO., MONTREAL

A PROMINENT POINT

—about—

"QUEEN'S
HEAD"

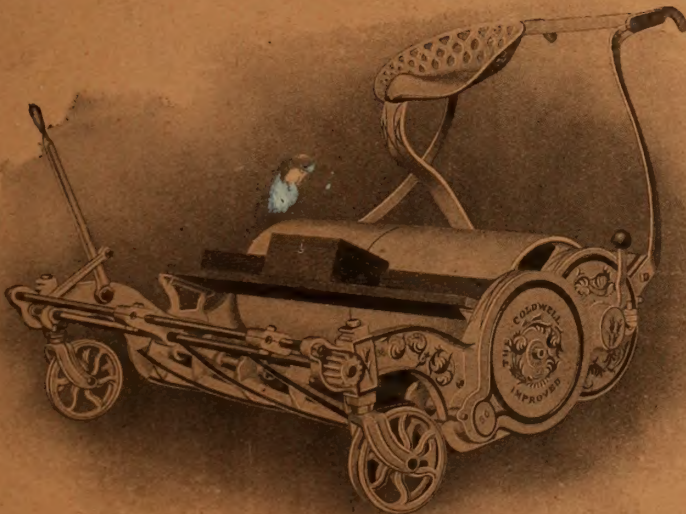


CANADA

Is that the sheets are Uniform in Weight.

John Lysaght, Limited
Makers
Bristol, Newport and Montreal

A. C. Leslie & Co., Ltd.
Montreal
Managers Canadian Branch



HORSE LAWN MOWERS

BUY THEM NOW

We guarantee every Mower
we make.

SEND FOR PRICES

Taylor-Forbes Company, Limited

The Largest Manufacturers of Lawn Mowers in Canada

Head Office and Works, - GUELPH, ONT.

MONTREAL BRANCH, 122 Craig St. West.

VICTORIA, B.C.—J. B. H. Rickaby.

ST. JOHN, N.B.—H. G. Rogers, Agent.

Don't Wait for Something to Turn Up. Try a "WANT AD."

SAWS

RAZORS

RAZOR HONES

SPADES

SHOVELS

AXES

WHEELBARROWS

QUALITY and PROFIT

are the things most essential to

THE RETAILER

Both are represented in

JEWEL BRAND GOODS

The users ever recommend them.
They never become dead stock.
They are always in demand.
They are superior. The finish is
unsurpassed. The quality cannot
be equalled.

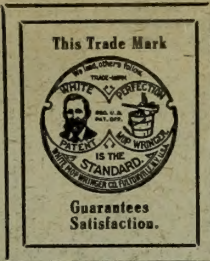
DO NOT FAIL TO SPECIFY

JEWEL BRAND GOODS

CANADIAN SELLING AGENTS

RICE LEWIS & SON, Ltd.
Toronto
King and Victoria Sts.
Atlantic Avenue

The White Mop Wringer



Does Perfect Wringing with Perfect Ease.

Remember—The "White" wrings to satisfy the most critical house-keeper, maid or janitor.

Catalog for the asking.

Made in Canada.

Order direct or of your jobber.

The White Mop Wringer Co.,

Fultonville,
New York

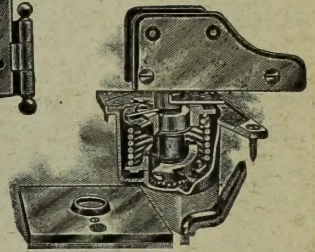


CHICAGO SPRING BUTTS

A PRODUCT OF RECOGNIZED SUPERIORITY
CHICAGO SPRING BUTT



TRIPLE-END SPRING BUTT



CHICAGO BALL-BEARING FLOOR HINGE



Chicago Spring Butt Company

CHICAGO

NEW YORK

CATALOGUES ON REQUEST

ICE CREAM FREEZERS THAT SELL

THEY ARE Well Advertised In Demand Easily Sold Satisfactory in Use Of Known Reputation



"LIGHTNING"



"GEM"



"BLIZZARD"

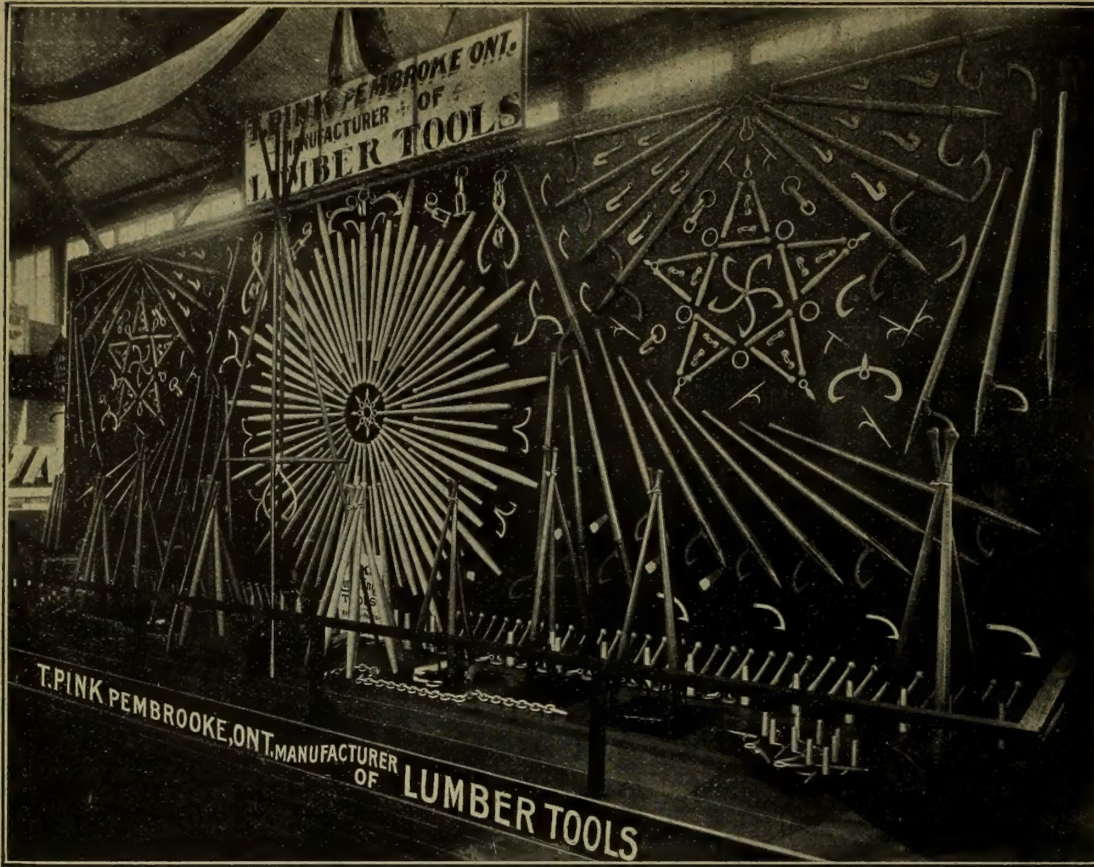
THEY ARE SOLD BY LEADING JOBBERS EVERYWHERE

Our line of Freezers comprises the largest variety made in any one factory. They embody all that is best and of intrinsic merit in a Freezer. Besides these we make Freezers with Fly Wheels or Pulleys, also Machine Freezers and Ice Breakers.

SEND FOR CATALOGUES

NORTH BROS. MFG. CO.,

Philadelphia, Pa., U.S.A.



Pink's Lumbering Tools

Made in Canada

The Standard Tools
in every province
of the Dominion,
New Zealand,
Australia, Etc.

We manufacture all
kinds of lumber
tools.

Light and Durable.

Send for catalogue
and price list.

Long Distance
Phone No. 87

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

STEEL SHEETS

Common, Dead Flat and other Grades

Write for stock list

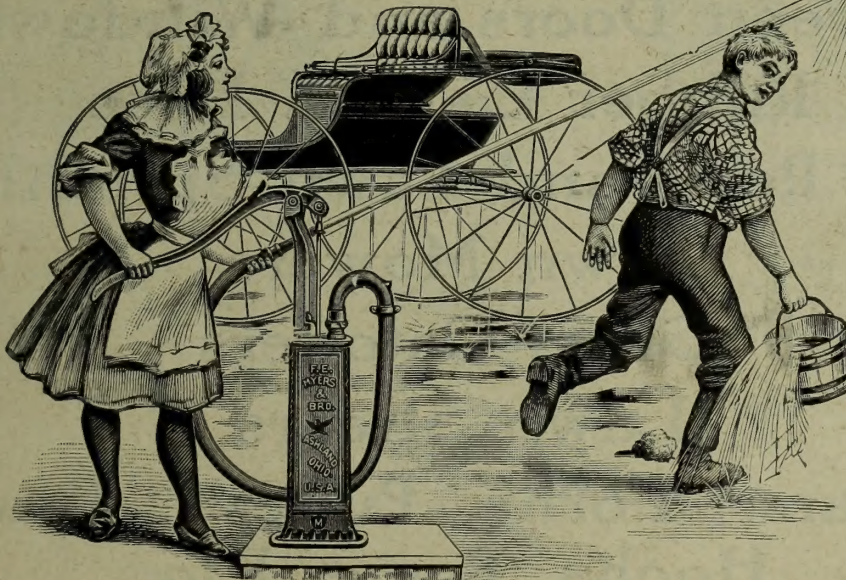
M. & L. Samuel, Benjamin & Co.
London, England Toronto, Ontario

MYERS HAYING TOOLS

NOW that the hay crop for this season promises to be the largest in the history of this country you are sure to have heavy demands for HAY CARRIERS, HAY FORKS, HAY RACK CLAMPS, etc. If you watch the trade papers you will be invited to purchase different makes, but if you want the best buy the standard, by which all other makes are judged.

Take off your Hat to "The Myers!"

WE
CARRY A
COMPLETE
LINE OF
THESE
TOOLS
AND ALL
ACCESSOR-
IES.



"Myers
Tools"

ARE NEVER
PEDDLED,
AND WE
SELL TO THE
TRADE
ONLY. WE
ARE THE
EXCLUSIVE
AGENTS FOR
THIS PRO-
VINCE.

"All manufacturers are forced to take off their hats to the MYERS."

We carry full stock of Unloaders for both wood and steel track.

Hay Forks, Slings, Rafter Brackets, Hay Fork Pulleys, Rope, Binder Twine, etc.

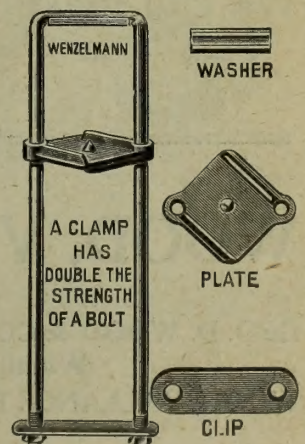
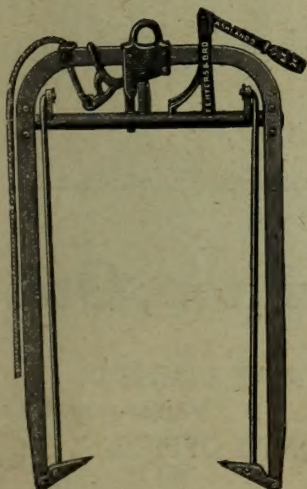
LEWIS BROS.,

Wholesale Hardware

LIMITED

OTTAWA, TORONTO,
CALGARY, VANCOUVER.

Montreal



Do Not Forget The Hot Weather Goods

The season is pretty well advanced for the following goods,

Hammocks and Hammock Chains

Ice Cream Freezers

Refrigerators

Screen Doors and Windows

Rubber Garden Hose

Hose Reels and Lawn Sprinklers

Lawn Mowers

Grass Catchers

Lawn Shears

**Hay Cars, Forks, Pulleys, Brackets,
Hooks, Rope, Etc.**

We can make prompt shipment of any of the above goods on
receipt of your order.

WOOD, VALLANCE & CO., Hamilton, Ont.

GEO. D. WOOD & CO.,
Winnipeg, Man.

WOOD, VALLANCE HARDWARE CO., LIMITED,
Nelson, B.C.

BRANCHES:

WOOD, VALLANCE & LEGGAT, LIMITED,
Vancouver, B.C.

TORONTO OFFICE,
94 Bay St.

HARDWARE AND METAL

H. S. HOWLAND, SONS & CO. LIMITED

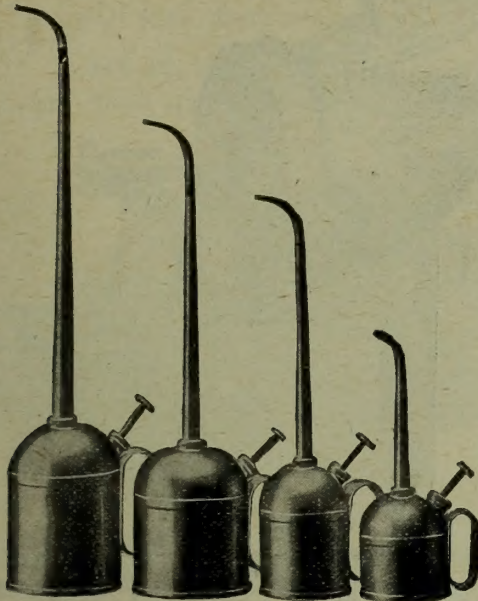
HARDWARE MERCHANTS

Only
Wholesale

138-140 WEST FRONT STREET, TORONTO.

Wholesale
Only

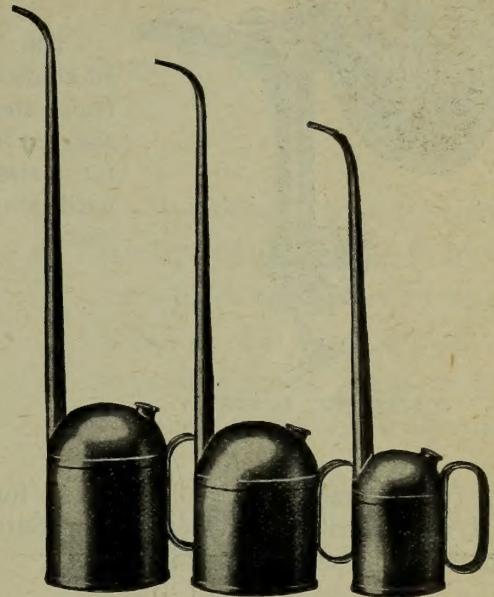
HOWLAND PATENT OILERS.



Detachable Spout Copperized Pump Oilers.

No.	Capacity.	Dia.	Spout.
400.	½ Pt.	3 in.	6 in.
402.	1 " "	3 " "	10 " "
403.	1½ " "	4 " "	12 " "

These oilers are heavily electroplated and resemble burnished copper. The workmanship is of the highest class. Broken spouts easily replaced. All pumping mechanism **inside the can in the oil**. Plunger located in the most convenient position possible, directly under the thumb. Downward pressure.



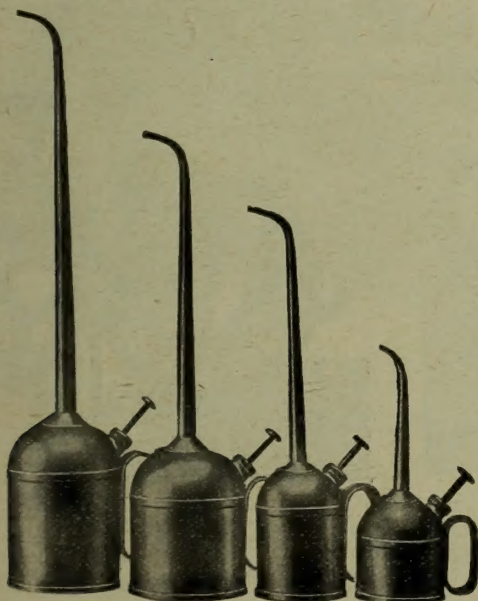
Engineers' Copperized Drip Oilers.

No.	Capacity.	Dia.	Spout.
65.	1 Pt.	3 in.	12 in.
75.	1½ " "	4 " "	14 " "
85.	2 " "	4 " "	16 " "

No. 65, one dozen in a box.

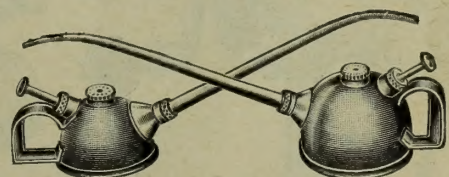
Nos. 75-85, half dozen in a box.

Copper plated oilers with side spouts—the natural place for convenience in handling. These are the cheapest good oilers on the market. Duplex plate makes them durable and attractive.



Solid Spout Tin Pump Oilers.

Capacity and Diamention same as above.



Steel Automobile Oilers.

No.	Capacity.	Dia.	Spout.
801.	½ Pt.	3¾ in.	5 in.
802.	½ " "	3¾ " "	9 " "
804.	1 " "	4¼ " "	9 " "

These oilers are designed to meet the requirements of automobile manufacturers and the trade. Have detachable spouts. Can be packed in small box. Made of 20-gauge steel with a duplex copper plate. Will not leak. They pump the oil to the bearings.

For other Oilers see our Hardware Catalogue.

H. S. HOWLAND, SONS & CO., LIMITED

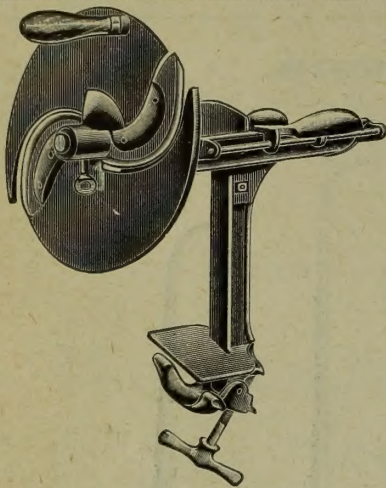
Opposite Union Station

GRAHAM NAILS ARE THE BEST

We Ship Promptly

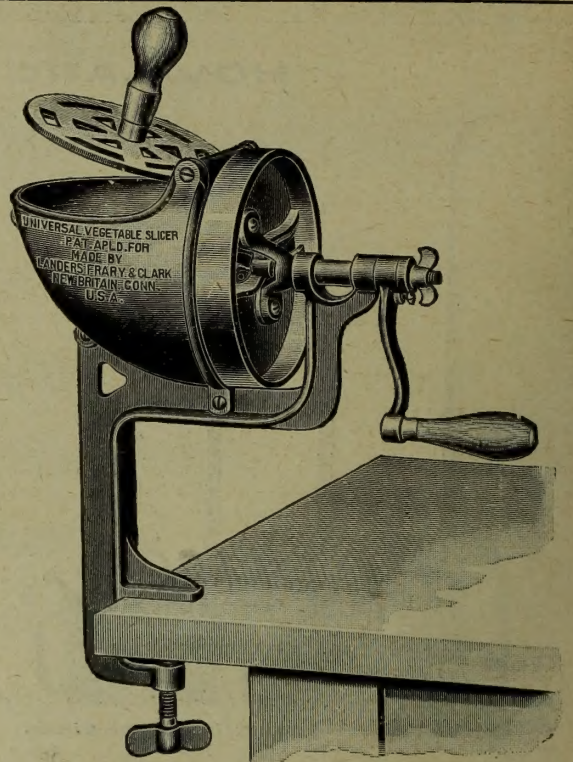
Our Prices are Right

VEGETABLE SLICERS



"STERLING" SLICER

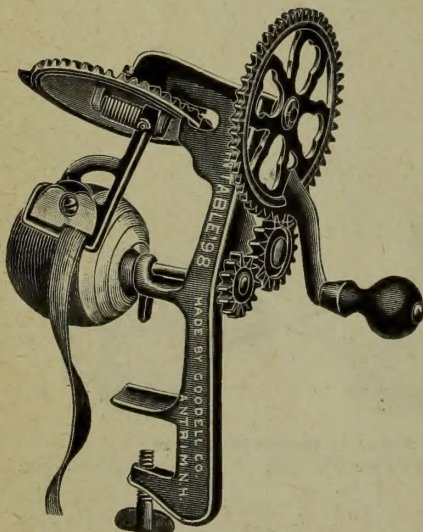
The "Sterling" slices all kinds of vegetables and fruit, and is particularly adapted for slicing oranges for marmalade. It can be used also for cutting tobacco.



"UNIVERSAL" No. 1

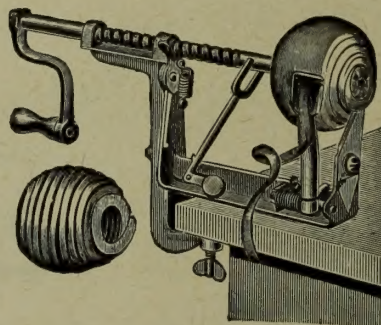
The "Universal" is the best made for slicing cabbage for kraut and cold slaw, potatoes for Saratoga chips, and vegetables for soups and other uses.

APPLE PARERS

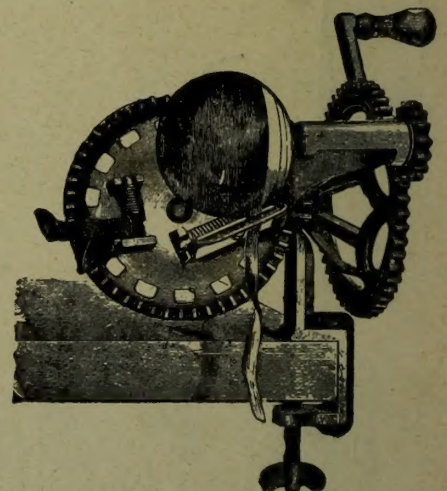


"98 TURN TABLE"

These will soon be in season.
Order them now.



"WHITE MOUNTAIN"



THE "HUDSON"

For prices write us direct, or ask our travellers to quote.



FROTHINGHAM & WORKMAN, Ltd.

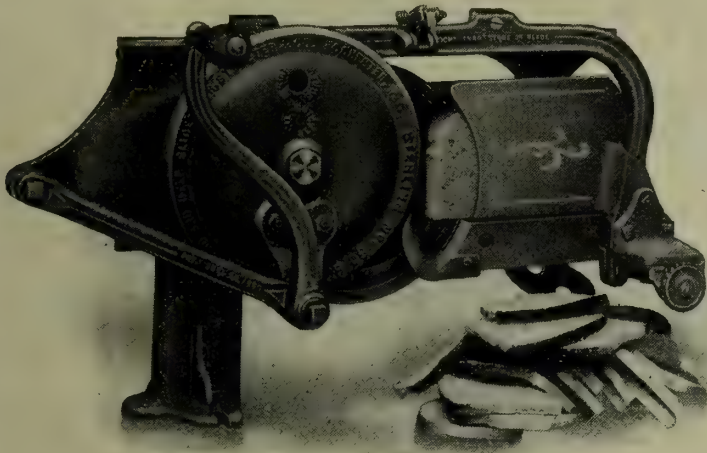
WHOLESALE HARDWARE AND IRON MERCHANTS
MONTREAL, - CANADA



You Can Sell

these machines in your town. Grocers, hotels and restaurants have use for them. They will save them money.

They are the best machines of the kind and will slice anything that requires slicing, bread, beef, bacon, canned meats, sausage, etc.



"Sterling" Slicer No. 50B and No. 70

In their action they are exactly similar to that of drawing a knife across the material to be sliced. The cutting is done by a round blade which revolves rapidly across the face of the food being sliced. In the No. 50B slicer, the cutting edge of the knife travels 38 in., in No. 90 twelve feet.



"Sterling" Slicer No. 90

They are accurately and strongly made, and not liable to get out of order. Many hundreds are in successful use.

This advertisement is worth keeping. You may have call for such articles some day.

Send for Complete Catalogue and Prices.

Caverhill Searmont & Co

Hardware, Iron and Steel

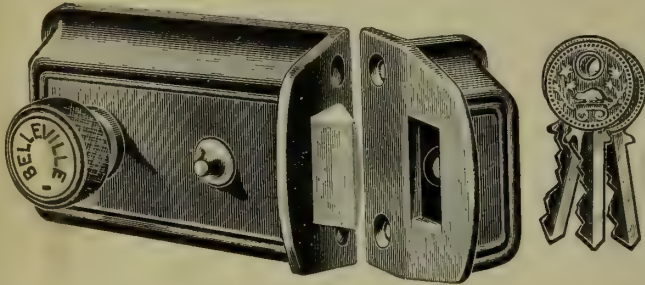
Head Office and Warehouse, MONTREAL. Warehouse at WINNIPEG, MANITOBA.

Showrooms, TORONTO, 77 York St. OTTAWA 111 Sparks Street,
QUEBEC. FRASERVILLE.

OUR ASSORTMENT OF Builders' Hardware

IS REALLY MOST COMPLETE

We have Mortise and Rim Locks, Door Knobs and Bells, Sash Locks, Hat and Coat Hooks, Front Door, Inside and Bathroom Sets, in all up-to-date finishes and designs.



Ask your jobber for "Belleville" hardware. It's the "Best."

The Belleville Hardware Co.,
BELLEVILLE, - ONTARIO Limited

Save Money!

Use a

National Cash Register



OUR new prices leave no excuse for any merchant being without one.

Price \$40, new.

Guaranteed new National Detail Adders, \$30.00, \$40.00 and \$50.00. Other kinds generally sold by jobbers, like the Detroit, Victory, Western, Peninsular, etc., \$25.00 each, new.

We guarantee the public to sell a better Cash Register for less money than any other concern in the world. We stand uncontradicted. Investigate for yourself.

We have a new line of Total Adders, unequalled in the world, \$60.00 up. We supply Registers from \$15.00 to \$900.00, suitable to any business. All Registers sold on easy terms.

The National Cash Register Co.

F. E. MUTTON, Canadian Manager
129 West King St. TORONTO, ONT

You Save Money When You Buy From the Manufacturer!

Especially is this true when applied to an article like leaded art glass. We are largest manufacturers in Canada of

LEADED ART GLASS

Our designs are by the most skilful artists and are the kind that will clinch orders from your inquirers. You might as well have our catalogue beside you because you never can tell when a customer is coming along who will want to be shown a number of designs to choose from. The catalogue is beautifully illustrated and costs you nothing. Send for a copy to-day.

The HOBBS MANUFACTURING CO., Limited

TORONTO

LONDON

WINNIPEG

MANUFACTURERS of Leaded Art Glass, Bevel Plate, Mirrors, Etc.

IMPORTERS of Rolled Plate Glass, Sheet Window Glass, Ornamental Figured Glass, Muffled and Cathedral Tints, Polished British Plate Prismatic Sheet Glass, and Sole Canadian Agents for Maximum Light Glass.

A DRILL BARGAIN



FAIRBANKS No. 101 DRILL
20 inch with combined
wheel and lever feed.
THE LATEST DESIGN

¶ We have just had 100 of these drills made in our Canadian Factory.

¶ These machines are ready for delivery and must be sold quickly.

¶ We have fixed a price that will interest any user of machinery. While **\$75.00** they last

A MODERN DRILL PRESS AT A
POSITIVE BARGAIN

THE CANADIAN FAIRBANKS CO., LTD.

MONTREAL

TORONTO

ST. JOHN

WINNIPEG

CALGARY

VANCOUVER

Seasonable Lines

WATER COOLERS



FIG. 395.

Nicely Japanned
in Fancy Colors
and
Attractively Ornamented.
Nickel Plated Tap.
Made
in Six Sizes
2, 3, 4, 6, 10, 15 galls.
Can also be supplied with
Excellent Carbon Filters
in four sizes only

3, 4, 6, 10 galls.

WATERING POTS



FIG. 397.

Japanned in Bright Green and fitted
with Patent Rose
7 Sizes—Quarts: 1, 2, 3, 6, 10, 14, 16.

GALVANIZED

Strong and made to last.
3 Sizes—Quarts: 10, 16, 20.

WRITE FOR PRICES

The THOS. DAVIDSON M'F'G CO., Ltd., Montreal and Winnipeg

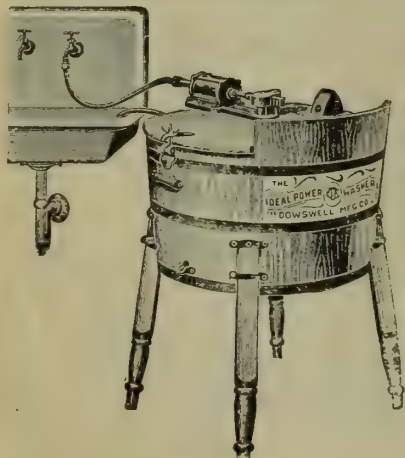
A PAIR OF MODERN LABOR SAVERS

The machine that runs itself

Their Equal Not Made Yet.

and

The next thing to it



Perfectly Simple and Simply Perfect

The Leaders of a trade winning line of up-to-date and exclusive styles of Washing Machines, Wringers and Churns, of National Reputation, Undisputed Popularity and Superior Quality, that have been extensively advertised and a demand created.

DEALERS

This line is a powerful asset and one you cannot well afford to overlook.

The Dowswell Mfg. Co. Ltd.

HAMILTON, - ONT.

W. L. Haldimand & Son, 36 St. Dizier St., Montreal, Que.
Eastern Agents.



New Century Style 'B'

The Toronto Plate Glass Importing Co., Limited

(HILL & RUTHERFORD, Managing Directors.)

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR AND ORNAMENTED GLASS.

Works: Don Speedway, also Victoria St.,

TORONTO

DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines. These enquiries come from Wholesalers, Manufacturers and Retail Dealers, who usually intimate they have looked through Hardware and Metal, but cannot find any firm advertising the line in question. In the majority of cases these firms are anxious to secure the information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay them to advertise in larger space.

BUYER'S GUIDE

Hello Central! give me Mr. Blank. Hello is this Mr. Blank? Yes! Can you tell me who makes— in Canada, one minute, please. Hello The Canadian Industrial Blue Book gives half a dozen makers, guess you haven't got one, or you would not have to bother your friends, and keep the wire hot with your breath asking such questions, better write

THE MANUFACTURERS' LIST CO.,
P.O. Box 334, TORONTO
Price \$5.00, July Bargain \$1.28. Merchants Trade Only.

CEMENT.

The Hanover Portland Cement Co.,
Limited,
HANOVER, ONTARIO
Manufacturers of the celebrated
"Saugeen Brand"
OF PORTLAND CEMENT.
Prices on application. Prompt shipment.

CLIPPERS.

PRIEST'S CLIPPERS
Largest Variety,
Tollet, Hand, Electric Power
ARE THE BEST.
Highest Quality Grooming and
Sheep-Shearing Machines.
WE MAKE THEM—
SEND FOR CATALOGUE TO
American Shearer Mfg. Co., Nashua, N.H., U.S.A.
Wiebusch & Hilger, Limited, special New York
representatives, 106-110 Lafayette Street.

CHECK BOOKS

COUNTER CHECK BOOKS
The Carter-Crume
Company, Limited
TORONTO & MONTREAL
We make all styles

FIRE ESCAPES.

James & Reid Improved Folding
Fire Escape and Roof Ladder.
Reasonable in price and of simple
construction. Made of 3/8 round,
high-grade steel. Sections and
hooks 12 inches long.
Write for further particulars.
JAMES & REID, Sole Manufacturers
PERTH - ONT.

FLOOR SPRINGS.

The Best Door Closer is . . .
NEWMAN'S INVINCIBLE FLOOR SPRING
Will close a door silently against any pressure of
wind. Has many working advantages over the ordinary
spring and lasts twice the wear. In use throughout
Great Britain and the Colonies. Gives perfect
satisfaction. Made only by
W. NEWMAN & SONS,
Hospital St. - Birmingham

GALVANIZING.

GALVANIZING
Work and Prices Right
ONTARIO WIND ENGINE & PUMP
CO., Limited
Toronto, Ont.

GALVANIZING AND TINNING
The CANADA METAL CO.
Toronto, Ontario.

METAL STAMPING.

STEEL STAMPINGS
We design stampings to replace castings of all
kinds. Send sample for estimate.
ACME STAMPING and TOOL WORKS
HAMILTON, ONT.

SHIP SIGNAL LAMPS

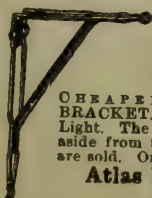


Davey's Patent Windproof
Ship Signal Lamps
Ship, Yacht and Boat Fittings
of all kinds.
DAVEY & CO., 88 West India Dock
Road, LONDON, E., ENG.

RIVETS & STEEL PRODUCTS

The **PARMENTER & BULLOCH CO., Ltd.**
GANANOQUE, ONT.
Iron and Copper Rivets, Iron and Copper Burrs,
Bifurcated and Tubular Rivets, Wire Nails,
Copper and Steel Boat and Canoe Nails,
Escutcheon Pins, Leather Shoe and Overshoe
Buckles, Bit Braces, Felloe Plates.

SHELF BRACKETS.



Will Hold Up a Shelf
That's what a shelf bracket's for.
For this purpose there can be
NOTHING BETTER, NOTHING
CHEAPER than the **BRADLEY STEEL**
BRACKET. It is well Japanned, Strong and
Light. The saving on freight is a good profit
aside from the lower price at which the goods
are sold. Order direct or through your jobbers
Atlas Mfg. Co., New Haven.

SPRAYERS.

We are manufacturers of Hand and Com-
pressed Air Sprayers, Gas Hot Plates, one,
two, three and four Burners, and up-to-date
Hardware Specialties.

Write for our Catalogue.

THE COLLINS MFG. CO.
TORONTO

TANKS.

GALVANIZED Steel Tanks
No Rusting
Leaking
AGENTS WANTED
Stock Tanks, Steel Cheese Vats,
Threshers' Tanks, Steel Hog
Troughs, Water Troughs, Feed
Cookers, Grain Boxes, Coal
Chutes, Smokestacks.
The Steel Trough & Machine Co.
TWEED, ONT. Limited

TOOLS.



ARMSTRONG CUTTING-OFF TOOLS
are correctly designed and the blades
are bevel rolled from special Self-
Hardening Steel. Straight and Offset
shaping. 7 sizes each. Write for Catalog
Armstrong Bros. Tool Co.
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VENTILATOR



My patent rotary ventilator is
backed by a guarantee. It is the
best ventilator on the market. Write
for particulars, handsome booklets
of testimonials and information
mailed free.

GEO. D. PEARSON & CO.
Office and Works
17 Pontiac St. - Montreal

WIRE WORK.

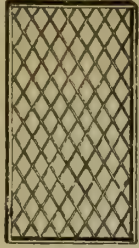
Crescent Wire and Iron Works
KINGSTON, ONT.

We have added a tinning plant, estimates
given on Tin Dipped Wire Goods, Refrigerator
Shelves, etc., also manufacturers of Wire Guards,
Fencing and Railings.

PARTRIDGE & SONS Proprietors

PARKER WIRE GOODS COMPANY
1 Assonet St., WORCESTER, MASS., U.S.A.
General and special Wire Hardware
Write us for prices
New York Office, - 107 Chambers St.

"If It's Made of Wire We Make It"



Let us quote you when in need of
**Wire Cloth, Coal and Gravel Screen-
ing, Window Guards, Spark
Guards and Grille Work.**

We are offering a splendid selling line of
**ORNAMENTAL FENCING AND GARDEN
BORDER**

Illustrated Price List on application.

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HAMILTON, ONT.**



Ford's Auger Bit

is an all round Bit, boring smoothly, and well suited to the finest work. For many difficult jobs it is the only tool that can be used. Give it a trial, and afterwards you will sell only one line of high-grade Bits, and that line will be Ford's.

**FORD AUGER BIT CO.,
108 Cabot Street, HOLYOKE, MASS., U.S.A.**

GLUES, GELATINES, SIZE, Etc.

When in the market for these lines, send for our quotations.

Or better still, send for them now, and keep them on file.

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ESTABLISHED 1856

Appley Bridge, Wigan, Lancs., England

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about every conceivable subject finds its way into the newspapers. The function of THE CANADIAN PRESS CLIPPING BUREAU is to collect **all** the items of information appearing in Canadian newspapers about any subject **you** are interested in. Our service is thorough. We don't miss an item. If you want **all the current information** about a pet subject, we can supply it at the lowest cost. By using our service you can **keep posted** on any subject.

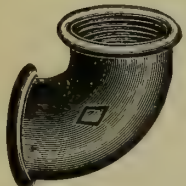
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CLIPPING BUREAU**

232 McGill St., Montreal.

10 Front St. E., Toronto.

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on all the fittings you handle; because

**"Diamond"
Brand Fittings**

have a sound reputation among steamfitters. They are perfect in material workmanship and finish.

WHOLESALE ONLY

**OSHAWA STEAM & GAS FITTING CO., Limited
OSHAWA, CANADA**

RODGERS' Cutlery & Plate

NONE GENUINE unless bearing the TRADE MARK:



**James Hutton & Company
Montreal**

Sole Agents for Canada.

ELECTRIC FAN MOTORS

FOR

**Direct or Alternating
Circuits**

are a good side line for hot weather.

Write for Catalogue and trade prices.



Canadian General Electric Company Limited

Head Office: Toronto, Ont.

District Offices: Montreal, Halifax, Ottawa, Winnipeg, Vancouver, Rossland

**DRY
GOODS
REVIEW**

10 Front St. East
TORONTO

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Invaluable for convenience in the household.

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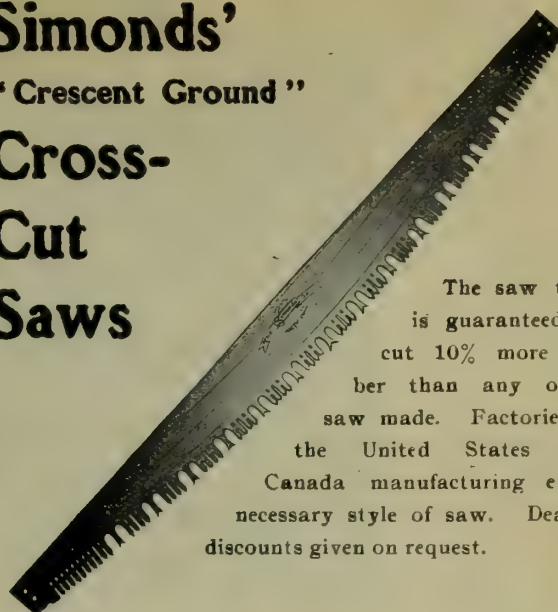
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Income for 1906, over 3,609,000

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The saw that is guaranteed to cut 10% more timber than any other saw made. Factories in the United States and Canada manufacturing every necessary style of saw. Dealers discounts given on request.

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The most popular hotel in

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Manufacturers of CORDAGE and TWINE of all descriptions,
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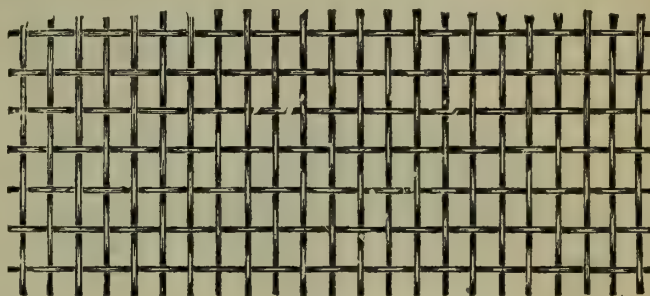
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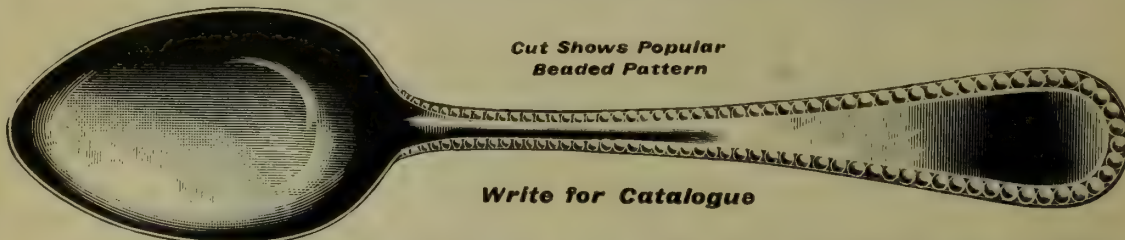
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Plated with pure silver on high-grade nickel-silver base.



*Cut Shows Popular
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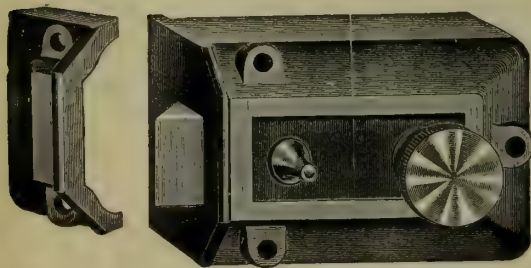
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**Rim and Mortise Locks,
Inside, Front Door, and
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Hardware.**

*Sold by all Leading Jobbers
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on STRUCTURAL STEEL work. GET BUSY! Look around some, and find out if there are any proposals going around for new buildings or alterations where STRUCTURAL STEEL can be used. We will assist you in every possible way to close business by supplying you with all the information you require, and will deliver the right goods, at the right place, in the right time. This is a proposition well worth your while spending a little time among local builders and architects. The time is NOW.

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Coiled Wire Fencing,
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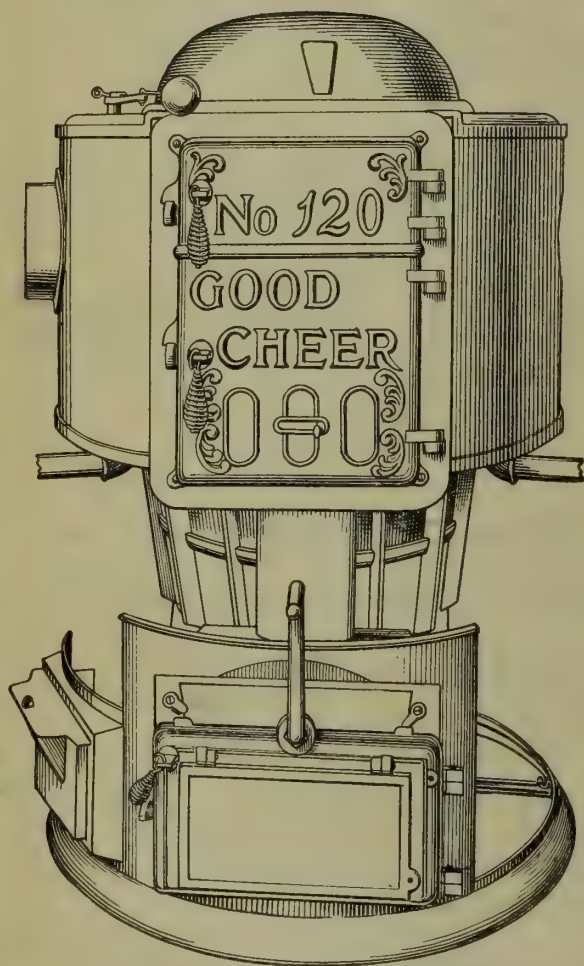
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Cast iron tube radiating principle. Tubes surround fire chambers and form most powerful heat producers.

No sheet steel exposed to direct action of fire, being used only in outside jacket of radiator.

All steel set in genuine cup joints, positively gas and dust tight.

Common sense, positively unblockable and most easily cleaned flues.

Large combustion chamber, affording ample space for combination water heating attachment if required.

Large double feed doors with smoke shield.

Roller grates for either hard or soft coal. Also a wood grate.

Roomy ashpit, waterpan, dust flue, direct draft damper, automatic gas damper and **AIR BLAST FUEL ECONOMIZER.**

Made in 4 sizes, 16, 18, 20 and 24 inch, firepot diameter.

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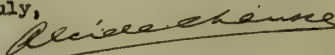
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I have received a copy of your new book
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of great value for Architects and all those desiring particulars
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Yours very truly,



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The building necessity of modern times is SECURITY. When you have this, guaranteed with CONFIDENCE, there is little left to desire.

Our SYSTEM of HEATING is the evolution of YEARS of strenuous effort towards perfection. Let us tell you all about it by writing to-day for fuller particulars.

The Record Foundry and Machine Co.

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**June 29th
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Visitors and friends welcome at our
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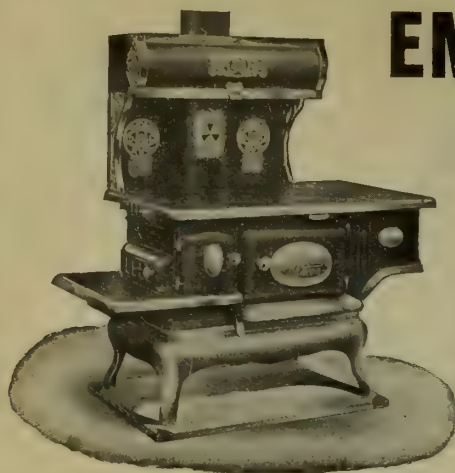
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Owen Sound, Ontario

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SIDE WALL REGISTERS OF CAPACITY

IMPERIAL SIDE WALL REGISTERS have a greater out-flow capacity than any Register made.

IMPERIAL SIDE WALL REGISTERS take a pipe 2" to 3½" deeper than the studding.

Varying designs for all styles of decoration.

Your trade need not be wearied by the monotony of a single design.

All sizes, shapes and styles of floor and side wall Registers made in Iron, Wrought Steel, Brass and Bronze.

Ferrosteel Company,

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Wrought Steel Registers

Standard Sizes, All Finishes
Perfect Operating Device
Unusually Large Air Space
For Sale by Leading Jobbers

HART & COOLEY CO.

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H. & C. No. 100

ESTABLISHED 1840.

A High-class trade can only be retained by selling a high-grade article.

NELSON'S "PANSY BROOM"

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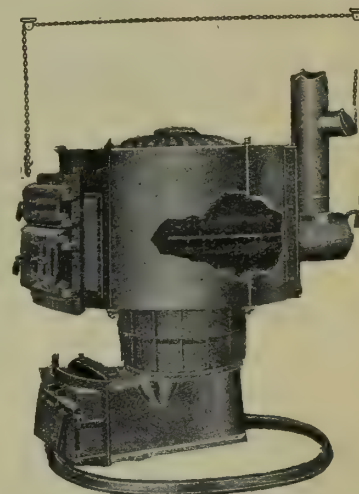
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An economical Heater which burns hard or soft coal or wood with equally great success. It produces more heat than any other furnace with the same area of grate surface. A variety of good points in construction is the cause, and they are fully explained in our interesting booklet.



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So simple it cannot get out of order

SAFE

DURABLE

ECONOMICAL

MADE IN FIVE-GALLON SIZES

Description and Directions

The word "Pneumatic" means filled with air. This is the principle used in this wonderful invention—the pump forces air into the can. The entire can is made of heavy galvanized iron that will not rust.

This patent pump with its one valve, a round brass ball, compresses the air in the can and forces the liquid out through a spout which has no connection with the pump. Hence, unlike any other pump-can, no liquid passes through the pump.

When not in use the spout is removed and the inlet closed, making the pneumatic can absolutely air-tight, thus avoiding all loss by evaporation.

When in use a valve at the right may be opened and the flow stopped instantly; or by allowing the end of the spout to dip into the liquid in the lamp or bottle being filled, and opening the valve a syphon is created which sucks the liquid back into the can.

This feature alone makes the Pneumatic Can surpass any other can on the market, for all dirt, mess, trouble and funnels are avoided.

The only can out of which you can pour as well as pump.

As a container for Coal Oil and Gasoline, Alcohol, Turpentine, Benzine, Castor or other oils, Glycerine, Etc., it has no equal, for there is no evaporation, and bottles and lamps can be filled without funnels quickly and cleanly to just the desired quantity.

NO DRIP. NO DIRT. NO FUNNEL. NO EVAPORATION. ABSOLUTELY SAFE. DURABLE.

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NICKEL FOR NICKEL STEEL

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FOUNDRY PIG IRON

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Jardine Hand Drills

New Designs

Get samples of these machines for your show room. They will interest your customers and prove a good investment.

It pays to sell the best Tools.

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Oakey's

The original and only Genuine
Preparation for Cleaning Cut-
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Manufacturers of

Emery, Black Lead, Emery, Glass
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All made out of the

BEST SIEMEN'S MARTIN STEEL

Brand

Best Coke or Charcoal	"Rhyd"
Good Charcoal	"Edith"
Second Charcoal	"Sawel"
Best Charcoal	"Dryw"

We are ready to offer the Canadian Trade
very best value and finest quality in Tinplates.

Baglan Bay Tinplate Co., Limited

Briton Ferry, South Wales

Please mention above brands in your indents
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can Bank Money in a few weeks.

Work will take but a few hours a week.

You Need no Money because we provide
the capital.

We will start you in business by sending
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money from the sales of these will be used in
buying new stock.

If you will try it, we will send supplies at
once. Your profits are large.

IN ADDITION

there are bonus prizes: a watch is one of these
bonuses.

Some boys and youths are earning a large
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"The best time to put your claims before a consumer is when his mind is already interested in the subject,"

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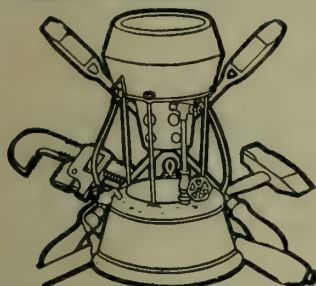
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Auto Spray
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 An absolute necessity for
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 Will repay its cost in one
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 Saves time, labor and
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If you find your competitor is
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 jump to the conclusion he is
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contains suggestions and ideas
 which have been tried out and
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 mention having seen the advertise-
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Razor Hones, Knife Sharpeners
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Our goods are made of the highest grade

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IN QUALITY they are equal to the very best imported goods.
IN PRICE our competitors are away above us. When you
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Operating | CANADIAN CORUNDUM WHEEL COMPANY, Limited
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is what we strive to give the trade;
 and our many friends assure us
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 highest grade of bar iron in
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LONDON ROLLING MILL CO. LIMITED
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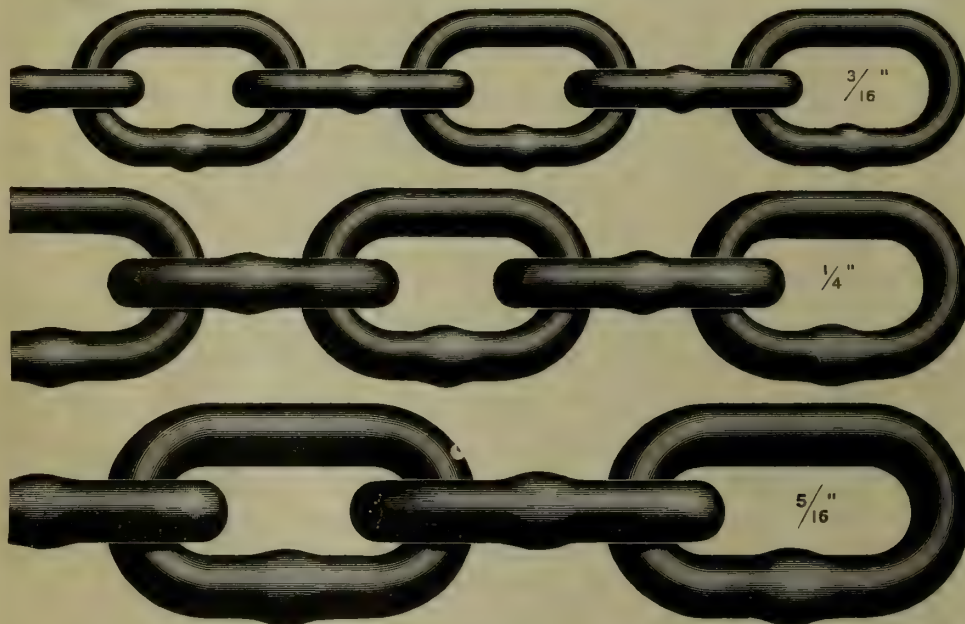
Manufacturers of

COLD ROLLED STRIP STEEL

For Deep Drawing, Blanking, Forming, all kinds of Bending. Has Bright Finish for Nickel Plating, Rolled accurate to Gauge. Made in all tempers and in any thickness from .002" to .250".

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**Electric Welded
Coil Chain**



Design Patented

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SWELLED WELD

We guarantee our Electric Welded Common Chain of any stated size to pull more than one size larger of any other make of common chain. Our BB and BBB qualities are similarly guaranteed.

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Cuts Exact to Size

McKinnon Chain Works

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FLAT BRIGHT

COLD ROLLED STEEL

We can supply flat Bright Cold Rolled bessemer steel, coppered, tinned or galvanized, in coil, or cut to any desired lengths, to the most exacting specifications, and guarantee to produce a perfectly true and homogeneous steel, free from all surface defections, suitable for fine plating work, made in five styles of edges and seven classes of tempers, from the hardest for facings, to the softest for difficult cuppings.

Your Enquiries Solicited.

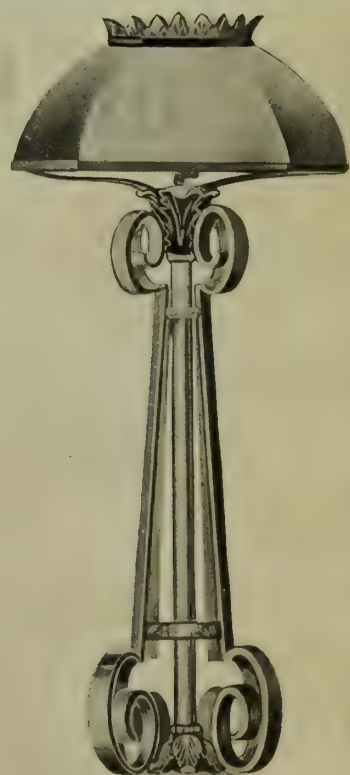
UNITED STATES STEEL PRODUCTS EXPORT CO.,
MONTREAL



"ARTISTIC"

GAS AND ELECTRIC

FIXTURES



All goods of our own Design and Manufacture. We make a large variety of these goods, from the plain kitchen Pendant, to the elaborate Drawing Room Fixture. Our higher class Fixtures will be found much lower in price than the imported article.

The JAMES MORRISON BRASS MFG. CO., Limited,

93-97 Adelaide St., West
TORONTO



*Our Daily Paper
Ads. Help Retail-
ers. Write to us.*

Far Off Hills Look Green

You are only human !

There is a very human prejudice everywhere against home products. It is so easy to fancy that imported goods could not travel so far if they were not better in some way.

Canadian hunters should consider this—that in every hunting region on the globe your own country is famous because of

DOMINION AMMUNITION

In every country many hunters recognize the superiority of Dominion Ammunition. Canadian hunters cannot afford to pay more for duty-burdened ammunition, when the best ammunition is Canadian and duty-less.

People abroad who pay more for Dominion Ammunition have tried all kinds.

A trial of your home-product will convince you that Dominion is the best ammunition, best for the Dominion as well as for the rest of the world. We have made a particular study of your needs.

Our ammunition is for any gun.

The right price for the best.

Any dealer, or write us.

Dominion Cartridges (Sure Fire)	Regal Shells (Ballistite Dense) (Smokeless Powder)	Sovereign Shells (Empire Bulk Smoke- less Powder)	Crown Shells (Best Black Powder)
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Dominion Cartridge Co.
Limited
MONTREAL

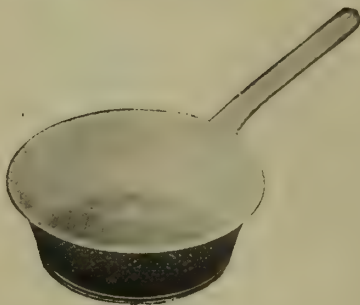


*Our Daily Paper
Ads. Help Retail-
ers. Write to us.*



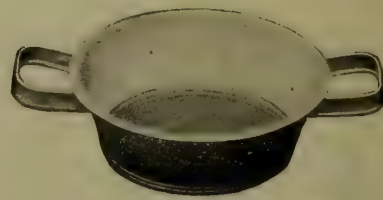
Kemp's Soup or Jelly Strainers

Tinned Wire Bottoms



NO. 1.

With round Sauce Pan Handle.



NO. 4.

With Side Handles.

An indispensable kitchen utensil, meeting the numerous wants of the Culinary Department.

Be sure and have them in stock for the fruit season.

Inches— $6\frac{7}{8}$ x $2\frac{1}{4}$.

Per Dozen, \$5.50.

Case Lots, 12 Dozen.

WRITE FOR DISCOUNT

KEMP MANUFACTURING CO.

CORNER GERRARD AND RIVER STREETS,

TORONTO, CANADA

THE KEMP MFG. AND METAL CO., LIMITED
111 LOMBARD STREET, WINNIPEG, MAN.

THE KEMP MFG. CO. OF MONTREAL
39 ST. ANTOINE STREET, MONTREAL, QUE.

Value of Trade Associations

An Address by H. C. Beckett, Hamilton, at a Meeting of the Canadian Wholesale Grocers' Exchange at Quebec Last Month.

Trade associations have been misrepresented, have been regarded with suspicion, have been looked upon as combinations pure and simple. It has not been fully realized, and is not yet fully realized, that trade associations are absolutely necessary to promote healthy and honorable trade conditions. Without them how can we successfully wrestle with the complex problems that confront every business man and every business community? If there are evils in business united effort is the only practical remedy. Individual effort is hardly noticed. Organized effort means power and will be noticed sooner or later.

When a great many concerns or units are engaged in the manufacture and sale of goods of similar character, order, system, and recognized business customs are necessary to prevent confusion and disaster. The reasonable sensible, businesslike and only practical way to deal with all problems that confront and endanger any line of trade is through an association.

The Keynote of Progress.

The keynote of progress is clearly and unmistakably organization and unity of effort, and the things so far accomplished by trade associations, in spite of hasty and narrow-gauged opposition, are too pronounced to be doubted.

No matter how imperfect we appear in each others' eyes, it must be clear that the work should progress until we reach that state when retailer, wholesaler and manufacturer will realize the benefits of co-operation on lines of mutual fair dealing. It should not be assumed that these three interests are antagonistic, but it should be our constant effort to work out lines along which the three classes can harmonize.

If education is necessary for the young, is not equally necessary in business? Have we not dishonesty to contend with in business? Should dishonest travelers and dishonest merchants be permitted to pursue their nefarious and demoralizing methods unchecked and unhindered? What will the next generation of business men be like? Things have come to a pretty pass when honest men, and men with honest inclinations, are to be discouraged in any efforts they may make to put the merchandising and manufacturing of goods on a higher scale than has existed recently.

That progress in association work has been slow is largely due to blind self interest, prejudice, suspicion and jealousy of a competitor. It has perhaps not occurred to all that a remedy for the evils which exist in business should and must, sooner or later, be exercised in accordance with honest, sound principles, and under government regulation.

Some Peculiar Ideas.

Sometimes we find people in business with peculiar ideas. They imagine they

can continue selling goods that cost them 107 for 105, and still pay their creditors. Such people are a menace to the trade, as they are damaging to the manufacturers, and their license to do harm is not in the interests of healthy trade conditions. To such we should turn our attention and be able by reasonable methods to prevent the spread of this disease.

To anyone familiar with present day conditions it seems incomprehensible that there are men in business who belittle and underestimate the value and importance of trade associations. But there are such people, and to them can, in a great measure, be attributed present day evils. They are mean enough to take advantage of what others have done for their benefit, but, either through fear or meanness of heart, will take no part in the work themselves.

There must be some recognized, legally-sanctioned security in business to prevent serious conditions with respect to the investment of capital. Failure in legitimate business is not desirable, and any effort to bring about a better condition than at present exists among merchants and manufacturers should be encouraged and intelligently investigated.

Government's Antagonistic Attitude.

Now what has been the attitude of both our federal and provincial governments in respect to trade associations? In a word—antagonistic. And why this antagonism? A prominent Canadian banker quite recently gave a reason which I am firmly convinced is true, viz., an irresponsible press. If a country is honeycombed with agitators who are opposed to capital and to corporations or associations generally, why do politicians and cabinet ministers listen to and heed the false and erroneous statements which so frequently appear in an irresponsible press and stand ready to shape their course by what they foolishly imagine to be a popular cry? The answer is easy—it is a question of votes. Thousands of dollars are spent annually to maintain a labor bureau, to catch the labor vote, and it is to the credit of the labor unions that they have succeeded in impressing the governments with their numerical importance, even if they are in the minority. Will the long-suffering merchants and manufacturers of the Dominion have to show their power at the ballot to get a proper recognition at the hands of indifferent cabinet ministers?

It is deplorable that more thought and attention is not given by those who are placed in authority to find out the actual commercial needs of our country. Those who would give careful attention would see signs of the times which ought to be heeded. That evolution is in progress in the conditions of trade cannot be denied by any thoughtful and intelligent representatives of the people.

The wonder is that the necessity for safeguarding the commercial interests of Canada is treated so lightly and indifferently, and that practically the only attention given to trade associations is to regard them as a menace to the commercial prosperity of our country, rather than a medium for good and all that stands for honor in business.

Should Look to Business Men.

It is to business men as a whole, those who are engaged in the great service of carrying on the operations of trade throughout the length of this great Dominion, that a government should look for opinion and advice to bear upon legislation affecting business interests which are interlaced with the interests of all. Let the voice of business men be heard and a wise government will adopt progressive measures.

Agitation is an aid to redress and the more the importance of trade association is discussed, the more thought will be applied to them, the more attention will be given to them, so that ultimately trade opinion will evolve a plan that will minimize, if it does not completely cure, the unsatisfactory conditions which at present prevail.

Should Protect Legitimate Business.

In the interests of good government there should reside somewhere the power to protect the legitimate merchants and manufacturers of the country against waste and wrong. Such power should reside with the government if trade intelligence and sensitiveness to stop at the proper limit. Personal interest may not yet have acquired the necessary intelligence and sensitiveness to stop at the point where it begins to invade people's rights and as good government should protect the people's rights, trade associations should be recognized. Although suggestions were made to the Ottawa authorities months ago, and promises made that enquiry would be instituted with a view to progressive measures, nothing has been done. It has already been suggested that the trade and commerce department should wake up and enquire into the commercial needs of our country; it has been suggested that a Bureau of Internal Trade and Commerce be established with power to pass upon agreements between merchants and manufacturers, and to perform such other work as would safeguard the interests of the people. Our neighbors across the line have received the promise of their president that something must be done to prevent the senseless and vindictive attacks upon necessary business methods. Why should the trade of our fair country be persecuted and intimidated? Is there any sensible reason that can be given for it? The importance of the matter requires immediate attention. Promises so long delayed look like insincerity. It is not a position to in-

Effective Hardware Advertising

W. F. Ralph Comments on the Advertising Done by Two Ontario Hardwaremen
—Other Readers of Hardware and Metal Are Invited to Forward Ads
for Reproduction or Criticism.

spire confidence. Can merchants and manufacturers expect anything for the future? Let us hope so.

It should be the law of the land that no legislation be enacted, affecting the trade of the country, without first getting the opinion of trade associations through such associations' accredited representatives. No man with a fad should be allowed to quietly get the ear of parliament and then railroad through some legislation hurtful to the interests of sound business, as has been done in the past. The things our legislatures do to hurt business frequently indicate a complete lack of knowledge and grasp of the subject dealt with. What may have taken years to build up is destroyed in a night. At present there is no government method to safeguard the business man, and it is necessary and desirable that there should be.

Suggestions Regarding Methods.

In the first place, a complete and accurate record of the names and the officers of every trade association should be on file with the Department of Trade and Commerce. This record would be of benefit in enabling the governments to get in touch with the trade of this country. The trade should be consulted. The government should get at what would be best for the general good, based on sound business. They should consult business associations, not individuals, on questions concerning the business welfare of this country. No bill should be allowed to pass its second reading without first sending a copy of it to the accredited representatives of every trade association in Canada. Under the present system no provision is made to keep the trade informed of what is going on. It is only after it is too late that the trade discovers some new regulation seriously damaging business without being of any benefit to the consumer. Thousands of dollars are spent annually in huge deputations to Ottawa protesting against unfair legislation. The business men of this country are put to enormous expense when this might be avoided if reasonable and businesslike methods and regulations were adopted.

I would suggest that steps be taken to bring the attention of parliament to the present unsatisfactory and out-of-date methods with a view to the adoption of progressive measures so much needed under the changed business conditions.

The prejudice against associations must gradually but surely disappear. We must join in a cry for higher standards of ethics in the conduct of business. The change will not only be beneficial to the business men of to-day but will have a good and necessary influence on the thought and conduct of the young generation soon to share the commercial future of our nation.

The essence of good advertising is persistency. Spasmodic advertising is all right for a man in a spasmodic business. It would be next to useless for the iceman to advertise his cool commodity in December, which is probably why so many icemen become coalmen in the winter. But for a man in the hardware business, which is essentially an all-the-year-round business, all-the-year-round advertising is the thing that pays.

This is a fact that is fast becoming recognized by the business world. Future generations of merchants—or at least those who go into business with downright seriousness of purpose—will reckon on so much capital as being requisite for advertising as naturally as they will for so much capital to provide fixtures and stock. The small merchant, no less than the great manufacturer, will then set aside his yearly "appropriation" in advance.

In these days, to evince a doubt as to whether advertising pays or not, is to label oneself as a "back number." One has only to look at the leaders of any line of business—yes, and the leaders of private life—to become convinced of the fact that advertising pays as surely as the sun rises and sets.

All kinds of arguments can easily be brought to prove that persistent advertising is essential to success in business; but the greatest of them all is the indisputable fact that the leaders of commerce, the captains of industry, the men in the forefront of the learned professions, and those on the band-wagon of politics, are everlastingly persistent in some one or other of the various methods of advertising.

Non-advertisers are usually found congregated on the bottom rungs of the ladder of success in company with a scattering of men who have got soured through advertising the wrong way.

Among these latter the majority are those who "tried out" advertising, but quit too soon. They lacked the element of persistency without which they might as well have stayed among the hand-to-mouthers of the commercial world and not advertised at all.

Among the scattering of soured ex-advertisers on the bottom rungs are other kinds than those who lacked in persistence. There is, for instance, the dishonest advertiser; the man who considered that advertising meant bunco. Then there is the man who tried the wrong method or who didn't discriminate between mediums. Again there is the man who bought space in good mediums, but didn't spend any time getting up his "copy."

If you have salable goods, buy space in a newspaper which gets to the consumer and spend a little time in persistently filling that space with sane, sea-

sonable, truthful offerings of good value, your advertising will unfailingly increase your sales.

It has often been emphasized in these columns that the ideal advertisement containing a number of priced items is one that offers a seasonable "leader." Such an ad is almost invariably successful.

A case in point is the Stanley Mills ad, reproduced this week. This ad is one of the best retail hardware ads that has ever come to the attention of Hardware and Metal. It is replete with that customer-attracting, sales-compelling quality of suggestion. The leader in this case is the seasonable item of screen doors. This is about the time of the year, as every hardwareman knows, that people who really want a screen door go out and look for it. The special screen door ad of Stanley Mills not only tells such people where to come, but it undoubtedly operates as a puller with those who were not quite sure whether they want a screen door or not. Another good special point is the competition offer of a dollar. It is really surprising the number of people, particularly among the fair sex, that the element of reward for a competition attracts.

The personal talk is a feature that is not infrequently overdone in some large ads, but when discriminately used, as in the present instance, it is well worth the value of the space occupied.

The whole composition and arrangement of the Stanley Mills ad is admirable. A whole lot of things are offered without giving the ad an unattractive heaviness which sometimes detracts from large ads of this nature. It can be safely recommended as a model of advertising to be followed on a smaller scale by hardwaremen whose businesses do not warrant such a liberal amount of space.

A feature which Stanley Mills & Co. pride themselves on is that price-cutting is entirely eliminated from their ads.

Since receiving the ad above referred to, we have been forwarded another hardware ad from Stanley Mills which contains a very apt argument for the straight cash method of doing business. It occupied a prominent position in the top left-hand corner of a half-page ad.

Here is the paragraph:

OUR CASH SYSTEM. All customers in this store pay cash at the counters. No goods are charged to any person, company or corporation. Our terms are the same to everyone—millionaire or mechanic, workman or widow, politician or preacher. Everybody pays cash. All goods are marked in plain

Tin and enamel ware is one of the most popular lines of hardware, and is seasonable the year round. These goods can be made to hum by special sales extending over one or two days, with newspaper advertisements and window displays to match. Price all goods in both the advertisement and window, and fill the latter full of the ware.

Hardware Dept.
14 North James Street

Stanley Mills & Co., Limited

See Our James
St. Windows



A Saving in Screen Doors

We have just 42 beautifully Oak Grained and Varnished Screen Doors, a proper assortment of sizes and exactly the design as shown in the illustration. We wish to discontinue this pattern altogether. The regular price is \$1.75 per door, with Japanned Spring Hinges and other trimmings. The reduced price until all are sold will be only \$1.50, and with handsome bronzed trimmings. Do not miss this chance to get a good front Screen Door at a reduced price.

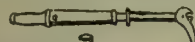
Regular price \$1.75, reduced price \$1.50



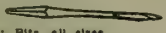
Wire Cutting Pliers, very suitable for fence wire or poultry netting, or other such work, only 25c a pair



Combination Keyhole, Compass and Pruning Saw, interchangeable handle, per set, only 85c



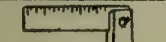
Box Openers Nail Pullers, improved pattern, only 75c



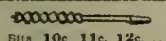
Gimlet Bits, all sizes 6c



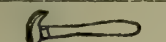
Bevel Squares, 30c, 36c, 40c



Handy Household Squares, 15c
Carpenters Try Squares, 25c to 60c



Auster Bits, 10c, 11c, 12c, 15c



Home Tack Hammers, 10c and 15c
Household Nail Hammers, 25c
Carpenters Steel Hammers, 45c
Mandrels Best Hammers, 75c, 90c

Machinists' Tools

We are disposing of our stock of Machinists' Fine Tools, all made by Sawyer, the very best maker, and have marked them at HALF PRICE, in some cases less. If you are interested there are some cheap tools to be had in this lot.

Wire Doors

Come to see us about Screen Doors. We have all kinds and sizes, and can give full information about hanging. In 1907 we sold 2,600 Screen Doors. We expect to sell one-third more this year than last, our prices are from 90c to \$2, and we give spring hinges and all trimmings free with each door.

Wire Cloth

Screen every opening in your house, and be entirely free from the dangerous Mosquitoes, and yet have a free circulation of pure fresh air into your home. Do not forget your cellar windows. We have heavily painted Wire Cloth in all widths from 18 to 40 inches. We cut it any length to order. Price from 10c per yard upwards.

Mixed Paint

For all purposes, interior or exterior, and in all popular shades, all ready for use in all sizes of tins, half pints, 1lb. pints, 25c, quarts, 40c, half gallons, 70c, gallons \$1.40. 5 gallons kegs, \$6.50

Varnish Stains

Oak Walnut Mahogany, etc., for floors, door borders, doors and furniture, in tins, 15c, 30c, 50c and \$1 each. Samples free to customers at our paint counter.

Truthfulness In Advertising

If there is any one thing that the management of this store is very particular about and insists upon, it is being honest in our advertisements, avoiding exaggeration of every kind, eliminating all untruths or white lies, as they are commonly called. We believe and have very good reason to believe, that this policy carries with it its own reward. This store has the absolute confidence of the buying public of Hamilton to-day, largely owing to the fact that statements made in our advertisements

STAND THE TEST

We wish we could say the same for all the stores in Hamilton.

Kindly Remember This

When buying Screen Doors or Screen Windows please measure your door frames (height and width) and also your window frames, as we do not exchange these articles when purchased on guess measurements.

Bargain in Windows

For Friday only (the stock will not last longer than to-morrow) we have only best maple adjustable Window Screens, which are 18 inches high and extend to 35 inches, this being an odd size with us. We will clear them all out to-morrow at 15c each.

Seasonable Hardware

One Hand Grass Shears, 25c
Best quality Grass Shears, 50, 75c
Grass or Hedge Shears, 85c
Long Handled Grass Shears, \$1.25
Japanned Spring Hinges, pair, 75c
Bronzed Spring Hinges, pair, 25c
Lawn Mowers, \$2.50 to \$5
Lawn Mower Oilers, 10, 25c
Lawn Mower Filler, 20c
Grass Scythes, 65, 75, 80c
Scythe Stones, 5, 8, 10c
Grass Rakes, 50c
Garden Hoes, 25, 40, 45c
Rose Tree Sprayers, 50, 60c
Fruit Tree Sprayers, \$3.25, 40
Flower Box Paint, 15, 20c
Lawn Swing Paint, 20c
Veranda Furniture Paint, 20, 35c
Brass Lawn Water Taps, 40, 65c
Grass or Reaping Hooks, 25c
Pruning Shears, 40c to \$1
Garden Trimmers, heavy, 15c
Spading Forks, 90c
Steel Spades or Shovels, 75c
Garden Wheelbarrows, \$2.50
Extra Strong Wheelbarrows, \$3.50
All Iron Barrow Wheels, \$1
Hammocks, \$1.25, \$1.50, \$1.75, \$2, \$2.50, \$3, \$4, \$5, \$7 each
Hammock Hooks free with each hammock

One Dollar Reward

We will pay one dollar for the first fully opened Rose Bloom cut from imported rose trees sold by us this year or in 1907 or 1908. No conditions attached. The first rose of the season gets the money.



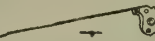
Tinners' Best quality Steel Snips, small, \$1.25; medium, \$1.50; large, \$2 pair



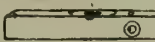
Carpenters' Handled Iron Jack Plane with wood bottom, only \$1.65



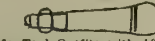
Carpenters' Oil Stones, boxed, 25, 50c
Genuine Deerlick Oil Stones, 40c
Carpenters' Emery Stones, 25c
Carpenters' Water Stones, 20c



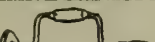
Harvey W. Pearce's finest Hand saws, 26-inch blades, hollow back, ground backs, the best saw for carpenters manufactured, only \$1.50



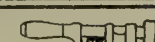
Carpenters' Level and Plumb, a very reliable article, brass tipped, each \$1.00
Household Levels, 25, 65c



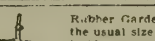
Handy Tool Outfit with 10 a.w.s., gimlets and other bits to fit into handle, 35, 75c, \$1 and \$2 each



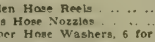
Carpenters' Braces, 50, 55, 60c
Carpenters' Ratchet Braces, \$1.00
Ball-Bearing Ratchet Braces, \$1.50
Mechanics' Finest Braces, \$2.25



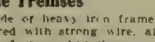
A 25 Cent Bargain
8-inch Monkey Wrench, jaws open to 1 1/4 inches, well made, good value at our regular price which is 40 cents. Special bargain price for Friday and Saturday, only 25 cents



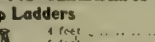
Rubber Garden Hose, the usual size (1/2 inch inside measure), cut in 12 1/2, 25, 37 1/2, or 50 foot lengths. All our Rubber Hose is 4-ply and will easily stand the strongest city pressure. Price per foot, ONLY 10 CENTS



Garden Hose Reels, 85c
Brass Hose Nozzles, 45c
Rubber Hose Washers, 6 for 5c
Garden Hose Couplings, 15c
Hose Repair Couplings, 5c
Lawn Sprinklers, \$1, \$1.50



Vine Trellises
Made of heavy iron frame, neatly covered with strong wire, all nicely painted green, two sizes
16 inches x 12 feet, \$1.25
24 inches x 12 feet, \$1.50



Step Ladders
4 feet, 60c
6 feet, 75c
8 feet, 90c
10 feet, \$1.05
12 feet, \$1.20
14 feet, \$1.50
16 feet, \$1.75
18 feet, \$2.00
20 feet, \$2.25
22 feet, \$2.50
24 feet, \$2.75
26 feet, \$3.00
28 feet, \$3.25
30 feet, \$3.50
32 feet, \$3.75
34 feet, \$4.00
36 feet, \$4.25
38 feet, \$4.50
40 feet, \$4.75
42 feet, \$5.00
44 feet, \$5.25
46 feet, \$5.50
48 feet, \$5.75
50 feet, \$6.00
52 feet, \$6.25
54 feet, \$6.50
56 feet, \$6.75
58 feet, \$7.00
60 feet, \$7.25
62 feet, \$7.50
64 feet, \$7.75
66 feet, \$8.00
68 feet, \$8.25
70 feet, \$8.50
72 feet, \$8.75
74 feet, \$9.00
76 feet, \$9.25
78 feet, \$9.50
80 feet, \$9.75
82 feet, \$10.00
84 feet, \$10.25
86 feet, \$10.50
88 feet, \$10.75
90 feet, \$11.00
92 feet, \$11.25
94 feet, \$11.50
96 feet, \$11.75
98 feet, \$12.00
100 feet, \$12.25

figures and only one price asked or taken. We never make a second price, but treat all customers alike. Our prices are usually a little lower than the same articles are sold for elsewhere. That's only consistent with and possible under a spot-cash method. It doesn't require a microscope to detect the advantage a strictly cash store has over the old credit stores, or the modern weekly payment stores. When you buy here you always expect the prices to be the very lowest possible, and you are never disappointed.

In the summer an idea which permeates deeply into the gray matter of the average human being is the idea that he needs a holiday. Those who are fortunate enough to be in a position to make a more or less extended trip are consequently planning well ahead as to the manner in which their vacation shall be spent.

Purvis Bros., hardwaremen, Sudbury, have taken advantage of the idea so far as to evolve a telling headline. In a newspaper space of about five by five inches this ad appears:

"YOU NEED A HOLIDAY.

We can supply you with choice fishing tackle, any sort of tent, handsome hammocks, \$2 to \$6. Peterborough canoes and paddles, S. and D. R. guns, Winchester and other rifles. All sorts of cartridges. Camping stoves and outfits, etc. Purvis Bros., Larch Street, opposite King Edward Hotel."

"The good feature of this ad. is the headline, which, being set in heavy Gothic type, would attract attention everywhere. But, like many another promising ad, there is not much to attract coming after the headline. The mere listing of a few holiday goods is not very effective.

The good ad has a headline which attracts, an offer which sustains interest, and a price which clinches. Judged by this standard the ad of Purvis Bros. is sadly lacking.

Suppose Purvis Bros. had followed their excellent headline with a little talk on the delights of a camping party, followed up with an offer of a tent, a camp stove and a fishing rod as attractively priced as possible. In that case the ad might have reached a number of people whose holiday ideas had run in favor of camping and fishing. The little talk on the delights of camping, falling in with their own ideas, would have sustained the interest aroused by the headline, and, more than likely, the priced items of tent, fishing tackle and stove would have decided the matter and resulted in their purchase of one or more of the priced items. Particularly might this be the case if the camping talk brought home the economy of a tent, tackle and stove purchase when compared with the

Stanley Mills & Co., Limited

price of a two weeks' holiday trip to a popular summer resort.

We don't contend that Purvis Bros. failed to sell goods. But we are of opinion that it might have been much more effective had something like the method we have described been practised.

Another ad from Purvis Bros. accompanied the one above mentioned, which, though not possessing as good a headline, approximates better to the generally accepted idea of effective advertising because prices were freely mentioned.

We gather that these two ads appeared simultaneously in two different weekly papers; a fact which makes us think that as each ad offers entirely different things, the advertising chat was a little scattered. Most of the larger and eminently successful advertisers concentrate their advertising into a distinct offer or number of offers, and let the same ad appear in all the mediums in which they take space. In this way the whole ground is covered more forcibly than if one set of people read of one offer and the other set of another.

COST OF DOING BUSINESS.

In my varied experience, writes Percy Wollaston, Jr., Victoria, B.C., I have found many different methods of computing this cost, from the most haphazard way to the most elaborate system of calculation, and in all of these there is the same fault to be found, and that is, the great danger of minimizing the percentage which the carrying on of the business demands should be set aside before it is possible to talk of making a profit.

Many business houses do not attempt to figure the cost of doing business until the end of the year when stock is taken; then after the balance sheet is made up and the profit calculated, just as a matter of curiosity, the relation which the cost of carrying on a business bears to the gross profits is figured out, and it is found that for that particular year the cost of doing business was $4\frac{1}{2}$ or 5 or 6 per cent. as the case may be; then another year is entered upon and although the percentage may look high no regular effort is made to discover why it is so high or how it may be reduced.

The item of cost of doing business is a thing which must on no account be overlooked as if this is, sooner or later the business must go to the wall, and I cannot impress upon you too strongly the advisability of getting at this cost at least once a month, oftener would in many cases be better, as unless this is done it is impossible to keep proper check on the results in the way of profit accruing to the business from each department.

Considering the Travelers.

Many jobbers send travelers out and on occasionally looking over their sales say to them that their profits are not sufficiently large and that better prices must be obtained, a thing all very good in itself, but whilst doing this perhaps overlooking items of expense in connection with the internal economy of the business which go to make up the cost of doing business and which are such a

serious drain on the profit and loss account.

In saying this I take it for granted that the sales of each traveler, or from each section of the country, are dealt with separately, the gross profits earned by each man being computed at least monthly, and it is just here that the value of knowing, to a fraction, the cost of doing business comes in. As an illustration I will take the case of a traveler who is doing a large business for his house and who makes an application for a raise of salary. In considering this the one question that presents itself to the house is, can we afford it? Is Mr. A. earning a sufficient profit to permit of an increase in salary? Mr. A. having the question put before him in this form at once says: "Why look at the amount of business I am doing. I am making a profit of about 9 per cent. on an average, of course you can afford it," but when the following figures are shown him, Mr. A. is not so sure that he is making quite as much money as he thought he was:

Total sales for the month	...\$10,566.93
Total cost	... ..\$9,719.86
Less claims for over-	
charges, etc.	... .. 31.23
	9,751.09
Gross profit	.....\$ 815.84
Salary	... ..\$125.00
Traveling expenses	.. 139.95
Cost of doing business	
$4\frac{1}{2}$ per cent.	... .. 475.47
	740.42
Net profit for the month	... ..\$75.42
Gross profit on sales, 8.40 per cent.	

This is not an extreme case.

Of course, the percentage of cost is mainly influenced by the volume of business done, and it is here again that the system of regularly tabulating the results of each month's business is shown to be of such value; as should the cost of operating be $3\frac{1}{2}$ per cent. on a turnover of one hundred thousand per month and the business of the firm should suddenly drop off to say seventy-five thousand dollars, the increase in the percentage of cost of doing business would be so marked that those in authority could not help noticing it and would be certain to take such measures as were possible to curtail expenses and so guard against an undue charge for running expenses.

A Western View Point.

In considering this cost of doing business you must remember that I am looking at it from a westerner's viewpoint, and it is possible that the items of expense which press so heavily upon those of us who are engaged in business on the Pacific coast, are not so apparent in the east. I refer particularly to the enormous cost of having the country thoroughly patrolled by our travelers. In British Columbia, where I reside, population is sparse and towns widely distant from each other; railways are few and far between, and it is frequently necessary to drive from one town to another; in fact, there are some parts of British Columbia which are covered by our travelers through which it is necessary to drive for days at a time, the charge for a team being in many cases \$10 per day. Then the amount spent in railway fares as compared with the east is something enormous, distances are great, rates of transportation are high, and whilst a British Columbia traveler is spending twelve or fifteen hours

in reaching a small town where he may perhaps succeed in securing one small order, his brother in the east has in the same time been able to make two or perhaps three towns, selling several customers in each town.

What the Term Covers.

What is the cost of doing business? To my mind this term covers all salaries, with the exception of those paid to travelers; rent, insurance, taxes, cartage. In fact, everything paid out in connection with the running of the business, with the exception of travelers' salaries, travelers' expense account and interest. I omit travelers' salaries as it is my custom to treat each traveler as a separate branch of the business, charging his salary against the profits made on the sales credited to his account, and I omit interest as I do not consider that this is a legitimate charge as part of the cost of operating. If it is found that there is not sufficient capital with which to run the business, and it becomes necessary to borrow then this interest is what may be termed an extraordinary expenditure which must be taken account of independently of the regular charges, and should be a charge against the net profit shown after deducting running expenses. In this way it will be readily seen whether the result obtained warrants the borrowing of money or whether it would not perhaps be better to curtail operations and so avoid the necessity for seeking accommodation.

In computing the cost of doing business every item which enters into the make-up of a wholesale grocer's establishment must be taken account of, and if these items are carefully gone over and considered separately it will be surprising, to the man who is not in the habit of getting down to the details of his business, what a formidable array of charges there is to contend with and how with a little care and management some of them may be curtailed, whilst others may be done away with altogether.

The custom of treating, I am glad to say, is rapidly dying out, but the tendency of the traveler to think that it is incumbent on him to spend something on his customer, and, so to speak, buy his trade, dies hard. How frequently do we find orders coming in with "a box of candy for Mrs. Brown; no charge," or, "put in a box of cigars for Mr. Robinson, the buyer," small items in themselves, but when added up at the end of the year, a serious item in the expense account.

The Subscription Nuisance.

The subscription list is another thing which is a drain on the wholesaler's expense account, the call for subscriptions to celebrations of one kind and another, agricultural fairs, picnics and what not being ever present. These are all very good and worthy objects in themselves, but has it never occurred to you that the custom of obtaining subscriptions from the wholesale trade for things of this nature is being rather overdone? Should not these fairs, celebrations, etc., be made more of a civic or provincial nature than is the case at present? The entertainment is for the good of the people at large, and it is not fair to saddle the business man with an overdue proportion of the expense involved. In considering this matter of subscription lists I say nothing whatever about donations

to charitable objects, subscriptions to these being regarded by me in the light of a gift of a part of the profits which a man has already made, not as a charge against that which he is engaged in making, or hopes to make in future.

Room for Supervision.

In the matter of allowance for overcharges, goods short delivered, damage in transit, etc., there is ample room for the strictest possible supervision, as there is no doubt that if this depart-

ment be not well kept in hand unscrupulous customers will take advantage of the situation and many items will be paid for by the wholesaler which really should be borne by the buyer.

In dealing with this subject I have carefully avoided any reference to the rate of gross profit which it is necessary for the house to earn in order to have something left over after paying its way, as I am engaged in considering only the expense of obtaining that profit.

length. He stated that on the health of the household the plumber is an even more important factor than the doctor. The presence of sewer gas in living and sleeping apartments, due to improper plumbing, was fatal. It might not indeed be the direct cause of death, but it so weakened the system that disease germs found an easy entry. He urged that not only should all plumbing be inspected, but that the municipal authorities should work in conjunction with the heads of the trade to see that none but properly qualified men were allowed to enter the business. He stated that he would have all plumbers pass an examination, and in the absence of any such test he urged his hearers whenever possible to see that their plumbers were provided with certificates from the British Board of Sanitation, such certificates being now obtainable in Canada.

He also regarded the registration of all houses in which infectious diseases had occurred as now followed out in a large number of cities an excellent measure inasmuch as owners of houses were forced to see that their property was in a sanitary condition if they wished to secure tenants.

National Sanitation.

The era of national sanitation was called the Gothic, explained, because Theodoric the Ostrogoth had been the first to promulgate hygienic regulations for a whole nation. In this regard he spoke much of tuberculosis, which carried off in Canada eight thousand people annually. According to the best economists this represented a loss to the country of at least \$8,000,000.

Dr. Montizambert mentioned as the duties of the national government the attention to the proper sanitation and disinfection of railway cars and passenger vessels and the inspection of all food and liquors. He closed by urging the establishment of a national board of health, composed of the Dominion health officer and others appointed by the various provinces. Such a board he held ought to meet at certain stated periods and make such recommendations as they thought advisable to the government.

SHINGLES OF ASBESTOS.

Shingles are now made from asbestos fibre and Portland cement. They are manufactured under enormous pressure, and absorb, when fresh, only about five per cent. of their weight of water. After exposure to the atmosphere for a year or more, hydration and subsequent crystallization convert them into impermeable roof coverings.

Department of Public Health Suggested

Dr. Montizambert, Director-General of Public Health and President of the Canadian Medical Association Suggests that National Government Establish a Department of Health—Practical Address on Sanitation.

At the annual gathering of the Canadian Medical Association at Ottawa on June 9, Dr. Montizambert, president of the Association, outlined the hygienic rules of primitive communities and traced the development of the science of sanitation from the earliest times up to the present date. He dealt particularly with the duties of the municipality and of the state in regard to the public health, and closed by urging the establishment of a department of public health in Canada. Sir Wilfrid Laurier, who was present, gave it to be understood that he agreed with the speaker in all that he had said.

Four Eras in Sanitary History.

He divided the history of sanitation into four eras: First, the domestic era, in which the centre of hygienic regulation with the individual household; secondly, the Roman or municipal period; thirdly, the Gothic or National period; and, fourthly, the international era, which had its origin within the present generation.

The most perfect set of rules produced under the first era were those attributed to Moses, and set forth in the Book of Leviticus. Than these no set of regulations better adapted to the people for whom they were prepared had ever been drafted. He spoke of the custom of primitive people in regarding dirt as something sacred, a frame of mind which, he said, had lasted down until mediaeval times, when the hermits and ascetics had been in the habit of looking on pollution of the body as signifying purity of heart.

The individual family was still the great centre for the spread of hygiene. Public legislation was all very well, but in his opinion more could be accomplished by instruction in the home than by laws. "If," said he, "every citizen could be led to consider himself personally responsible for the public

health, if every householder would see that his back yard was kept in a sanitary state and that his plumbing was in good condition, the work of the health officers would be immensely reduced.

The proper ventilation of the home was also, he stated, of the greatest importance, while too much weight could not be attached to the removal, not the mere disturbance, of dust. Ice, he held, should not be placed directly in refrigerators and water coolers, but put in a jacket surrounding the objects to be cooled.

The doctor closed his discussion of sanitation in the home with an appeal to let the sun and fresh air into houses. "It is," said he, "far better to have carpets faded by the sun than to have cheeks faded by sickness."

Municipal Sanitation.

The second era, that of municipal sanitation, had been named after the Romans because they were the first who made the sanitation of their cities a public care. He spoke of the great sewerage system of Rome, of the Cloaca Maxima, attributed to Numa, which after three thousand years of constant use is still in service, and he mentioned the great aqueducts which had supplied pure water to Rome, Jerusalem and the ancient city of Mexico. He urged that it should be the especial care of the municipal authorities in every modern city to establish authorized inspection of every department in which the public health was concerned. In particular he insisted on the importance of the inspection of the dairies, abattoirs, schools and plumbing; the proper removal of garbage, and the limitation of the nuisance caused by smoke from soft coal.

Inspection of Plumbing.

In regard to the inspection of plumbing the doctor spoke at some

HARDWARE TRADE GOSSIP

Ontario.

W. G. Tate, hardware merchant, Hamilton, was married on July 1.

Wm. Eacrett, Toronto, has sold his hardware business to Godden & Bray.

Walter H. Blight, for 25 years in the employ of Rice, Lewis & Son, Toronto, died on June 27.

W. Curry, W. Curry & Co., hardware men, Omeme, paid a business visit to Toronto this week.

J. H. Hedley, Markdale, has bought the hardware business of Foster and Hamilton, Clarksburg.

Rougvie Bros., hardware dealers, Sarnia, have gotten out a series of colored maps of Lambton County.

A. W. Humphries, hardware merchant, Parkhill, was in Toronto and called at Hardware and Metal office on Thursday of this week.

O. Prangley & Co., Plattsburg's new hardware merchants, since taking possession have been busy making changes to their store.

Warren Bros. have opened a general hardware store on Barton St. E., Hamilton, and report business in all lines encouraging.

Chas. J. Reid, book-keeper for the Independent Cordage Co., Toronto, died rather suddenly at his home on June 26, at the age of 51.

J. R. Hambly, Barrie, president of the Ontario Retail Hardware Association, was a caller at the Toronto office of Hardware and Metal on Thursday.

Rice Lewis & Son, Toronto, have secured the agency for the Wyandotte Cleaner and Cleanser, manufactured by the J. B. Ford Company, Wyandotte, Mich.

E. R. Hardendorfer's machine shop and hardware store, Brockville, were burglarized last week, the thieves securing two bicycles, nine revolvers and several tools.

Business at Fort William docks is very brisk just now. The freight shed a day or two ago was full of binder twine going west, and 800 tons were sent out on one train.

R. V. Vaughan, traveler for the McClary Manufacturing Company at Vancouver, spent a few days this week at the head office of the company at London, while east on his wedding trip.

W. H. Carrick, vice-president of the Gurney Foundry Company, Toronto, returned this week from a month's trip to California, going via Winnipeg and Vancouver and returning by Denver and Chicago. Mr. Carrick had a pleasant trip and found the west very hopeful of an early revival of business.

Quebec.

Ernest E. Lecours, hardware merchant, Montreal, has been registered.

Lamarre Freres, hardware merchants, Montreal, have been registered.

F. B. Lyman, of John Millen & Son,

Montreal, has gone to Syracuse on business.

The assets of J. E. Lecours, hardware merchant, Montreal, have been sold.

E. Beaudry and C. Labelle, both of Three Rivers, Quebec, have been visiting Montreal hardware circles.

D. Roskamp, representing the Ever-Ready Safety Razor in Canada, is visiting New York on business.

Beaudry & Blouin, P. A. Gouin and J. B. Loranger, were the hardware merchants whose stores were burned in the Three Rivers fire.

Rankin Leslie, of Montreal, has been appointed representative in the northwest of the Standard Paint Company of Canada, Montreal.

J. R. Duckett, vice-president of the Robertson Asbestos Mining Co., Montreal, has just been appointed managing director of the company.

H. De Serres, recently with Prudhomme & Fils., Montreal, is opening a hardware store in J. E. Lecours' old premises, St. Lawrence Boulevard, Montreal.

The Eadie-Douglas Co., Montreal, are fitting up the redecorated building of the Richelieu and Ontario Navigation Co., on St. James Street, Montreal, with their floor covering, Terrano.

W. Gordon, of the Steel Trough and Machine Co., Tweed, Ont., paid a flying visit to Montreal this week. He reports the crops as looking in splendid condition and believes that there will be a record hay and grain harvest. Trade is improving and the autumn should certainly make amends for the earlier part of the year.

The result of the ballot for eighteen members of the executive committee of the Montreal branch of the Canadian Manufacturers' Association has been announced and includes the following: A. A. Brown, McClary Mfg. Company; Jas. Davidson, the Thos. Davidson Mfg. Co., Ltd.; J. R. Kinghorn, Montreal Rolling Mills Co., and R. J. Younge, Canadian Rubber Co.

Western Canada.

E. Outhwaite, tinsmith, Yorkton, Sask., has sold his business to E. Harrison.

Hunt Bros., hardware merchants, Mannville, Alta., are succeeded by G. H. Bright.

Ontkes & Armstrong, Crossfield, Alta., have commenced work on their new hardware store.

The High River, Alta. Trading Company, has sold its hardware stock to Chas. A. Farquharson.

The Morrison Hardware Co., Kelowna, B.C., recently purchased a lot behind their new store.

The cutlery establishment of M. and A. H. Fox, Victoria, was damaged by water during a fire last week.

A. H. McKeown has disposed of his interest in the McKeown-Hick Hardware Co., Lethbridge, to Hick & Wakely. It is Mr. McKeown's intention to go into business in Lethbridge in the near

future. He will put in one of the largest hardware stocks in that city and the store will be equipped with the most modern fittings. His son, F. J. McKeown, will be associated in the business with him.

NEW DIECKMANN SPECIALTY.

Ferdinand Dieckmann Cincinnati, O., whose one-piece conductor pipe elbow of galvanized iron is well-known to the trade is now pushing a new specialty in the form of locked seam tubing and tubing elbows, and is having most gratifying success. The tubing runs to 1, 1½ and 1½ inch diameters. It is made in galvanized form in a most satisfactory manner in which the tubing is galvanized after its formation, and it is also produced for speaking tubes and other like purposes in extra heavy tin of bright and high standard quality. The elbows, which are offered in a number of angles, naturally conform to the tubing sizes in their uses, and are in one-piece patterns. In their galvanized forms they also are galvanized after formation. Both the galvanized and tin patterns are made in exceedingly exact measurements and they are finding their way into the market not only for regulation uses but they are put into uses that to a very large extent have never been thought of before. This no doubt comes about because of their ready availability, their quality and the perfection in which the goods are made. The goods are used largely for refrigerator and ice box drains, for speaking tubes, for conductor work on porticos, for lighting systems, incubators and a variety of other uses. These goods are worth knowing considerable about because they are such good goods and because they fit into so many unexpected situations. Good literature relating to them may be had upon application.

TACK FACTORY AT WELLAND.

Geo. Clapp, until about a month ago foreman of the bolt works at the Montreal Rolling Mills, Montreal, will, with some other interested parties, build and operate a tack factory at Welland. A site of two acres at that place has been chosen on which the industry will locate and building operations are expected to commence at once. Although shoe tacks will be the specialty manufactured, the new concern will make all kinds of tacks.

John T. Rosman, prominent in the hardware business in Dawson, has been elected president of the Board of Trade of that city. He came originally from Plattsburg, N.Y., and for years was with the Ladue Commercial Company at Dawson, and still represents those interests there.

THE SITUATION IN THE WEST

The Western Viewpoint, by our Special Winnipeg Correspondent.

The end of June special crop reports are to hand and are even more favorable than anticipated. There has been no damage to barley or oats from the light June frosts, and only in the most isolated cases has there been too much rain. A hot July, with a good stiff breeze, and there will be considerable wheat-cutting the first week in August, as the end of this week finds an excellent percentage in the shot blade, and considerable areas in southern Manitoba headed, while large areas of early barley are in head. By the last day of June practically all the early barley will be headed. It is, of course, possible for the crop to be ruined even now, but every passing day renders the possibility more remote.

The markets are interesting just now, particularly the oat situation, the crop of which has apparently been shifted from July 1st to 15th, and for the last days of June buyers were forced to pay a premium of 1c over the price of No. 2 oats for rejected. The man with all the oats claims that he had demand for them and was shipping them to Montreal at 46c, which is 44c afloat Fort William. Certain heavy shipments of oats have been made to the port of Montreal recently. Big exporting houses, on the other hand, claim that the highest bids they can get are 35c and 36c afloat Montreal, and between the two statements there is a great gulf fixed, and only time and the demand can settle the vexed question.

There continues to be an excellent demand for Winnipeg October wheat, and the price holds very well. There are breaks, of course, from time to time, and exporters will only buy on a pretty good margin, but there has been more trading in October wheat in June, 1908, than there has been any June for many years.

The argument at Ottawa as to whether or not Hon. Mr. Fielding's coming to the rescue of the banks did or did not help the crop movement is one of those things of which public men ought to be ashamed. It is quite true there was no startling advance in prices immediately the announcement was made of more funds available, for the very simple reason that there had been a very serious break about that time in the American market, and nothing that could have been done could have kept the Winnipeg market without some slight break, but the real thing was that from the very day after the announcement that additional funds would be available there was an increased activity in low-grade wheats. The movement of the low grades was the big crux of the situation so far as the Canadian west was concerned, and up to that time stocks had increased at Fort William abnormally for the season. No boats were being chartered and shipments were away below those of the same period in 1906. Following this announcement came an immediate increase in activity and a greater demand for low-grade wheat. It must be remembered that all along the banks maintained stoutly they did not need more money to move the crop, that they were furnishing all that was necessary; while the grain men just as stoutly maintained that their lines of credit had been

cut to such a point that with the very high prices of wheat it was impossible to do business in any large way. To back up their argument was the undeniable fact that the wheat was not moving and that within a few days of Hon. Mr. Fielding's announcement, if you asked a grain man as to the financial stringency he would say, "Oh, things are loosening up a little, my banker does not need any more money, you know, but," (with a knowing wink) "he remembers where I live and sends for me now." After going over the situ-

'TWAS THE AD THAT DID IT!

The travelers of a wholesale house in Montreal had been calling continually on a leading retailer in the City of Quebec, but never could interest him. He was wedded to another house, with whom he always dealt generously. The Montreal wholesale house was advertising a special white shirt in the Dry Goods Review. Their traveler called as usual on the Quebec retailer, but received a polite "No thank you" in answer to a request to look at the traveler's samples at the Chateau Frontenac. But just as he was going out the door, making a mental note of another disappointment, the manager of the store called out "By the way, is it your firm that is advertising a special dress shirt?" "Yes," the traveler replied. "Alright, I will go and look at the samples." Before he left the Chateau, the retailer had not only ordered a line of shirts but gave him an order for a number of other things; and this was the beginning of a good business that has been held ever since. Just shows how trade paper advertising helps the traveler.

ation carefully it looks to your correspondent as if the Fielding action saved the country at least a million dollars on the crop, and had the banks admitted their need, when they should have done it, would have been a saving of over \$1,500,000.

The movement of live stock is becoming increasingly active and the quality of cattle going forward quite remarkable for size and finish. The Creswell Cattle Co., from south of Medicine Hat, sold 2,000 head to Gordon, Ironside & Fares at better than 44c Waldeck Station, and these cattle averaged 1,350, weighed off cars Winnipeg, and were just as smooth as silk.—H.

Hot weather is a poor excuse for neglecting to change your window display these days.

STOCK GOODS OF ALL QUALITIES.

In the course of many conversations with retailers in regard to mail order competition the retailers have told about goods being shipped into their neighborhood which were of poor quality, and while talking of the matter the speaker generally wound up by saying: "I would be ashamed to sell such goods to my customers. I could sell the same grade at the same price and make a good profit but would not handle the trash."

Is this good business judgment? It does not seem to be. Go into any large city and in the department stores which have the best trade you will find goods of all grades. The fact that they sell cheap goods does not prevent them from selling better grades, and the same thing will apply to your own stock of goods.

The fact of the matter is, cheap goods ought to help sell better grades, for you then have both to show. The difference can be explained and the purchaser will know the reason for paying more for the goods he chooses, if he pays the price and takes the best. When you have only the best grades to show, he naturally thinks your best is no better than the cheapest offered by the catalogue house. The tendency of the times is to buy good goods, but there is also a tendency of the buying public to feel that merchants are now charging high prices for cheap goods, and the very best way for any retailer to refute such a charge is to have some of the cheap grades to show.

The retailer will find that cheap stock is not dead stock. There is always a large percentage of people who will want the better goods but just can not buy them, and force themselves to buy the cheaper. And then there are a good many people who never buy anything but cheapest grades. A bargain, to this class of people, means a cheap price, not good value for the price. With both these classes of buyers in every community, there is no reason for a certain amount of cheap goods, well selected, to be a drug on the market. Even if they proved so, however, the investment can still be made a good one by using the cheap grades to sell the others. Why not advertise them as the same grades the mail order houses sell for the same price, if they are, and at the same time never fail to tell that you have better grades.

NOTES.

Germain & Co., plumbers, St. Romauld, Que., have been registered.

With the fall season approaching women will be interested in sewing outfits. Your line of scissors is just what ought to interest them.

Hunt & Nicholson, now the Western Plumbing and Heating Co., Lethbridge, Alta., have the heating and plumbing contract for the new Knox Church.

Selling hardware in these days is a lively business. Hardware store clerks ought to be as much of the up-and-coming kind as clerks in any other store.

HARDWARE^A_DMETAL

Established

1888

The MacLean Publishing Co.
Limited

JOHN BAYNE MACLEAN - President

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P.E. Island and Newfoundland.

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LONDON, ENG. - 88 Fleet Street, E.C. J. Meredith McKim Telephone, Central 12960

BRANCHES:

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NEW YORK - R. B. Huestis, 544 West 145th St. Telephone 2430 Audubon

VANCOUVER, B.C. - R. B. Bennett

PARIS, FRANCE - Agence Havas, 8 Place de la Bourse

ZURICH, SWITZERLAND - Louis Wolf; Orell Fussli & Co.

Subscription, Canada and United States, \$2.00
Great Britain, 8s. 6d., elsewhere 12s.

PUBLISHED EVERY SATURDAY.

KEEP UP THE COLLECTIONS.

There is one great evil that constantly besets the retail trade and for which the individual merchant is himself directly responsible. That is the slowness with which collections are made. As a rule, the merchant, though he be ever so good a salesman and employs every energy he possesses in pushing his business, falls down when it comes to the vital thing in making the business a success. The selling of goods is not a more important feature than the collecting of them. There must be a systematic way of going after the delinquent customer. Bills that run from month to month and year to year are sure to lose the merchant money, and are all the time becoming harder to collect. The merchant who allows his collections to drag is not only unable to take advantage of the discounts offered by his manufacturers and jobbers, but his credit with them is also limited. About the first thing a jobber finds out when he opens up an account with a new customer, is whether or not he is a good collector. If not, only a limited credit will be extended. If, on the other hand, he keeps collections up close, he can buy all the goods he wants and with less capital than if he is inclined to be lax concerning this important feature.

There seems to be a general disposition to fear a loss of trade if collections are pressed too closely. The class of trade that takes offence because you ask them to give you what is just your own, is generally not the most desirable to have, anyhow. Better lose a customer occasionally than to have him run a large bill and eventually lose it and his trade also. However if the merchant is cautious and tactful, he can avoid both of these alternatives. There is positively no reason why retail merchants should furnish money for other people to do business on, unless they are paid for the use of it. If interest is charged on all overdue accounts creditors will be more prompt in settling.

TRADE ASSOCIATIONS.

A valuable contribution to the arguments presented in favor of the organization of merchants and manufacturers into trade associations was made by H. C. Beckett, in an address before the Canadian Wholesale Grocers' Exchange at Quebec a fortnight ago, the address being reproduced on another page of Hardware and Metal.

The keynote of trade organization is trade education along the lines of co-operation in eliminating the causes for so many failures in business. It is easy for agitators to charge that the public is overcharged for the goods it buys but the manufacturer and merchant who have had experience in conducting businesses realize the difficulties of securing a profit on goods sold. Especially is this so where the trade is unorganized as, in this case, the tendency is to meet the one who quotes the lowest price—who, too often is a man who does not know his cost of doing business. Unless a trade organization is formed the price-cutting caused by the lack of knowledge on the part of one may lead to the disaster of both himself and some of his competitors.

An effort is again being made to revive the campaign of a couple of years ago against "trade combines" but the matter has become a political controversy and as such has no place in the columns of a trade newspaper.

Hardware and Metal is an advocate of trade associations, but on many occasions it has criticized what it has considered wrong actions for such organizations to take. For instance, a few years ago Canadian shovel manufacturers were strongly censured for en-

tering into an arrangement to subsidize American shovel manufacturers to keep their goods off the Canadian market. If it can be shown that other manufacturers are adopting similar tactics to retain the home market or if they are by combination securing exorbitant profits, this paper will not be slow in condemning such methods of doing business.

Such talk as is indulged in by politicians, however, will carry no weight with business men. One lawyer-politician in Toronto this week for instance, charged that the people of Ontario had been robbed of \$30,000,000 by thirty combines during the past ten years. Idle gossip and wild estimates of this nature may be popular with unthinking readers of the daily press but will not be given much consideration by others.

WHERE CONTINUITY COUNTS.

Every advertisement does not catch the eye of every customer. any more than one blow of a hammer drives a nail home.

Continuous advertising is the secret of successful advertising. It is almost sure to meet the eye of every customer or probable customer in time.

A Canadian manufacturer whose products are known on both sides of the boundary line, uses space regularly in one of the New York dailies as well as in Canadian trade and daily newspapers. He was recently told by one of his friends that although he occasionally reads the daily paper in question that he never saw his advertisement.

"Am not surprised at that," he replied, "but some day you will see it; and the oftener you see it the greater will be the impression it will make upon you. That is why I advertise continuously."

The success of this manufacturer dates from the day he began to advertise. And his faith in advertising is based on experience.

TRADE RETURNS OF THE WORLD.

The Department of Trade and Commerce has made still another valuable innovation to the work done in that department by adding the Trade Statistics of the World. It is now being furnished regularly by the British and foreign countries with their trade and statistic returns, thus enabling those desiring any special trade information to obtain it on application to that department.

AN OPTIMISTIC OUTLOOK.

An interesting sidelight on the improvement in industrial conditions in the United States is shown in a letter written to Mr. Alex. Gibb, Montreal, by John C. Schmidt, president of the Standard Chain Co., which has large plants in both the United States and Canada. The letter reads:

"You ask my personal opinion as to the present and prospective business situation. Now, you know that I am a chronic optimist and you probably will make some allowance for my natural inclination, nevertheless I feel confident that the worst is over, and that we will, with probably some temporary setbacks, from now on increase rather than decrease. I beg to differ with you that less freight is carried by railroads now. The number of idle cars is growing less rather than more and bear in mind that very naturally the railroads are using their cars of larger capacity, and those of the smaller capacity represent, as a matter of economy, a larger proportion of the idle cars.

"Our orders for the first nine days in June exceed in tonnage the first nine days of any month since last October, which is a very encouraging sign. We have not in the past six months operated more than one-third of our maximum capacity, but we have sold and shipped practically everything that we have made except one or two hundred tons. You are particularly fortunate if your business in the last six months has been more than half normal. The Steel Corporation is operating 52 per cent. The strongest bull card was the reduction in price of finished steel products yesterday, and if ore is reduced 50c a ton, as rumored, the reduction will be complete except on rails and these have not changed for seven years.

"I do not think that the political situation enters into the question except in a very minor degree. It looks to me as if Taft would unquestionably be nominated. If he is he will be a safe guide. I don't think Bryan has any more chance than I have, he is simply a valiant leader of the hopeless. If Taft is elected his backbone will be found equal to his girth. Once seated in the presidential chair, he will fill it not only physically, but mentally and while he may not be as courageous as Mr. Roosevelt nor as great in initiative, he will not be much of a disturber.

"I believe that the crop situation is the key to the whole situation and with the near approach of harvest we have rarely had as flattering reports as this week's Government crop report. This means prosperity spelled in capital letters. Do you realize that our crop value, owing to irrigation, is growing more and more uniform; that now over 11,000,000 acres are under irrigation, which is a surface equal to the improved farm land of Georgia or Virginia or Michigan, and that the value of the crop raised on irrigated lands last year

was worth approximately \$175,000,000. Do you realize further that the cotton crop alone, including seed, of the southern States of the U.S. for the year 1905 was \$683,000,000, which exceeded by \$118,000,000 for the total production of gold and silver throughout the world for the same year. The stocks in manufacturers' hands, I believe, are well below normal and judging from urgency of deliveries required, the stocks in jobbers hands are at the lowest ebb. Don't forget the gold production and this great factor and its bearing on business. I feel confident that the worst is over and that with the reduction in price of steel products buyers will realize that they can with safety place their orders and that consequently these orders will increase. I may be in error, but I cannot see the fallacy of my reasoning, at any rate I have the courage of my conviction, and three weeks ago I had contemplated closing each plant three to four weeks during June and July, and I have recalled these orders and will remain content for the present, at least with one plant St. Mary's, Ohio, closed for three weeks which is the actual time required to take out, repair and re-set a large boiler, and not to exceed one week at other plants for inventory and repairs.

"I should be interested to know the result of the replies you have received from others on the present situation."

THE TURPENTINE SITUATION.

In view of the prevailing low prices of spirits turpentine, the producers are at a loss to know what to do, says the Paint, Oil and Drug Review. They have been advised to curtail production, but that is easier said than done. Every turpentine farmer advocates curtailment—by the other fellow—and at the same time makes every effort to increase his own output. When prices are low he thinks that his salvation depends on the amount of spirits he can sell, rather than the high price he can get, and he produces as much as possible and so further bears the market. A contemporary has well said that it would be better for the naval stores producer to realize that too much stuff is being made for the conditions surrounding the consuming world, and that the only thing to do is to work every naval stores farm at the very lowest possible expense, and do what manufacturers in every other line are doing, face the situation bravely, with a determination to pull through it to the best advantage possible and wait for better business. This is good advice, but it "batters no parsnips."

A few years ago there was genuine apprehension lest the supply of natural turpentine should become inadequate to the demand. Prices of spirits then were

high. The forests were fast disappearing. Some genius suggested wood distillation to produce a turpentine spirit from dead trees, sawmill waste, etc., and no sooner was that process perfected than many other "turpentine substitutes" were put on the market. Now we have distilling plants in all parts of the country, and mixing plants galore in the petroleum regions, with the result that the supply of substitutes is so great that the real article as distilled from natural resin is quite eclipsed. Nor do we hear quite so much talk of the probable failure of the turpentine supply.

The fact that the present low price of spirits turpentine is due to general substitution is proved by the high prices of rosins, for which there are no substitutes. The rosin market has pursued its normal course, undisturbed by new processes of wood distillation or petroleum mixing, with the result that prices of rosins have shown a tendency gradually to advance in spite of dull times.

From the consumers' standpoint the situation as regards spirits turpentine is not unpleasant. He is buying his supply of spirits at a price close to the low mark of the past ten years, and is enabled to get the genuine article for less money than he once paid for rank imitations.

CREATING ORDERS.

If a salesman or dealer never does any more than to accept the orders which come to him, the measure of his success can be taken with a very short rule. The creation of business, not the filling of orders, is the thing which calls for a high order of ability, intelligence, resourcefulness and ingenuity.

The man who undertakes the career of a salesman must set it as his goal to become a producer of business. Men who can call on customers and "keep them good-natured," accepting an order whenever one develops, are plentiful. The men who can find new customers, new territory, new avenues of trade and create new business among old customers are rare; so rare that the demand for them is constantly far in excess of the supply.

In strenuous times like the present men are put to the test. The man who can create business in spite of unfavorable conditions is not looking for a position to-day. He is firmer in his employer's regard than ever before. His position is secure for all time. He is independent through work, and independence through work is real success.

Markets and Correspondence

(For detailed prices see Current Market Quotations, page 60.)

SEASONABLE SUGGESTIONS.

What to Order—Harvest tools, reaping hooks, hay carriers, hay fork pulleys, harpoon forks, scythes, rakes, rope and clevises, guns and ammunition, preserving kettles, fruit jars, fruit jar rings and fruit presses.

Sort Up—Ice cream freezers, lawn hose and fishing tackle.

Lines to Book—Snow shovels, axes and handles, horse blankets, cherry seeders, corn knives, sleigh bells and weather strips.

Advertise and Display—Seats, hammocks, refrigerators, freezers, hay tools, camp outfits and enamelware, sporting goods and preserving utensils.

MARKETS IN BRIEF.

Montreal.

Iron—Unchanged.

Tin—Quoted from \$31.50 to \$32.

Copper—Quoted at 14c to 14¼c.

Spelter—Shaded.

Lead—Unchanged.

Ground White Lead—Some cutting.

Toronto.

Tin—\$30 to \$31.

Copper—Easier.

Iron—Unchanged.

Turpentine—No change.

Coat Hooks—35c per gross.

Lead—Unchanged.

Oil—No change.

MONTREAL HARDWARE MARKETS

Montreal, July 3.—Trade has been somewhat quieter this week, owing, no doubt, to the interruption of Dominion Day. Booking ahead continues on the slow side, and the majority of travelers seem to be paying more attention to sorting up orders than to fall lines. After their holidays, however, they will start in with vigor on the fall goods stimulated by the hope that the reports from the Northwest—which are growing more encouraging every day—will have so revived trade and inspired consumers with general confidence, that dealers will book with their old-time liberality.

It is a matter for great congratulation that the wheat fields have come to the help of trade generally in the present magnificent way. With reports daily of the coming record yield in the Northwest, there is a growing feeling that the autumn will be a conspicuous one for business.

Although fall lines continue quiet, as we have said, sorting up in such seasonable articles as ice cream freezers, water coolers, ice tongs, ice chisels, is fairly good. The fruit season has opened out well, and if estimates prove correct the preserving season will

be a bumper one. Good trade is, therefore, expected in preserving articles, such as fruit presses and jars. Hay tools are also going out well. The hay crop, especially in Quebec, promises to be a fine one, and scythes, hay rakes and scythe handles are moving well.

Prices generally are well maintained. While there is some disappointment that the summer trade has not gone ahead to the extent that many thought it would, there is the feeling that trade generally has not been so bad, and that the autumn, with its good prospects all the way round, is going to make great amends.

Builders' Hardware—The various lines are moving well, and the week's returns will compare favorably, despite the holiday, with previous weeks. It was thought probable that after the first rush of building activity the demand would fall off in builders' hardware. But this has not been the case, and it is evident that although building operations have not been so heavy this year, they are maintaining a fairly active level. Lock sets, door handles and butts are moving well. Prices generally are unchanged.

Harvest Tools—Fair trade is being done, with the assurance of better business as the summer advances. With a record harvest prophesied, there should be a banner season in harvest tools, and dealers and jobbers are looking forward to a busy time. Reaping hooks, corn knives, hay carriers, ropes, and clevises are moving in good strength.

Cutlery and Plated Ware—The trade has now quieted down somewhat, although with the greater attention that hardware dealers are paying to these lines, a call is still being maintained. Carvers in cases, and other case goods, plated pickle frames, forks, etc., are moving fairly steadily.

Summer Goods—A good sorting up business is being done in all the seasonable lines. Ice utensils, with the great heat of the past week or so, are in strong demand, as well as ice cream freezers and refrigerators. Gardening tools and lawn mowers have naturally fallen off to a great extent. Hammocks and swings still remain in good demand.

Sporting Goods—Sorting orders in various lines continue fairly strong. Baseball, lacrosse and similar games have slightly fallen off for the time being, but there has been no diminution in the call for fishing tackle, and camping outfits. Yachting supplies have fallen off. Guns and ammunition are now moving more freely.

Preserving Goods—The lines are moving well, and a good trade has opened out. Fruit preserving is becoming more popular every year, and with the prospect of fruit being cheap and plentiful, a good run on preserving kettles, pre-

serving jars, apple parers, cherry seeders and fruit presses is anticipated. Already these lines, as we have said, are moving in a most satisfactory manner.

Wire Goods—3-inch wire hat and coat hooks are still quoted at 40c per gross. Fair business is doing. Gate hooks and eyes are still at 60 per cent.

Railroad Supplies—Trade has been about normal this week. From appearances it looks as if orders will increase in bulk shortly, as construction work shows signs of being augmented. Small tools are in better demand. Drill steel, shovels, spike mauls, picks and hammers are moving most prominently.

Bolts and Nuts—The trade doing is about the same with prices unchanged. Wire nails are unchanged in price with a fair demand noted.

Enamelware—Maslin kettles, tea kettles, round pots, plates, cups and saucers are in fair demand at comparatively unchanged prices. With the preserving season coming on, enamel pots and pans will be generally wanted.

Screws—The improvement noted in screws continues. Quotations are unchanged at 85 and 10 off for flat head, bright; 80 and 10 off for round head, bright; 70 and 10 for flat head, brass, and 70 and 10 for round head, brass.

TORONTO HARDWARE MARKETS.

Toronto, July 3.—Very fair business has been done during the passing week, and especially so as regards orders being filled for hardwaremen outside the city. The city trade has not been so good this week, for which the holiday is held responsible. Jobbers, however, feel contented with the business doing, which is of a general sorting-up character. Of course, summer lines have the call, but not a few harvest tools, which will be seasonable lines later on, are going out; and, in fact, builders' hardware and mechanics' tools, too, made a spurt this week.

Industrial establishments all over the country are beginning to feel the awakening of new life and this is bound to re-act on hardware, so a roseate future is in prospect. Crop reports continue favorable and have already created a better tone in public opinion. Hardwaremen are in sympathy with this feeling and inquiries are being made regarding fall and winter lines.

Prices remain at last week's quotations, although there is cutting going on in the price of the common wire coat hooks and hangers. United States firms have been trying to make sales in Canada at a low rate and one Canadian concern, at least, is meeting this competition, and actually selling these goods at 35c a gross. How long this cutting will last is not known, but the first day's orders show an enormous business, and the manufacturer guarantees delivery at present prices until October. This cut price is one result of the drop in wire

in the United States a couple of weeks ago.

Summer Goods—Wire cloth and window screens are still going out and a few refrigerators and ice cream freezers are moving. Campers' supplies, hose and lawn seats continue to sell, but orders are diminishing in number.

Sporting Goods—Guns and ammunition are coming along strong, and bicycles are a fair seller. Fishing rods, lines and tackle are irregular, some days a number of orders being placed and then will come a decline, with practically nothing doing.

Harvest Tools—Hay forks, scythes, etc., were pretty fair in demand this week, and for the next fortnight are expected to be one of the leading ordered lines.

Kitchenware—Good demand is made for various utensils used by summer cottagers, and gas stoves are going fairly satisfactory to city hardwaremen.

Heavy Goods—Fencing is still being ordered through local jobbers, but the demand is diminishing. Screws and nails are weak at unchanged prices.

Builders' Hardware—These, with mechanics' tools, had quite a sale during the week, and from now on orders are expected to increase in number. Hinges, lock sets and similar goods are active and steadily increasing. Other lines are generally improving.

MONTREAL METAL MARKETS.

Montreal, July 3.—With the interruption of the holiday and the fluctuations in the primary markets, the tone of the metal markets locally has been somewhat weak, and there has been shading both in copper, tin and spelter. This weakness is due more to outside causes than to local ones, as business, considering all things, has been fairly steady. Orders individually have been on the light side, although a fair weekly aggregate has been done. A promising sign, however, is the fact that inquiries have increased this week and have also been more direct in tone. Users are evidently more anxious to "feel" the market. This is only to be expected, considering the past and present conditions of metals generally.

With trade improving all the way round, manufacturers see before them the prospects of a much busier time than they have been experiencing. Their stocks, however, are low, as metal buying for months has been of the immediate requirement order. As it is important that the demand should not overtake the supply, and that the buying should be done under the best possible circumstances, the local markets are showing a stronger undercurrent, which, although not influencing figures at present, helps to maintain confidence generally as to the future. Manufacturers are well alive to the situation, and there will be keen buying when the time is ripe for the forsaking of the conservative attitude they have so long adopted. That this time is close at hand seems probable from the reports on all hands of the improvement in industrial conditions. It is a satisfactory sign indeed, that inquiries should show that users are keeping in close touch with the markets, and it is a good setoff to the weakness apparent in the metal situation this week, which however may

be, and probably is, only of a temporary character.

Pig Iron—Conditions have changed but little in any of the markets. Cables from the Old Country report trade as fairly satisfactory, although prices are not quite so strong as they were. The exportations maintain strength fairly well, and good tonnage is being despatched to Canada. The United States markets are about the same. Cutting does not seem to have stimulated the demand, and there is still the old cry that the reduction was not great enough. The whole problem may turn out to be another illustration of the fact that cutting prices will not induce a demand if the public do not want to buy.

Locally orders are, if anything, heavier than they were. Very fair trade is being done and the tonnage moving compares very favorably with that of other years. We continue to quote: Middlesboro No. 3, \$18; Summerlee No. 2, \$20; for carload lots, but this is shaded 25c for 100 tons or over.

Tin—With fluctuations in the primary markets and the holiday interruption, tin is not so firm as it was, although fair trade has been done. Some shading has occurred locally and tin may now be quoted between \$31.50 and \$32. With a bearish feeling in the primary markets the metal is not in very good shape just at present. The demand is reported to be dull both in London and in New York.

Copper—After holding up strongly for so long, copper has, probably in sympathy with other metals, shown sign of weakness. Holders in New York seem to be more desirous of making sales than they did, which has had a tendency to make the market somewhat shy. Locally the demand is on the quiet side, although it cannot be called weak. Quotations have been cut and we now quote copper 14c to 14½c.

Spelter—Spelter is likewise weak, the market not recovering from the great drop in the English market some days ago. The demand in the primary markets is dull, even St. Louis quotations showing weakness. Spelter has been shaded locally under a quiet demand. We now quote \$5 to \$5.25.

Lead—Lead has not changed much from last week and under a moderate demand has maintained its price. We therefore continue to quote imported pig at \$3.60.

Old Metals—Prices have not changed this week although if the primary metals continue weak this market will feel the change: Heavy copper and wire 10½c; light copper 9c; heavy red brass 10½c; heavy lead 2½c; wrought iron \$11; No. 1 cast \$13; No. 2 cast \$10.

TORONTO METAL MARKETS.

Toronto, July 3.—The holiday this week interrupted to a rather great extent the business in all metals: so much so that a number of local metal men have been taking the week off to place their families in their summer homes.

Lead, tin, copper and zinc have an easier tone, though iron and steel remain firm at last week's quotations. Local metal men believe that all lines are now at rock-bottom prices, and can go no lower, though no advance is anticipated, either, until actual steady

business is at hand. The European copper market is slowly improving, but iron and steel in the United States has just passed through one of the duller months for some time past. These conditions, however, do not appear to have affected the local market at all.

Speaking generally, prices remain pretty much at last week's quotations, and though no great volume of business is being done, local metal men are satisfied and speak hopefully of the future.

Taking Canada as a whole, the metal situation in the country has improved greatly since the winter months. Take copper, for instance. This metal has been going up and down in price regularly every week for the past two months, but consumption is slowly increasing. Two of the big British Columbia smelting concerns, shut for some months past, are now working full time; and manufacturing industries using copper have during the past fortnight been taking up their orders placed during the early weeks of the year. The world's production, too, is increasing from month to month, although it is still some 8,000,000 lbs. per month behind last year; and now comes word of an immense copper find to the north of Prince Albert. Certainly the Canadian situation is improving.

The second half of the year is now entered on, and while no immediate rush of orders will be placed—nor are they expected during the summer—expectation points to really active business before the end of the year.

Pig Iron—Prices remain as at last week's quotations. No. 2 Canadian foundry, \$18.75; Middlesboro No. 3, Summerlee No. 2, and Cleveland No. 1, \$20.25 are still the prevailing prices. Business has been quiet, but the quotations have remained firm.

Tin—The market is a little better this week, owing no doubt to the easier quotations ruling, \$30 to \$31 being the price now asked.

Plates and Sheets—The holiday seems to have affected these lines, hardly any business at all being done. Prices are unchanged.

Copper—This metal is still climbing the ladder as the week advances, only to fall back again as each recurring week comes round. Europe is buying more freely and exports from the United States are improving, though conditions industrially have not changed. Locally, while casting ingots remain at 13¼c to 13¾c, the whole tone of copper is easier, no doubt to induce a little buying.

Lead—Quiet business at easier prices. While not so irregular as a week ago, lead shows a lowering price tendency.

Spelter—Like lead, this line is quiet, with an easier tone, although no prices as yet have been changed locally.

Old Materials—This line is perhaps the busiest one just now. Old lead and iron are easier and rubber is firmer. Buffalo people are still buying rubber. Collections are improving and stocks are increasing. Heavy copper and wire are 11c; light copper, 9¾c; heavy red brass, 10c; heavy yellow brass, 8½c; light

brass, 6c; heavy lead, 2½c; zinc, 3c; No. 1 wrought iron, \$9; stove iron, \$10.50; machinery cast iron, \$14; rubber, 6½c.

U. S. IRON TRADE.

Cleveland, July 2.—The Iron Trade Review says: The beginning of the second half of the year finds the iron and steel industry in an improved position. The situation has been clarified by the elimination of several influences which, whether or not their presence had actually restrained an increased trade, had unquestionably furnished the means for keeping the market in a state of uncertainty. Principal among these was that of price reductions. These have come in due season in response to the demands of buyers and in accordance with the ruling judgment among makers. Beyond some division of opinion as to whether the cut in several products has been adequate, there now remains little opportunity for differences in this respect between manufacturers and consumers.

The market clearly has a more favorable outlook. Buying for the first half has been close to real needs and stocks throughout the country, held over from the beginning of the depression, have generally been absorbed by the trade. The railroads, which have kept their purchases at the lowest possible ebb, are showing signs of awakening interest and are expected to increase their orders in the near future. Generally there is a disposition among manufacturers to take a fresh hold upon the situation and to more actively co-operate in an effort to reclaim prosperity. It is the belief among conservative interests, however, that while business may gradually improve, no decisive recovery may be anticipated before the closing months of the year.

The turning point into the second half is naturally a time for slowing down temporarily, and the past week has been an especially quiet one, with the exception of steel bar material.

TIMELY PARAGRAPHS.

Window displays are the only mediums of advertising that cost nothing and yet they are one of the most valuable trade pullers a merchant possesses.

Goods worth showing are worth displaying well. When trimming a window give some thought to securing a striking and attractive feature. Around this point group the rest of the trim and the window will attract attention.

Wrap up your nails so that the package will not break. The extra cost of good paper is as nothing when compared with a satisfied customer.

Thousands of merchants are allowing opportunities to slip past without taking advantage of them. No matter how small or inconspicuous your window may be, you can make it valuable to you with a few hours' attention each week.

There are as many things in the hardware store of interest to all members of the family as in any other store in the town.

Quebec and Maritime Provinces

New Factory for Sherbrooke—Young Montreal Business Man Married—Valuable Mineral Discovery in Nova Scotia—Large Car Works at Halifax

F. J. Arrowsmith, 232 McGill Street, Montreal, Montreal and Eastern Editor.

SHERBROOKE.

Construction work will soon be commenced on the O. M. Railway to complete the line from Mansonville to North Troy, connecting with the C.P.R. at that point.

Burroughs Falls has been sold to a syndicate who will build a factory for manufacturing carbide. They are also negotiating with parties at Boynton for the purchase of the water power in that place, with a view to establishing an electric light plant there.

Magog's new waterworks system is rapidly nearing completion.

Walter G. Morey and Chas. Morey, of Boston, and Howard Parker, of Nashua, N.H., have organized the Sherbrooke Machinery Co., the Canadian branch of the Improved Paper Machinery Co., of Nashua, to which the city recently voted a bonus. Work on the construction of the shops has already begun.

JOINED THE ARMY.

Ross H. McMaster, son of Wm. McMaster, vice-president and general manager of the Montreal Rolling Mills Co.



ROSS H. McMASTER,
Of the Montreal Rolling Mills, who was
Married Last Week.

and one of the official staff himself, was married on Wednesday, June 24, to Miss Ruth Marguerite daughter of Peter Laing, of Montreal. The ceremony was performed by the Rev. Dr. Mowatt, at Erskine Church and was attended by a number of intimate friends of the young couple. After a short tour they will reside in Montreal.

Ross McMaster is a type of the careful, well-drilled young business man who

would succeed abundantly even if his father were not head of the big business in which he himself takes a part. In fact, it was this business at the rolling mills that sought his services, he having been for some time in the employ of a large American company in different work. For a man of his age his capacity ranks well among the seniors for care and thoughtfulness in business. The staff at the mills gave him a great send off and the immense array of gifts which greeted Mr. and Mrs. McMaster testified to the high esteem in which they are held. Congratulations.

HALIFAX.

June 27.—There is considerable excitement at the Moose River Gold Mines, over the finding of tungsten in the quartz rock of that locality. This is a rare metal, worth when pure some \$1,600 a ton, and its name is derived from the Swedish words tung, heavy; and sten, a stone. It contains some 19 parts of lime, 80 of tungstic acid. Tungsten is found associated with tin ore, in lead veins and in quartz. It is found in different places in Bohemia, in Cornwall, Eng., in Saxony, in Sweden and in some other places. It is used in alloys, and when ten parts of this metal are alloyed with 90 parts of steel a mass of extraordinary hardness is obtained. John Donaldson and S. Currie, of Truro, found a boulder two and a half miles west of the mines, eight inches by fourteen inches, spotted with this rare metal, and they took out mining leases covering five square miles. No lead has yet been obtained, but prospecting is going on to ascertain if possible the original locus of the drift boulder.

The formal public opening of the Lettiker Car Co.'s works this week was attended by more than three hundred people. The new industry is flourishing in every department, and large orders have been booked ahead. Just fourteen months from the time the first sod was turned the first car was completed and sent out of the works. The plant consists of a car wood-working mill, general wood-working mill, foundry, machine shop, blacksmith shop, car erecting shop, warehouse, dryhouse, powerhouse and office. All the buildings are separate. Upward of two hundred men are now employed at the works, and it is expected that before very long three hundred men will be required. In the wood-working mill material required by builders is prepared. The most modern equipment is used for the purpose, some thirty machines having been installed. The orders for this department have exceeded all expectations. Connected

with this department is a large varnish room where shop and office fixtures, and high-class work of this kind receives finishing touches.

The machine shop equipment is driven by electricity. It includes boring machines, great laths, and a hydraulic wheelpress for forcing the axles under heavy pressure into wheels. The foundry is equipped with a large cupola with the necessary motors and fans, elevators and other appliances for promptly and efficiently executing any class of work.

The blacksmith or forge shop is equipped with punch and shears, bull

ger machines, which bend iron plates into different shapes, pneumatic hammers, power hammers, forging and bolt machines, forges and furnaces.

The dry house is heated by three and a half miles of steam pipe, and is kept in communication with the wood-working mill by an ingenious system of trolleys.

The furnaces under the boilers receive a part of their fuel supply through the great tubes that carry shavings and sawdust direct from the wood-working machines. This means a material lessening in the coal requirements.

mand. A local jobber tells of one dealer in a small village near London who has already disposed of fifteen tons, and has ordered several tons more.

A traveler who was through Essex County last week reports business very brisk there, as it has been all season. In fact, retailers in the towns and villages of that county declare they have seen no sign of a slump, whatever may have been experienced elsewhere.

The death is announced of Fred Barned, for many years superintendent of one of the departments of the McClary Manufacturing Company.

W. B. Gillespie, who recently retired from the Pundom-Gillespie Hardware Company, intends embarking in the retail hardware business on his own account. He is now looking for a suitable store. Mr. Gillespie is well-known throughout Ontario, having for years been a popular hardware traveler.

R. V. Vaughan, of the Vancouver branch of the McClary Manufacturing Company, was in the city this week with his bride.

The G.T.R. Co. is getting ready for the long-talked-of improvements to their property here. Orders have been given for the tearing down of many old buildings and the necessary plans are being prepared for the new work.

The engine works of E. Leonard & Sons were the scene of a fatal accident yesterday, when Harry Baker, a blacksmith's helper, was killed, and Wm. Brooks, blacksmith, badly injured by the blowing up of a piston wheel they were repairing.

Chicago parties—C. Jennings and W. A. Scott—were here this week with the object of erecting a large convention and amusement hall in this city.

George Darville, formerly a member of the London foundry firm of Darville & Childs, died a few days ago at Seattle, Wash., after a brief illness. The remains were brought here for interment.

CHATHAM.

June 30.—The hardware trade is quite brisk just now, and the outlook is reported exceptionally good. Plumbing and tinsmithing are pretty busy lines.

Manager P. S. Coate, of the Chatham Gas & Electric Light Company, is coming in for many honors. At a recent meeting of the Canadian Electrical Association held in Toronto, Mr. Coate was elected second vice-president of that body for the ensuing year. Since then Mr. Coate has also been elected a member of the executive of the Canadian Gas Association, which also met in Toronto.

There is no longer any doubt that the Bell Telephone Company will have competition when the renewal of their franchise comes before the city council in the course of a month or two. It is now definitely stated that the Blenheim & South Kent Independent Telephone Company will submit a proposition to the city council. A five year franchise will be asked, phones being supplied at from \$12 to \$18 per year, with underground wires. At present the city gets \$400 per year from the Bell Company, but the rates quoted by the independents would

News Gathered in Ontario

Peterboro Shovel & Tool Co.'s Large Sign—Bad Accident at Hamilton—Fear of a Shortage of Binder Twine—Another Hardware Store to be Established at London—Large Sales of Bicycles this Year at Chatham.

J. B. O'Hagan, 10 Front St. East, Toronto, Toronto and Ontario Editor.

BOWMANVILLE.

July 2.—The members of the firm of Brittain & Co., San Francisco, Cal., the largest retail dealers in builders' and general hardware, tools and sporting goods on the Pacific Coast are J. N. Brittain and J. C. Brittain, two Bowmanville boys. They have just moved into their new building. Brittain & Co. were one of the first concerns to reopen for business after the big fire in San Francisco, less than three weeks after the calamity.

PETERBORO.

Peterboro, June 30.—The Peterboro Light & Power Co. have received three carloads of water wheel machinery, which will be used in improving their electric service. The machinery is of an improved style, and was purchased from a large American firm. The old water wheel was not sufficient to supply the work necessary.

The Lakefield Portland Cement Co. is supplying 2,000 bags of cement for improvements to the Government dam and bridge at Buckhorn.

W. G. Ferguson, of the Kingan Hardware Company, and proprietor of the steam tug Sovereign, is having her fitted up at the dock at Lakefield. When completed she will tow wood, stone, etc., on the Kawartha Lakes and Trent Canal.

Malcolm McIntyre has the contract for the work of erecting the new German Card Board factory for M. A. Turner. The building will be 85x38 feet, and will be three storeys high. The foundation will be of concrete, and the walls of white brick.

A large new sign has been placed on the ridge of the roof of the Peterboro Shovel & Tool Co.'s factory. It is 100 feet long and 4 feet high, built of iron, and wire. The letters are 3½ feet high. The sign was secured from the Page

Company, of Walkerville, and was put up by John Johnston.

Vincent Eastwood, manager of the local branch of the Royal Bank, and formerly proprietor of the Peterboro Hardware Co.'s store, has purchased a new Ford auto.

HAMILTON.

June 30.—There was a terrible accident at the works of the B. Greening Wire Company last week in which two employees lost their lives through receiving electric shocks. The men were employed as carpenters and were building a shed in the rear of one of the wire mills. In order to place the roof on the shed they had to remove a guy wire which extended from a pole which carried the heavy electric feed wires into the plant. In releasing the wires the men allowed the guy wire to drop onto the feed wire, off which the insulation had been worn, allowing the current of 2,200 volts to pass through their bodies. The men were killed almost instantly, but the wire continued to dangle over their bodies for several minutes afterwards, and the remains were frightfully burned.

George F. Webb, contractor, is to build a brick addition to the spike mill of the Hamilton Steel & Iron Company, at Irondale, East Hamilton, to cost \$1,500.

John J. Conway, bookkeeper for the Gurney-Tilden Company, was married on Monday morning to Miss Edith M. Broderick.

Fire did \$150 damage to the roof of the Gurney Scale Works last week.

LONDON.

June 30.—Retailers and farmers are beginning to worry about binder twine, for which in view of the crop prospects it is expected there will be a big de-

mean a much larger saving. The matter will come up for discussion at the next meeting of the local retail merchants. As the retailers constitute over 50 per cent. of the city phone users, their views should carry very exceptional weight.

The Chatham Gas Co. have completed the job of electric wiring the city post office. The work has passed the inspection of Chief Government Electrician Johnson, who pronounced the job a first-class one.

Ald. W. H. Westman, of Westman Bros., has purchased a gasoline launch.

The agitation for a weekly half holiday during the summer months has apparently petered out here. Last year the druggists and the dentists had one, but the former have apparently "passed it up" this year. There was earlier in the season a movement in favor of a general weekly half holiday, but it did not travel very far. The half holiday

microbe does not seem to thrive in Chatham.

The new gas engine plant installed by the Colonial Engineering Co., of Montreal, in the city electric light station, has been completed, and will now be tested, prior to being taken over by the city. The company purpose making a proposition for the installation of a gas engine plant at the waterworks as soon as the testing of the present plant is finished. Thos. Wrong, representing a St. Thomas concern, has also approached the waterworks department on the same subject.

This has been an excellent year for bicycles, at least in Chatham and vicinity. The continued good weather has ensured good roads, while at the same time the heat has made walking a hardship. The bicycle is becoming more and more a thing of utility and the number of men who use the machines going to and coming from work, is steadily increasing.

branch of the Canadian Northern Railway.

The following contracts have been let to G. G. Taylor, plumbing of houses for J. Holmes and R. B. McLeod; plumbing and hot water heating houses for C. S. Maharg and Judge McLong.

At the last meeting of the city council the contract for building a new fire hall was let to G. A. Marr. The hall will cost \$14,100.

The new court house has just been completed here, and is a handsome building. The plumbing contract was done by the Western Heating and Plumbing Company. The building is equipped with seven closets, seven lavatories, and bath, urinal, kitchen sink and range boiler. There is also a drinking fountain in each of the halls and a couple of massive wrought iron lamps adorn the entrance. The building is steam heated by a 34 h.p. tubular boiler of the Robb Engine Works pattern. Altogether there are forty-five radiators in the building, and two in the prisoners' quarters are fixed overhead near the ceiling. There is a hot and cold water supply and two lines of hose for fire protection. Two fresh air ducts convey a supply of fresh air from the basement windows to the court room upstairs. A steam radiator is enclosed in each of the pipes near the inlet so that the fresh air can be heated when necessary. A foul air grate in front of the judge's platform gives the room good ventilation. A number of large windows in the building are hung with Tabor sash fasteners. The lock sets and trimmings are in bower-barff, while the electric fixtures are lemon finish.

Following up the correspondence of last week re the visit of the manufacturers and wholesalers to Saskatoon, it was shown by the commissioners of the Board of Trade that for home-manufactured products, local concerns could operate with a freight advantage throughout an area of 55,000 square miles. This area takes in some of the very best country in western Canada. Taking as a basis the rates now in force from Montreal it was found that the city is without competition in an area of 40,500 square miles. By the rates Saskatoon shippers can double back to Humboldt with an advantage on the Winnipeg jobbers. They can also go west about 220 miles before back-shipping from Edmonton is met with. To show that Saskatoon has an advantage as a distributing point, the following may be taken as an example on fifth class goods including hardware, groceries, etc: Carload rate, Toronto to Winnipeg, 65c. Less than carload rate, Winnipeg to Carmel, 71c; total, \$1.36. Carload rate, Toronto to Saskatoon, \$1.08; less than carload rate, Saskatoon to Carmel, 24c; total, \$1.32. This leaves a difference of 4c per 100 pounds to Saskatoon's advantage.

West of the Great Lakes

Cash System Found Satisfactory by Hardwareman at Gainsboro, Sask.—Proposal to Establish Large Turpentine Industry on Vancouver Island
—Hardware Merchant Elected President of Dawson City Board of Trade—Saskatoon's Advantages as a Shipping Centre—New Westminster's Board of Trade Celebrates 25th Anniversary.

F. R. Munro, 511 Union Bank Building, Winnipeg, Western Canada Editor.

GAINSBORO, SASK.

June 26.—The accompanying photographs are views of the interior of the hardware and furniture store of F. G. Elliott, who opened the first hardware store here in 1899. The building, now

of 10 per cent. on everything but oils, he states that the general result has been eminently satisfactory.

In conversation with Hardware and Metal he expressed his opinion that by co-operation a general cash system



Interior of F. G. Elliott's Hardware Store at Gainsboro, Sask.

occupied and owned by him, has a frontage of 60 feet by a depth of 88 feet.

He has been doing a strictly cash business for the last twelve months, and while the volume of business has decreased slightly, occasioned greatly by the fact that he has allowed a discount

could be easily inaugurated in this district.

SASKATOON.

June 27.—A number of cars of steel and ties have arrived for the Goose Lake

NEW WESTMINSTER.

June 24.—A gathering of about 150 prominent citizens of this city and outside points, including many of the leading figures in politics and industry in the province, attended a banquet last night under the auspices of the New Westminster Board of Trade, which was held in commemoration of the 25th anniversary of the organization of that insti-

tution. The affair was one of the most successful of its kind ever held in this city and will mark, not only the first quarter-century span in the life of the board, but will be recognized and remembered as a tribute to the enterprise of the officers and members who took so active a part in bringing to the city as guests so many men prominent in the life of the province. J. A. Cunningham, of the Cunningham Hardware Company, president of the board, was toastmaster.

VANCOUVER.

June 27.—Trade opportunities in the West are not being lost sight of by men prominent in various lines of business. Two or three business men have been on the coast during the past week looking into the possibilities. One of these was W. J. Earle, of the firm of Earle & Company, of St. John, N.B., publishers and dealers in house furnishings. They have many branches already, and when in Victoria the other day he stated that he was considering the advisability of opening a branch there. Another visitor is G. J. Crowdy, of Montreal, Canadian representative of Joseph Rodgers, Sheffield, the famous cutlery manufacturers. Mr. Crowdy stated that for some time past the establishment of a branch house had been considered, and now that the western business was growing very rapidly the project would soon be carried out.

H. Ruffell, second engineer of the steamer Henriette, sailing out of this port, and belonging to Mackenzie Bros., of this city, claims to have an important invention applying to turbine engines. He points out that the drawback of the present turbine system of propulsion for steamers is the failure of the engine to reverse, separate machinery being required for this purpose. He has built a five-inch propeller as a working model with strong pitch driven by a turbine engine which is reversible. When sufficient funds are available he proposes to build a steamer of sufficient size to thoroughly test his invention. The idea that he has worked out is that a system of valves can be utilized to cut off the go-ahead action and substitute the reverse power. The steam can thus be controlled in the turbine at the will of the engineer who can at will, by means of a lever, have the engines go full speed ahead or full speed astern, or turn over slowly. He is confident that demonstration on a larger scale will prove that his idea is correct and workable.

R. H. Fulton, a Montreal capitalist, is now on the coast and has a proposition for turpentine manufacture to submit to the C.P.R. in connection with its clearing operations on Vancouver Island. The railway company is about to clear a large acreage on the Island, but the tenders received for the work have been so high that no contract has been awarded. Mr. Fulton's plan is to establish on the Island a large plant for the extraction of turpentine from the

timber standing on the C.P.R. lands. The raw material would only cost the expense of felling and hauling, in addition to the expenditure required for the further clearing to make the lands ready for settlement. In this way, the C.P.R. would be under very little expense if any, as they would give the timber. This is the plan as at present known, though if it is adopted there may be modifications before an agreement is decided upon. If everything works out, it will mean the establishment of an important industry here as well as the utilization of timber, much of which would otherwise be burned.

The utilization of waste timber is being brought to the fore also in the operations of the B.C. Wood Pulp and Paper Company, of this city. This process was mentioned previously, but this week T. R. Nickson & Company, contractors, shipped supplies to Port Mellon, and sent up thirty men to start work on the foundations of the huge structures that are to be erected. Work will be rushed, and it is expected that by fall the machinery will be in place, and production almost started.

Another \$100,000 dredge is to be built for operation on the Fraser River in gold-saving work. For many years the rich black sands of this river have attracted the attention of capital, and not a few dredges have been built, from which much has been hoped. The Iowa-Lillooet Gold Mining Company had ground near Lillooet and operated a dredge there, but not successfully and the Trustees Dredging Company has succeeded it. After careful prospecting, the ground has been found very rich, and now it is announced that a dredge on a new style is to be constructed for the work. Bayfield & Archibald, of this city, have the contract. Capt. L. P. Bowler, an English mining engineer, who is now in the city, is the patentee of machinery for gold-saving which should prove just about the thing for the black magnetic sands which abound in the rivers and along the coasts of British Columbia. The process was given a severe trial this week at Bryant's assay office and ore-testing works, and the machine proved a success in every way. No matter what method is employed on the Fraser, the operations will be watched with interest in view of the large expenditures that have been made there in the past.

Victoria has been awarding contracts for rivetted steel pipe to a Seattle firm, and another American house got the contract for supplying additional fire apparatus. The pipe required will be a large amount of different sizes, and the Hydraulic Supply Company, of Seattle, was awarded the contract at the following prices: 27 in., \$2.83½; 24 in., \$2.48½; 18 in., \$1.93; December delivery. Wrought iron specials, 15c per pound. The contract for specials was also awarded to this firm, Messrs. Adams & Parsons, of Victoria, getting the contract to supply cast iron specials at 7½c per pound. The Robertson Iron Works will lay the pipe.

Condensed or "Want" Ads.

AGENTS WANTED.

This is the problem of many manufacturers who are anxious to get a foothold in Western Canada. It will be easily solved if HARDWARE AND METAL is given the opportunity to solve it.

An old established British firm of glue manufacturers are desirous of arranging for representation in various parts of Canada. Correspondence to "Glue," care of HARDWARE AND METAL, 88 Fleet Street, London, E.C., England. (17f)

CUTLERY—Canadian Agent wanted by well-known Sheffield cutlery house. Commission basis. Address Box 731, HARDWARE AND METAL, Toronto. (29)

WANTED in every town and village, a representative to take charge of the circulation of our various publications:—Hardware and Metal, Canadian Grocer, Financial Post, Plumber and Steamfitter, Dry Goods Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery, and Busy Man's Magazine. Good financial standing and business connection a strong recommendation. Just the position for a retired business man for his spare time. The MacLean Publishing Company, Limited, Toronto.

FOR RENT

FOR RENT—Large, airy moulding shop, well situated, for all kinds of work. Walker Bros., Orillia. (28)

LITHOGRAPHY

HIGH CLASS COLOR WORK; Commercial Stationery, Posters. The Hough Lithographing Co. Limited, Office—No. 3 Jarvis St., Toronto, Telephone, Main 1576. Art, Good Workmanship; Business Methods.

MISCELLANEOUS

650,000 Not one of the 650,000 retail merchants who have bought a National Cash Register would think of doing business without it. The National Cash Register Co., F. E. Mutton, Canadian Manager, 129 West King Street, Toronto, Ontario.

TO TINSMITHS AND APPRENTICES.—Do you want to learn how to draw patterns? If so, now is your chance to secure a course at half-price with 8 months in which to pay for same. Write at once for our special offer. The Sheet Metal School, Box 419, Galt, Ont. (28)

PERIODICALS

ADVERTISING WRITERS and business men interested in good printing should subscribe to Canada's only printing trade paper, THE PRINTER AND PUBLISHER. Subscription price, \$2 per annum. Address, 10 Front Street East, Toronto.

THE BUSY MAN'S MAGAZINE is the most popular periodical of its kind. Why? Because each issue contains a strong list of original articles of interest to every Canadian. It also reproduces the most timely, instructive, and interesting articles appearing in the other magazines and periodicals of the month. The cream of the world's periodical press is too valuable to overlook. Busy Man's is on sale at all news-stands. Better still, send \$2 for one year's subscription. Mail it to-day. THE BUSY MAN'S MAGAZINE, Toronto.

CANADIAN MACHINERY and Mfg. News, \$1.00 per year. The only mechanical paper published in Canada; every foundry and manufacturer of hardware lines; or of anything made of metal, should receive this publication regularly; sample copy sent on request; condensed advertisements for "Machinery Wanted" will be inserted free for subscribers to "Hardware and Metal." "Machinery for Sale" advts. one cent per word each insertion. CANADIAN MACHINERY, 10 Front St. East, Toronto.

KEEP POSTED—The leading authority in Canada on Groceries and Food Products is THE CANADIAN GROCER. Important trade conditions generally discussed every week. Price \$2.00 per year.

"Men Who Sell Things"

The Ideal Salesman Always Ready to Learn Everything and From Everybody—The Air-gun Man Has No Place in Business—Temper in Selling Goods—The Salesman Who Boils Over.

By Walter D. Moody—Serial rights for Canada purchased by the MacLean Publishing Co. from the publishers, A. McClurg & Co., Chicago.

CHAPTER VII.

THE KNOW-IT-ALL SALESMAN.

The only shots that count are the shots that hit.—Roosevelt.

Many a man who takes himself very seriously is regarded as a huge joke by others.

Many a fool is vain and self-deceptive; many a man of great power is modest to the last degree.

It does not follow that because air is life that it has any application to salesmanship; but perhaps that is the reason why some salesmen blow so hard.

A noted and witty preacher once said: "The general pulpit style of America is about like this: 'Here I am, the Rev. Jeremiah Jones, D-o-c-t-o-r of D-i-v-i-n-i-t-y, saved by the grace of God, with a message to deliver. If you will repent and believe what I believe, you will be saved, and if you don't, you will be damned, and I don't care much if you are.'"

Self-assertiveness is an invaluable quality in salesmanship when properly harnessed, but it can be overworked.

The Know-it-all Salesman claims a large share of the limelight wherever possible. He seeks to impress everyone with whom he comes in contact with an idea of his astonishing zeal, and by a melodramatic display of activity.

If a man is going to be efficient and successful, he must think more about his work than about himself. The salesman who wants to get to the top by intelligent devotion to work has no time for self-worship.

Salesmanship is like a great river coursing its way onward through the innumerable channels and branches of the world's activities, the shores of which are strewn with wrecks and failures, who held their own personalities as paramount to their work. If the quality of a salesman's work will pass muster with the head of his house, his personality will shine through it unshowered by any effort on his part.

Salesmen that talk as though they were well pleased with themselves do not find many in their neighborhood that are well pleased with them. Whenever a salesman gets more self-consciousness than he has sense, he's going to talk foolishness most of the time. Selling-talk and foolishness do not mix well, the one must suffer at the expense of the other.

You associate with salesmanship thought, wisdom, and a reasonable amount of self-restraint, don't you? Now, some salesmen say that they do not have to study, and they do not need the advice of their sales manager. They can paddle their own canoes.

The president of a great house traveling many men appropriated a large sum to be invested in the education of

his corps of salesmen through the organization and equipment of a class in scientific salesmanship.

A few weeks after the study had been installed, he went to one of his salesmen and inquired how he was getting along with the work. The reply was: "The author of that course don't know anything about our line. He can't learn me nothing."

And sure enough he could not.

No Use for An Air Gun.

When selling goods, that salesman just opened his mouth and let come out of it what would, and it was generally filled with air. That is all such a mouth can be filled with. There is many an old air-gun salesman shooting around over his territory. You can't bring down big game with an air-gun.

Three things are necessary to enable a salesman to put up a good selling-talk—knowledge, judgment and enthusiasm. Buyers associate those qualities with every good selling-talk they hear.

No one will ever do anything for you that you can do for yourself. The sales manager in your house has too much to do to go running around posting lazy salesmen that have no disposition to learn anything new.

You show me a salesman that feels he is all-sufficient in his own knowledge, one who doesn't have to keep posted on the latest and best of everything that will aid him in holding and gaining prestige with his trade and with his house, and I will show you an Air-gun. I write with safety, for of course there are no Air-guns around your house. I refer to those in the house of your neighbor down in the next block.

The Powder-gun Salesman.

The next thing to an Air-gun is an old Powder-gun—one with nothing in it but powder. No trade is ever secured with that. The Powder-gun Salesman shoots at his trade without any shot. His customers enjoy it as much as he does—none of them ever get bagged. But whenever a salesman puts a shell filled with shot into the magazine of his selling-talk and lays the barrel on solid judgment, and takes careful aim, training the sight on the sale he is bent on securing, and fires, he is sure to hit the bull's eye.

After his shot tells, he can stop and apologize: "I didn't mean to hit you there. I aimed here." That is a salesman who aims where he hits and hits where he aims.

The greatest power any house ever had is a game salesman—never afraid of competition. And the greatest drawback is the Shotless Salesman, who aims at nothing in particular, and misses everything. He is in the same category with his fussy friend who is

afraid of hurting somebody's feelings if he takes careful aim.

Don't let anyone say of you that you talk too much of yourself and your affairs.

A reasonable degree of self-assurance is a good thing; the best of salesmen practise and live self-confidence and self-assertiveness to a certain measure; but the overworking of these qualities is the cause of the failure of many a bright salesman. You are obliged to have something more.

Salesmanship does not consist of what you profess, but it consists of what you are, what you do, and how well you do it. When the doing follows the being, the result swells your sales, increases your chances for ultimate success.

Practice Self-forgetfulness.

There is no objection to a man professing salesmanship. There is no quarrel with a salesman as long as he lives on a level with what he professes; but when he gets down below that, the sales manager should go for him. When the salesman mixes too much of himself with what he is trying to sell, he is not living on a level with his profession. Self-sufficiency does not secure efficiency.

The real worker must forget self; business is the main thing.

It is hard for the Know-it-all Salesman to realize that nobody is always right.

The man who either will not or cannot efface himself enough in performing his duties will find it exceedingly difficult to get along. He cannot hope to win the approval of those above him in authority, or to make lasting friends of his customers. He is like a man toiling up an icy glacier without the aid of an alpenstock. The most arduous effort too often means a sudden plunge into the yawning abyss.

CHAPTER VIII.

THE QUICK-TEMPERED SALESMAN.

If a man opens his door, his dog runs out in the street before he knows it.

Your tongue is a sort of revolving fan to a fire, and the first time you let your tongue go, you are gone.

It is astonishing how many things will come up to the salesman, and come when he least expects them, upon his tongue.

Someone has told us that we get our idea of the word "temper" from the blacksmith's shop, where the blacksmith is shaping an ax, for instance, and upsetting the blade of it. He heats the blade and pushes it down into the

water, and, taking it out, he watches it take its color, and again he pushes it into the water and takes it out and watches it take its color, and then directly he passes it to the hand of the farmer, and says: "I think that is tempered, but I don't know. If you will grind it and take it out to that knotty log and throw it in a time or two, I shall be able to tell you whether it is tempered or not."

And the farmer takes up the axe and goes out to the log and strikes it a time or two, and the axe is full of notches. He takes it back to the blacksmith, and says: "You missed it this time. Looke here! It is notched all over with gaps." And the blacksmith takes it and puts it in the fire again and tests it, and when the owner next takes it out to the log, the edge is all right, and he says: "This edge is perfect." That is where we get our idea of temper.

Hang on to the "Edge."

Many a time the salesman has his disposition upset and tempered, and then he goes out and says: "Well, now, I will never get that way any more. I have got the edge all right this time. I have got it tempered up in every respect." But the first old knotty customer he gets to, away it goes, and the notches are made in it, and the edge is destroyed, and he says: "Dear me! It's of no use for me to try at all. I did worse this time than I ever did before."

Haven't you ever felt that?

A good temper will stand anything without the breaking out of a gap or the turning of an edge.

There is a great difference between the good-natured salesman and the good-tempered salesman.

We hear people say, "Oh, that person has less temper than anybody I ever saw." Well, he is of less account than anybody you ever saw, if you mean by that that he is simply good-natured.

Given a man with immense temper, and when that temper is of the right sort, then it is you've got the finest character this world ever saw.

We can have good tempers only with vigilant, watchful care over them. Did you ever manage your temper by clenching your teeth together and not letting your tongue run a bit? Your tongue is a sort of revolving fan to a fire, and the first time you let your tongue go, you are gone. Did you ever try to curb your tongue once? If you'll do it, you will be astonished.

If you are a Quick-tempered Salesman, begin now by saying, "I will watch my temper; I will watch my tongue; I will watch my disposition; I will watch within; I will watch without; I will be vigilant; I won't be surprised by anything. I am going to see my enemy approach; I am going to watch him as he comes, and I am going to meet him as he comes."

Flying Still Under Fire.

A soldier in the last war said: "One of the hardest things I had to do was to lie still under fire."

Humanity wants to fight back, and kick back. But the salesman never fought back, or kicked back, or talked back in his life that he was not sorry that he did it. The best thing is to stand and hold out and let your enemy

kick himself to death, and he will soon do that if you will hold right still.

Speaking on the subject of self-control, a noted reformer once said: "If a man called me a liar, I would not get mad and fight him. I would say to him, 'If I am a liar I ought to be ashamed of myself, and if I'm not a liar, you are a liar.'"

It is a mighty good plan to combat insult and injury with wit or a smile. These quickly disarm our adversary.

The value to the salesman of self-control in meeting the selfishness or insults of a customer, or of managers, is demonstrated over and over again in the life of every man on the road. Many instances occur in the career of every salesman where righteous indignation seems justifiable, but if used at all as an antidote, it should be in homoeopathic doses only.

While traveling on the road, long before embarking in business for myself, I once lost my temper under very trying circumstances in dealing with the buyer of a large firm.

Years afterwards I secured the services of a traveler who was intimately acquainted with that buyer. The first time our new man called on him he was surprised at the reception he received upon presenting the firm's card. The man with whom I had quarrelled opened up on our new representative with, "We have been good friends, and you have always given me a square deal. It would be a real pleasure to continue my business relations with you personally, but you can go back and tell your employer that I will see him in Hades before he gets another dollar's worth of business from my firm."

During the years that followed, our firm was deprived of thousands of dollars' worth of business from him because I had lost my self-control just once.

Keep Away From the Danger Line.

Get the habit of self-control, and never part with it. When tempted by weakness, keep away as far as possible from the danger-line. There is always a fascination in seeing how near we can go to the edge of a precipice without toppling over.

A wealthy man, owning a fine country home far up on a mountain side, desired the services of a coachman. The road leading to his place was very dangerous. It skirted the edge of great caverns and made many sharp turns. Several applicants sought the position; the same question was asked each, "How near can you drive to the edge of the precipice without going over?"

The first replied, "I think I could go within two inches."

The wealthy man said, "You will not do."

The second one thought he could go within an inch, and was promptly refused.

The third man was an Irishman. His reply was, "Begorra, I'd kape as far away as I could."

Promptly came the answer. "You're the man I'm looking for. The place is yours."

Merryman & Warmgrasp.

Thomas De Witt Talmage, in one of his most popular lectures, "Big Blunders," speaking of indulgence in bad temper, said:

"Good humor will sell the most goods, plead the best argument, effect the best cure. The poorest business firm in town is Growl, Spitfire & Brothers.

"They blow their clerks. They insult their customers. They quarrel with the draymen. They write impudent duns. They kick the beggars. The children shy off as they pass the street and the dogs with wild yelps clear the path as they come. Acrid, waspish, fretful, explosive, saturnine, suddenly the money market will be astounded with the defalcation of Growl, Spitfire & Brothers.

"Merryman & Warmgrasp were poor boys when they came from the country. They brought all their possessions in one little pack slung over their shoulders. Two socks, two collars, one jack-knife, a paper of pins, and a hunk of gingerbread which their mother gave them when she kissed them good-bye and told them to be good boys and mind the boss.

"They smiled and laughed and bowed, and worked themselves up higher and higher in the estimation of their employers. They soon had a store on the corner. They were obliging men, and people from the country left their carpet bags in that store when they came to town.

"Henceforth, when the farmers wanted hardware or clothing or books, they went to buy it at the place where their carpet bags had been treated so kindly. The firm had a way of holding up a yard of cloth and 'shining on' it so that plain cassimere would look almost as well as broadcloth, and an earthen pitcher would glisten like porcelain.

(To Be Continued.)

AGITATED BY AN AD.

The traveler of a well-known silverware company had for years made strong efforts to interest a Cornwall retailer in his goods. The retailer was most friendly, but though the traveler spent many musical evenings at the retailer's house, he never could get business. One time the silverware firm advertised a special line in a trade newspaper. Much to their surprise, a letter was received from the Cornwall retailer asking for more particulars about the line advertised, requesting that the next time Mr. B. was in town he should make a point of showing it. Mr. B. did not waste any time in getting there and added a new customer to his list. This little incident, the like of which is quite common, goes to prove that a regular trade paper ad is of great value to travelers for the simple reason that it works while the traveler is absent. An ad in a good trade newspaper gets the right proposition before the right dealers at the right moment. It simmers in a dealer's mind, and when the traveler arrives with his samples and persuasion an order is the result.

WESTERN CANADA HARDWARE MARKETS

Corrected by telegraph up to 12 noon Friday, July 3, Room 511, Union Bank Bldg., Winnipeg.

Except for a decline of 3c per gallon in linseed oil prices there are no quotable changes of importance this week. There has been considerable cutting in iron pipe and many sales are made at prices less than those quoted below, but nominally these prices still obtain. In most lines the local market is firm and few changes of any character are expected at present in staple lines.

Business is showing a renewed activity that is gratifying to all concerned, the re-action being healthy and not based upon speculative conditions or due to any foolish haste to discount the future. The increased activity in business is due to the fact that, owing to the light buying for some months, rendered necessary by business conditions, stocks throughout the country are now very low and merchants are calling for goods for their immediate requirements. Moreover, the wiser buyers are already looking ahead to the heavy rush of business which is now certain to occur in the fall. That there will be the biggest crop on record in the west and that a renewed activity in all lines of business is bound to result there is now no reason to doubt. At no time in the previous history of the west have the crop prospects at this time of year been so bright. The acreage shows a big increase over that of any previous year and, with the shrewdest grain men predicting a high range of prices this fall, there is good reason for the return of confidence in the immediate future of business in the west.

Wire—Barbed wire, 100 pounds, \$3.25; plain twist, \$3.40; staples, \$3.40; annealed wire, \$2.90 base; oiled, 10c extra; bright iron, \$3.10 base; brass spring wire, 32c base; plain galvanized wire, 6, 7, and 8, \$3.70; No. 9, \$3.40; No. 10, \$3.70; No. 11, \$3.80; No. 12, \$3.45; No. 13, \$3.55; No. 14, \$4.10.

Poultry Netting—57½ per cent.

Horseshoes—Iron, No. 0 to No. 1, \$4.65; No. 2 and larger, \$4.40; snowshoes, No. 0 to No. 1, \$4.90; No. 2 and larger, \$4.65; steel, No. 0 to No. 1, \$5; No. 2 and larger, \$4.75.

Horsenails—M.R.M. cold forged process—No. 3, 36c; 4, 32c; 5, 30c; 6, 28c; 7, 26c; 8, 24c; 9, 22c; 10, 11 and 12, 22c. Discounts 50 and 10 p.c. Capewell brand quotations on application; "C" brand list prices per box 25 lbs.; No. 4, \$5.25; 5, \$4; 6, \$3.50; 7 to 9, \$3.25; 10 to 14, \$3. Discounts on application.

Wire Nails—\$3 Winnipeg, and \$2.55 Fort William.

Cut Nails—Now \$2.90 per keg.

Pressed Spikes—½ x 5 and 6, \$4.75; 5-6 x 5, 6 and 7, \$4.40; ½ x 6, 7 and 8, \$4.25; 7-16 x 7 and 9, \$4.15; ½ x 8, 9, 10 and 12, \$4.05; ½ x 10 and 12, \$3.90. All other lengths 25c extra, net.

Screws—Flat head, iron, 80, 10, 10 and 10; brass, 75; round head, iron, 80; brass, 70; coach, 65.

Bolts—Carriage, 3-16 and ½, 65; 5-16 and ¾, 60; 7-16 and larger, 55; machine, ¾ and under, 60 and 5; 7-16 and over, 55; bolt ends, 52½; sleigh shoe ¾ and under, 55; 7-16 and over, 45; machine screws, 60; plough bolts, 50; square and hexagon nuts, cases, 2½; small lots, 2½; stove bolts, 70 and 10 per cent.

Rivets and Burrs—Iron rivets, 60 and 10; copper, No. 7, 29c; 8, 29½c; 9, 30½c; 10, 31½c; 12, 34c. Copper burrs, No. 7, 39c; 8, 40c; 10, 43c; 12, 46c. Copper rivets and burrs: No. 8, 30½c; 9, 33c per lb.

Green Wire Cloth—\$1.75, 100 sq. ft.

Coil Chain—¼, \$7; 3-16, \$5.50; ¾, \$4.90; 7-16, \$4.70; ½, \$4.40; ⅝, \$4.20; ¾, \$4.05.

Shovels—40 and 5 p.c.

Harvest Tools—50, 10 and 5 p.c.

Axe Handles—Turned, s.g. hickory, \$3.15; No. 1, \$1.90; 2, \$1.60; octagon, extra, \$2.30; 1, \$1.60.

Axes—Bench, 40 and 5; broad, 5½ to 7½, \$21 per dozen; 7½ to 8½, \$23 per dozen; Royal Oak, per doz., \$6.25; Maple Leaf, \$8.25; Model, \$8.50; Black Prince, \$7.25; Black Diamond, \$9.25; Standard flint edge, \$8.50; Copper King, \$8.25; Columbian, \$9.50;

handled axes, North Star, \$7.75; Black Prince, \$9.25; Standard flint edge, \$10.75; Copper King, \$10.50 per doz.

Auger Bits—"Irwin" bits, 47½; other lines, 70 and 10 p.c.

Blocks—Steel 35; wood, 60 p.c.

Hinges—Light "T" and strap, 65 p.c.

Hooks—Brush, heavy, per doz., \$8.75; grass, \$1.70.

Files—Arcade, 75; Black Diamond, 60; Nicholson's 62½ per cent.

Stove Pipes—6-in., \$9.25; 7-in. \$10.

Builders' Hardware, etc.—45 p.c.

Tinware, Etc.—Pressed, retinned, 70; plain, 75 and 2½; pieced, 25; japanned ware, 35; Famous enamelled ware, 50; Imperial, 50 and 10, one coat, 60; Premier, 50; Colonial, 50 and 10; Royal, 60; Victoria, 45; White, 70 and 5; Diamond, 50; Granite, 60 p.c.

Galvanized Ware—Pails, 37½ p.c.; other galvanized lines, 33 1-3 p.c.

Solder—21c per lb.

Lanterns—Cold blast, per dozen, \$7; coppered, \$9; dash, \$9.

Wringers—Royal Canadian, \$36; B.B., \$40.75 per doz. Churns, 45 and 5.

Rope—Sisal, 10½; pure manila, 14½c. British manila, 11½. Lath yarn, 10½c.

Building Paper—Sunrise, plain, 50c; Surprise, plain, 50c; Lion, plain, 55c; Anchor, plain, 60c; Cyclone, plain, 60c; Victoria, plain, 67½c; Triumph, plain, 67½c; Buffalo, plain, 67½c; Anchor, Joliette and Buffalo, tarred, 62½c; Victoria, Triumph and Joliette, tarred, 84c; Cyclone, tarred, 78c; Perfection Sulphite, \$3.75 per 100 lbs.

Corrugated Iron and Roofing, Etc.—Corrugated iron, 28 gauge, painted, \$3; galvanized, \$4.10; 26, \$3.35 and \$4.35. Pressed standing seamed roofing, 28, \$3.45 and \$4.45. Crimped roofing, 28, painted, \$3.20; galvanized, \$4.30; 26, \$3.55 and \$4.55.

Ammunition—Cartridges, rim fire, Canadian, 50; American, 33; pistol sizes, Canadian, 25; American, 5; military, Canadian, 20; American, 10 p.c. advance. Primers, \$1.55. Loaded shells. English and Canadian makes, 12 gauge, black, soft, \$18; 10, \$22.50; 12, smokeless, chilled, English, \$24; Canadian, \$23; 10, smokeless, chilled, English, \$28; Canadian, \$27. Shot: Drop, per 100 lbs., \$6.25; chilled, \$6.60; buck, \$6.95; 28 ball, \$7.30. Powder, F.F., keg, Hamilton, \$4.75; F.F.G., Dupont's, \$5. Bar iron, \$2.50. Swedish iron, \$4.95; sleigh

shoe steel, \$2.75; spring steel, \$3.25; machinery steel, \$3.50; tool steel, Black Diamond, 100 lbs., \$9.50; Jessop, \$13.

Pig Lead—\$5.50. Lead pipe, \$7.

Sheet Zinc—Casks, \$8; broken lots, \$8.50.

Copper—Planished copper, 29½c per pound; tinned, \$26½c.

Iron Pipe—Black pipe, ½ in., \$2.50; ¾, \$2.85; 1, \$3.50; 1½, \$4.65; 2, \$6.60; 2½, \$9.00; 3, \$10.75; 4, \$14.40; 5, \$24.40; 6, \$31.50; 8, \$39.50; 10, \$45.00; 12, \$52.00; 14, \$58.00; 16, \$75.00. Galvanized: ½ in., \$3.50; ¾, \$3.80; 1, \$4.25; 1½, \$5.75; 2, \$8.50; 2½, \$11.50; 3, \$13.90; 4, \$18.50; 5, \$20.50.

Fittings—Wrought couplings, 55; nipples, 70; classified malleable fittings, 25; malleable bushings, 50; malleable unions, 55 p.c.

Galvanized Iron—Apollo, 16-gauge, \$4.15; 18 and 20, \$4.40; 22 and 24, \$4.65; 26, \$4.65; 28, \$4.50; 30-gauge or 10½-oz., \$5.20; Queen's Head, 20, \$4.60; 24 and 26, \$4.90; 28, \$5.15.

Tin Plates—I. C. charcoal 20x28, full box, \$9.50; ½ box, \$5; IX full box, \$11.50; ½ box, \$6; IXX, full box, \$13.50; ½ box, \$7.

Terne Plates—I.C. plates, \$9.

Canada Plates—Half polish, 6 and 7 inch, \$3.25; 8-inch, \$3.50; full polish, 6 and 7 inch, \$4; 8 inch, \$4.25.

Lubricating Oils—600 W. cylinders, 80 cents; Maple Leaf cylinder, \$1 per gal.; 700 A. cylinder, 75c; Sterling cylinder, 55c; 600 A. cylinder, 50c; Capital cylinder, 59c and 54c; Solar red engine, 32c; Atlantic red engine, 29c; heavy castor, 29c; medium castor, 28c; Ruddy harvester, 30c; standard gas engine oil, 36c. Renown engine oil, 38c.

Petroleum and Gasoline—Silver Star, in bbls., per gal., 20c; Sunlight, 22c; case, \$2.45; Eocene, gal., 24c; case, \$2.60; Pennoline, gal., 25c; Silver Light 22c; Starlight, 20c; Sterling Light, 24c. Engine gasoline, gal., 24c; f.o.b. Winnipeg, cases, \$2.60.

Paints and Oils—White lead, pure, \$6.50 to \$7.50, according to brand, bladder putty, in bbls., 2½c; in kegs, 2½c; turpentine, barrel lots, 74c. Linseed oil, raw, 62c; boiled oil, 3c per gallon advance on these prices.

Bluestone—7c lb.

EDMONTON MARKETS.

July 3.—Barb wire, \$4 per 100 lbs.; plain twist wire, \$4.25; brt. wire staples, \$4.20; poultry netting, 50 p.c.

Horseshoes, M.R.M., \$5.15 base; C horse nails, in 25-lb. boxes, No. 4, \$4.95 per box net. In less quantities than 25-lb. boxes add 1c per lb.

Wire nails, \$3.55 base.

Screws, flat head, bright, 85; brass, 75; round head, bright, 75 and 10; brass, 70 p.c.

Bolts, carriage, 3-16 and ½, 60 p.c.; 5-16 and ¾, 4-inch and shorter, 55 p.c.; ¾ (longer than 4-inch), 50 p.c.; 7-16 and up, 45 p.c.; machine, ¾ and under, 55 p.c.; 7-16 and over, 45 p.c.; plow, 45 and 5 p.c.; stove, 70 p.c.

Green wire cloth, \$1.85, 100 sq. ft. Shovels, first grade, \$11.55; fourth grade, \$7.60 per dozen.

Harvest tools, 50-10 p.c.

Brush hooks, \$9 per dozen.

Files, Arcade or Eagle, 70-10-5 p.c.

Solder, 23c per lb.

Lanterns, No. 2 cold blast, \$8 doz.

Fire Escapes

Circular Stairs

Coal Chutes and

Ornamental Iron for Buildings

Are lines which local hardware men should look after. We are pleased at all times to submit tenders on work of this kind.

THE MANITOBA IRON WORKS Limited
WINNIPEG, MAN.

Ross Bros.

LIMITED

Harvest TOOLS

Edmonton, Alberta

Our stock is complete,
our prices are right and
we make shipment within
twelve hours of the re-
ceipt of your order.

Ridgeway's Collecting Agency

11 St. Sacramento Street, Montreal

Established 1880

Has the confidence and patronage of the banks
and leading merchants such as Forbes Bros.,
S. J. Carter & Co., John Robertson & Son.
Overdue claims collected everywhere, no
collection, no charge. Tel. Main 1677.

Wringers, Royal Can., \$38 per dozen.
Churns, 45 p.c.

Rope, sisal, 11½c per lb.; British
manilla, 12½c; pure manilla, 15½c.

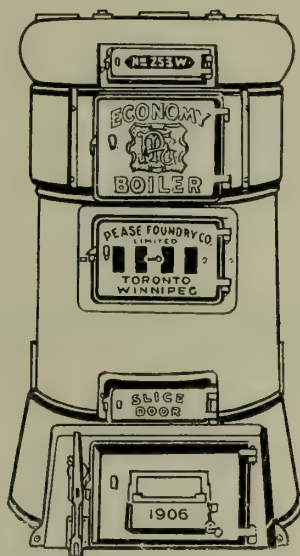
Building paper, plain, 62c per roll;
tarred, 82c per roll.

Linseed Oil—Boiled, 75c; raw, 72c per
gal. in barrel lots.

Ammunition—Primers, \$1.55 per M.;
loaded shells, English and Canadian
make, 12 gauge, black, soft, \$19 per M.;
10, \$23.65; 12, smokeless, chilled, Eng-
lish, \$25; 10, \$29; 12, Canadian, \$24;
10, Canadian, \$28; shot drop, \$7.50 per
100 lbs.; chilled, \$7.90; buck, \$8.30; 28
ball, \$8.70; powder, F.F., Hamilton,
\$5.25 per keg.

White lead, pure, \$7.65 per 100 lbs.

A few Reasons Why You should handle



PEASE ECONOMY ROUND HOT WATER BOILER

They are built especially for basements
with low ceilings—which gives them a
wider demand.

They have Iron to Iron connections.
They have a large Centre Water Column.
They are set without rubber packing or
washers.

They have large, powerful Direct Fire
Surfaces.

They embody every modern improvement
in boiler construction which is of real value
either in adding to heating efficiency or
reducing fuel consumption. As a result

ECONOMY BOILERS ARE EASY TO OPERATE AND ARE VERY ECONOMICAL.

If you are a practical dealer, a perusal of
our Booklet will convince you. Send for
a copy to-day.

Pease Foundry Co., Limited
TORONTO

Pease-Waldon Co., Limited
WINNIPEG

Manufacturers of Furnaces, Combination Heaters, Round and Sectional Boilers for
Hot Water or Steam, Registers, etc.

We maintain an engineering department. Ask for our assistance when you have
an out-of-the-way heating or ventilating problem to solve.

Heating and Housefurnishings

DISPLAYING KITCHEN UTENSILS.

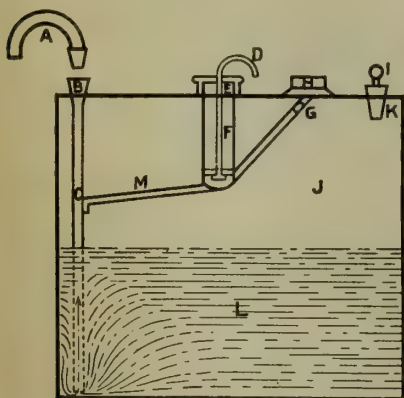
Kitchen utensils respond readily to window display. They are in constant demand in every household and therefore have only to be well displayed to sell. A good way to show kitchen utensils is in a window fitted as can be arranged for. The ends and background of the window are covered with appropriate wall paper and on the walls are hung all manner of spice cabinets, racks, shelves, etc. A stove or range in one corner should have on and around it a full complement of pots, pans, kettles, etc. Then, if the store handles them, there should be a kitchen table with bins beneath it for flour, etc. On the top of the table are arranged a variety of suitable articles.

If a wax figure can be had it should be dressed in a cook's uniform and posed in the act of cutting biscuits, mixing dough or some such everyday performance. The part of the display that has been described should be placed as far back in the window as possible in order that the front shall be left for the display of merchandise. This should be arranged in an orderly manner without crowding. Each article should be marked with a neat price ticket, preferably in black on white cardboard. The color of the cards, however, may be varied to suit the color scheme of the display.

WRIGHT'S PNEUMATIC OIL CAN.

After a thorough trial and test of the pneumatic oil and gasoline can, "The Very Best," a new idea in a pump can, lamp and bottle filler, E. T. Wright & Co., Hamilton, have undertaken the manufacture and sale of it in Canada.

This can is extremely simple in operation, the principle being that a small

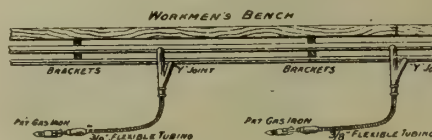


Wright's Pneumatic Oil Can.

brass rustless pump compresses air in the can and forces the liquid out in a fast flowing stream. By pulling out a cork valve attached to the can with

a chain, the flow is immediately stopped, and if the spout is inserted under the liquid in the can or lamp, which is being filled, before operating the valve, the liquid is syphoned back into the can, thus enabling the operator to fill the vessel to any desired point without mess or trouble.

The following diagram and explanation will give a very clear idea of the working of this can: A, removable brass spout; B, cork inserted in can when not in use to prevent evaporation, making the pneumatic the only absolutely airtight can on the market; C, tube extend-



ing to bottom of can; D, piston of pump, has leather washer on the end which can be renewed at any time without expense; E, removable brass cap on top of pump, so that washer can be repaired; F, brass pump, which is the only pump on the market that will not rust, no liquid passes through, nothing but air; G, opening where air is forced into the can, is protected by round brass ball which can be seen by removing the filling cup; H, tin cap where the can is refilled. See that the washer is always in place under it, so that the can is airtight. Can will not work properly unless the washer is in place and cap tight; I, cock valve with chain. Pull out the cork and flow stops instantly without drip. If spout is inserted under liquid before removing this cork, the liquid will syphon back into the can. After using the can always remove this cork for a moment to let all air out of the can. If you desire to pour out of the can, insert spout (a) in opening (k) and then upon removing cork (b) to let air into the can, the contents will pour out readily; J, air space above liquid, the pressure of which forces liquid out of the can; K, opening to receive air valve; L, liquid in can; M, brace to give strength to tube.

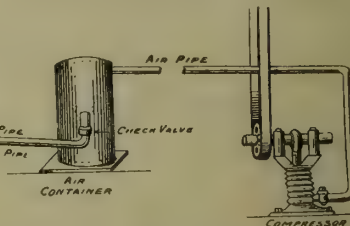
The can will be manufactured of galvanized iron throughout, so that it will be strong, rustless and durable, and every can turned out is guaranteed by the manufacturers to work properly and give the customer satisfaction.

The cost to the trade will be such as will pay the retailers a handsome profit, and enable them to sell the can at a price to the user which will be cheap, considering what the can will do in saving of time labor and waste.

For convenience in demonstrating this can on the counter E. T. Wright & Co. will include one model can free of charge in every order of three dozen or over.

GAS SOLDERING IRON.

T. S. Hall, 101-102 Redcliff St., Bristol, England, intend placing on the Canadian market the lines of sheet iron goods manufactured by them. Among other things is a gas soldering iron with some new features. Continuous and uniform heat is obtained by burning gas and air in the combination of about 2 to 5. The gas is supplied through a 3/4-in. iron pipe from an ordinary gas main. The air is supplied through a one-inch iron



pipe from an air container which is fed continuously by a compressor, a pressure of about five pounds being required.

The gas and air combine through a "Y" joint, to the lower end of which is attached a length of 3/4-in. flexible metallic or ordinary rubber tubing, to which in turn is connected the patent gas soldering iron. The initial outlay is not very great and a saving of 75 per cent. in gas is claimed over the ordinary 2-iron gas stove, while in case of coke fires the annual costs are less and more satisfactory.

ZINC IN BRITISH COLUMBIA.

Although the zinc industry is yet in its infancy in British Columbia, it is capable of great development. While several of the mines now being worked are essentially zinc mines, there are some silver-lead mines in which zinc blende is found in considerable quantities. Until recently the zinc in the silver-lead ores was regarded as an impurity to be gotten rid of by the easiest and cheapest means possible. The increased demand for zinc of late has made valuable as a by-product this zinc blende, which was formerly a troublesome impurity. The commission regards 15,000 tons of zinc ore of 50 per cent. grade as a liberal estimate of the present annual production of the Slocan district, and it is calculated that the Ainsworth district can produce 100 tons daily of 50 per cent. ore. There are many mines and prospects in other portions of the province which are supposed to carry zinc in paying quantities. A zinc smelter was established at Frank, Alberta, the plant being close to a coal mine and on the route from the mines to the market. The large amount of fuel required in reducing zinc ore renders it necessary that coal shall be near the smelter. Coal can be delivered at the Frank smelter at less than \$1 per ton.

HARDWAREMEN IN UNIFORM

No. 3.

Reginald C. Webber, hardware merchant, Dundas, a lieutenant in the 91st Highlanders, of Hamilton, has worked his way along both in military and business circles in a manner that speaks louder than words for his integrity and ability. Mr. Webber was born and raised in Hamilton and in his boyhood days showed a strong tendency toward militaryism. He received his early training in the public school cadets under Sergt.-Major Huggins, of the 13th Regiment, and for the three years he was in this corps he was captain of a team which won the banner for efficiency for three successive times.

Mr. Webber has only been in the 91st about two years, but through hard work



REGINALD C. WEBBER, DUNDAS,
Lieutenant in the 91st Highlanders at
Hamilton.

and application to drill he has commended himself to the favorable consideration of the officers so that his elevation from the ranks has been obviously rapid. He lived in Hamilton until four years ago, and was in the hardware store conducted by his brother, A. J. Webber, on King Street West. His brother sold out about five years ago and a year later Mr. Webber started in business for himself in Dundas. He has a thriving town business and also has a large share of the country trade.

The Atlantic Hotel, North Bay, will be enlarged by the erection of an additional three storeys.

Hon. W. H. Cushing, Minister of Public Works, states that both a jail building and courthouse will be erected at Lethbridge this year.

Before Taking Berger's Paris Green



Berger's Paris Green is the Best Insecticide on the Market.

It is the Green every dealer should handle, because it can be relied upon to *do the work* and *do it right*. Made on the famous Berger formula, it is strictly pure and always uniform in quality. It contains less than two per cent. of free or uncombined arsenic, so that it will not burn or blight the foliage or vegetation, although it is sure death to bugs, worms and insects.

Unquestionably the best selling Green on the market,

BERGER'S PARIS GREEN

has gained this position because it is—lighter in gravity, stays longer in suspension, requires less stirring, and produces a more uniform spray which will cover a larger area per pound.

Every wide-awake dealer in the Dominion should have Berger's Paris Green on his shelves while the season is still on. Have you a sufficient supply on hand to meet your demands?

Write us today for deliveries, prices, etc.



THE SHERWIN-WILLIAMS CO.
LARGEST PAINT AND VARNISH MAKERS IN THE WORLD.
Canadian Headquarters and Plant: 639 Centre St., Montreal, Que.
Warehouses: 86 York St., Toronto, and Winnipeg, Man.



After Taking Berger's Paris Green.

CORRUGATED IRON

Galvanized—Rust proof. Made from very finest sheets—absolutely free from defects.

Each sheet is pressed, not rolled—corrugations therefore fit accurately without waste.

Any desired size or gauge—straight or curved.

LOW PRICES

PROMPT SHIPMENT

The Metallic Roofing Co.

LIMITED

Manufacturers

Toronto and Winnipeg

BUILDING AND INDUSTRIAL NEWS

For additional items see the correspondence pages. Information is solicited regarding building and industrial news, the incorporation of companies, establishment or enlargement of mills, factories or foundries, municipal water works and sewerage systems, railway or mining news, etc.

Industrial Development

The C.N.R. shops at Winnipeg have been closed for two weeks.

The Farmers' Milling Co. will build a flour mill at Duck Lake, Sask.

The MacLean Separator Co., Sarnia, propose locating in St. Thomas.

John P. McLeod & Sons are erecting a new warehouse at Baddeck, N.S.

The Kingston Milling Company, Kingston, will erect an addition to its mill.

An American separator factory concern is desirous of locating at St. Thomas.

The Dominion Copper Co., Boundary Falls, B.C., have resumed operations this week.

C. W. Shideler, Fruitvale, B.C., has begun the manufacture of brooms at that place.

It is reported that the Dominion Soap Company, Hamilton, will establish a factory in Brantford.

A. A. Barthelines will erect a three-storey piano action factory, to cost \$19,000, in Toronto.

The Sutherland Rifle Sight Works, at New Glasgow, N.S., is now running and employing fifty hands.

A 1,000-barrel flour mill is proposed to be built at Port Arthur, if that town grants certain concessions.

The Canada Paper Company, Toronto, will in all probability make extensive alterations to two of its mills.

The Page Wire Fence Co. are removing their Toronto warehouse to larger premises owing to increased business.

C. W. Cornish is erecting a new elevator building at Lakefield, Ont., to take the place of the flour mill recently burned.

The new \$500,000 Fraser River saw-mills being built near New Westminster will be one of the largest mills in the world.

The Allis-Chalmers Company, Toronto, have been awarded the contract for the erection of a 2,500-barrel mill at Kenora.

The Dominion Steel plant's open hearth and Bessemer departments at Sydney, have closed this week to allow of repairs being made.

M. R. Smith & Co., Victoria, have sold their business to a syndicate, which is building one of the most complete bakeries on the Pacific coast.

The Expanded Metal Company have been granted a permit to erect a one-storey concrete building in Toronto, at an estimated cost of \$20,000.

Tenders have been let and contracts signed for the erection and equipment of a 150-barrel flour mill at Aberdeen, Sask., by the Aberdeen Milling Co.

The B.C. Electric Railway Co., Vancouver, have turned out three new cars monthly during the past three months, and have orders for ten more cars.

A fruit-packing and evaporating plant

at Port Haney, and linen and linseed oil mills on Lillooet Prairie, are two new industries locating at Maple Ridge, B. C.

Work on the establishment and buildings of the Imperial Locomotive and Machine Works, which will be located in Lachine, Que., is to be commenced this summer.

The new \$50,000 fish-freezing plant of the British Columbia Packers' Association at New Westminster, has been finished. It has a capacity of 30 tons of fish daily.

Joseph Rodgers & Sons, Sheffield, England, are considering the advisability of establishing a branch house in Vancouver in order to look after western business.

The Fernie, B.C., Brick Co., a recently-formed concern, is about ready to start operations at its new plant. The plant will be able to turn out 30,000 bricks a day.

Macdonald & Wilson, who have the contract for the new provincial court house at Vancouver, are installing a \$30,000 stone-sawing plant, the first in western Canada.

Contractor E. Moriset has the contract for the new workshops to be erected on Bridge Street, Quebec, for F. X. Drolet at a cost of \$50,000. The building will be of brick construction.

The Holmes Safety Blasting Compound Co., now forming to manufacture the new explosive discovered by J. E. Holmes, Haliburton, propose locating either at Lindsay or Toronto. The company will be capitalized at \$500,000.

A. F. Bemis, of the Bemis Bag Company, Boston, Mass., is completing arrangements for the erection of a branch factory at Welland. The company has agreed to expend the sum of \$150,000 in buildings and equipment before the end of next year.

E. J. Skeans, of Vancouver, has completed arrangements for the erection of a large sawmill on the Alberni canal, to be in operation this coming fall. The mill will have an initial capacity of 75,000 feet per ten hours. Estimated cost of plant, \$75,000.

R. H. Fulton, of Montreal, has in view the establishment of a turpentine factory on Vancouver Island, securing his raw material from the timbered lands which the C.P.R. will clear there for agricultural purposes along its extension to the west coast.

The Edmonton Cement Company is negotiating with the town council of Red Deer, Alta., regarding the establishing of a cement works on the river banks near the electric power house. The company proposes to install a plant which will employ ten men.

A syndicate composed of railroad men and capitalists of the middle western States, has closed what is perhaps the largest single timber land transaction made in British Columbia. It consists of 49 square miles of timber limits in the centre of Graham Island, 40 square miles of Moresby Island, and an out-

right purchase of 8,000 acres of the choicest crown grant lands in Graham Island. The investment reaches several millions of dollars, the initial payment being \$250,000. The syndicate, which is to be known as the Moresby Island Lumber Company, will erect a sawmill, to cost \$400,000, on Cumsheewa Inlet on Graham Island.

Municipal Improvements.

Hipple & Shannon have the contract for the Forsyth St. sewer Sarnia.

Ottawa city council is discussing the question of an improved waterworks system.

The trunk sewer and filtration by-laws carried by decisive majorities in Toronto on June 27.

Regina will on July 14 vote on a by-law authorizing the spending of \$50,000 for waterworks extensions.

Areola, Sask., ratepayers have again passed the by-law to complete the construction of that town's waterworks scheme.

Mayor Fisher, North Toronto, will submit plans and estimate to the council for a filtration bed for the waterworks station.

The ratepayers at Fort William will on August 5 vote on a by-law to raise \$95,000 to extend the Loch Lomond waterworks.

Hamilton proposes to borrow \$60,000 for new construction work in connection with its waterworks department. Mains will be laid on Windsor and Gordon Sts.

A by-law will be submitted to the ratepayers of Richmond, Ont., in the near future, authorizing the expenditure of the sum of \$20,000 for fire stations side-walks and sewers.

On June 22nd the ratepayers of Listowel carried a by-law to raise \$6,000 to complete the waterworks system and defeated one to raise \$18,000 to instal an electric light and power system.

The Ontario Provincial Railway and Municipal Board has confirmed the by-law passed by Port Elgin to raise debentures to the amount of \$10,000 for a waterworks system in that town.

The civic waterworks committee, Ottawa, has approved the recommendation of the city engineer for the immediate construction of that section of the new aqueduct which is to be built near Kopean Bay, at estimated cost of \$74,000.

Railway Construction.

The C.N.O. Railway will open its service to Sudbury on July 4.

The rails of the G.T.P. are run into the I.C.R. depot at Moncton, N.B.

Railway construction at present going on in Ontario includes the C.P.R. Peterboro to Victoria Harbor branch, and double-tracking Midland Division G.T.R. between Midland and Port Hope, 150 miles. A projected line is a 30-mile branch to be built by the James Bay Railway (C.N.O.) from Orillia to some point on Gorgian Bay.

"SANDERSON'S" TOOL STEEL

"ALWAYS RELIABLE"

MACHINERY STEEL

SMOOTH AND IRON FINISH

A. C. LESLIE & CO.,
LIMITED
MONTREAL

Building Notes.

J. W. Gale, Toronto, will erect a \$9,000 residence.

A \$200,000 High School is proposed for Everett, B.C.

A new \$35,000 school building will be built at Sudbury.

H. A. Mullins, Winnipeg, will erect a large apartment block.

Pottersburg, Ont., School Board will spend \$5,000 on school additions.

The Methodist congregation will erect a new church building at Peterboro.

The Country Club, Ottawa, is building a new club building near that city.

James Curry will build ten two-storey residences in Toronto at a cost of \$20,000.

The Six Nation Indians on the reservation near Brantford will erect a \$5,000 hospital.

Dr. Harvey Vaux, Toronto, has been granted a permit for a residence to cost \$10,000.

C. G. Eadie, Montreal, has been granted a permit for a residence to cost \$10,000.

Alfred Johnston, Toronto, has been granted a permit for a dwelling, to cost \$13,000.

Contracts have been awarded for a new Presbyterian Church at Brownsburg, Que.

Laval University, Montreal, will convert the Hospice St. Joseph into a public library.

The Canadian Bank of Commerce will erect a \$30,000 bank building at Strathcona, Alta.

An appropriation of \$34,000 has been made for an Inland Titles Office at Saskatoon.

Dr. Geo. E. Cook, Toronto, has been granted a permit for a brick dwelling to cost \$18,000.

Architect J. N. Cowan, Toronto, has prepared plans for a club building, to cost \$15,000.

Tenders have been received for a building for the Lutheran congregation at Stratford.

An \$80,000 sanitarium will be erected



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SAFETY AUTOMATIC REVOLVER



Different from every other revolver, and infinitely superior to near-safe imitations, because the feature that makes it possible to

Hammer the Hammer

in perfect safety, is not a mere device added to the revolver, but is itself a part of the firing mechanism. No buttons to press, no catches to set, no levers to pull. The hammer of an Iver Johnson Automatic Safety Revolver never touches the firing pin, and the firing pin never touches the cartridge until the trigger is pulled. You can "hammer the hammer," drop it, kick it, pound it, but until you pull the trigger, there's "nothing doing."

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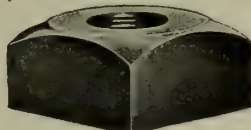
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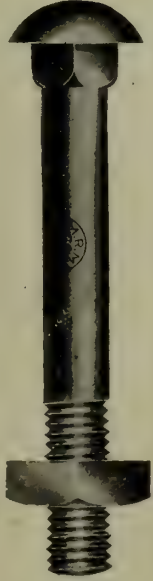
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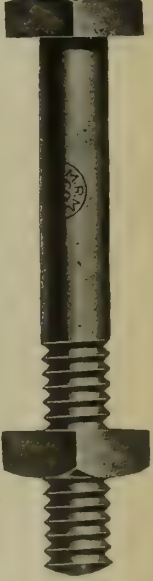


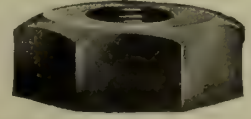
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In specifying for "M.R.M." Company's Bolts and Nuts, you can rely upon always getting goods that are fully up to standard.

Our stocks of all sizes are such as to enable us to make prompt shipment of orders.

The Montreal Rolling Mills Co.





at Tranquille, B.C., for the Provincial Government.

Stratford's building permits for the fortnight ending June 24 totalled \$9,100, all residences.

The Princess Hall Company, Montreal, has been granted a permit for a hall, to cost \$20,000.

L. Jorundson, Winnipeg, has been granted a permit for an apartment block, to cost \$56,000.

Davidson Bros., Winnipeg, have the contract for the erection of a \$15,000 brick veneer residence.

The Fort William School Board has been granted \$69,000 for the erection of a new eight-room school.

Carl Berch, Vancouver, will erect a \$90,000 theatre building at Edmonton for Vancouver capitalists.

Jess Applegath will expend \$20,000 on G. H. Featherstone's store, Montreal, recently purchased by him.

La Fabrique de St. Charles, Montreal, has been granted a permit for the erection of a \$25,000 residence.

The Smith's Falls Council have passed a by-law to issue \$6,000 debentures for repairs to the High School.

Andrew Carnegie has made an additional grant of \$39,000 for an extension to the Winnipeg Public Library.

F. L. Dixon, Sydney, has been awarded the contract for the new Presbyterian Church at Inverness, N.S.

Oakes & Everard, Medicine Hat, have been awarded the contract for a \$20,000 store building for James Mitchell.

The Alberta Sanitarium, at Edmonton, will be moved to Stratheona, and a new \$35,000 building will be erected.

The Niagara Falls Public School Board have asked the Council for \$8,000 more for the building of schools.

The Bank of Nova Scotia, Toronto, has been granted a permit for a four-storey bank building, to cost \$50,000.

J. L. McTaggart has been granted a permit for a frame store and rooming house at Vancouver, to cost \$18,000.

Plans for a \$60,000 apartment block, to be erected at Winnipeg, have been prepared by Architect V. W. Horwood.

A by-law has been passed providing for the expenditure of \$25,000 for the erection of a town hall at Roslithern, Sask.

S. S. Cooper, Clinton, has been awarded the contract for the erection of the new Presbyterian Church at Brucefield, Ont.

The Locomotive Engineers Company, St. Thomas, have purchased a site on which they will erect a three-storey building.

The plans prepared by Thornton Sharp, Vancouver, have been accepted for the new west-side school, New Westminster.

The British Columbia Government proposes erecting a hospital for the insane at Coquitlam, near New Westminster.

A by-law will be submitted to the

Prince Albert ratepayers authorizing the expenditure of \$25,000 for a new market building.

Architect E. F. Head, Sudbury, has prepared plans for a pair of semi-detached dwellings for Mrs. (Dr.) Irwin, to cost \$12,000.

Davidson Bros. have been awarded the contract for the new Weston (Winnipeg) Public School. The cost will total \$64,781.

A \$54,000 school building will be erected in Victoria, and a site for a second school, to be built later on, has been purchased.

The congregation of Eglinton, Ont., Methodist Church, is contemplating enlarging their church and Sunday school room to cost \$10,000.

Contracts have been awarded for the erection of the St. Sauveur Orphanage for the Gray Nuns at Quebec. The building will cost \$46,000.

A permit has been issued to W. T. McMullin for the erection of a three-storey brick business block at Vancouver, to cost \$20,000.

Geo. H. Walton has been granted a permit for a brick apartment block at Winnipeg. The building will cost approximately \$100,000.

The plans prepared by Architect Stanley Mitton have been accepted for additions to the Grandview and McDonald Schools, Vancouver.

The German Lutheran congregation, Montreal, has awarded to J. E. Moore the contract for the erection of their new church, to cost \$21,000.

The Winnipeg School Board has awarded to John Saul the contract for an addition to the Malvey Street School, to cost approximately \$56,000.

The plans prepared by Architect W. W. Blair, Winnipeg, have been accepted for the new High School building at Minnedosa, Man., to cost \$20,000.

It is stated that next year's C.P.R. estimates will provide for alterations and additions to the C.P.R. hotel at Banff, at a cost of about \$2,000,000.

Architects Dalton & Eveleigh, Vancouver, have been commissioned to prepare plans for a hotel at North Arm, for the Indian River Park Company.

The heating and plumbing contract for the new Presbyterian church at Lethbridge has been awarded to Wm. Oliver and Hunt & Nicholson. The structure will cost \$31,000.

Architect J. H. G. Russell, Winnipeg, has prepared plans for a church building to be erected at Roblin, Man., for the Presbyterian congregation.

Architect Chas. Mills, Hamilton, has taken out a permit for an office and apartment building for Thomas Crooks. The building will cost \$30,000.

Plans have been prepared for the new church building to be erected for the congregation of St. Matthew's Church, Winnipeg, to cost about \$25,000.

The Alberta Public Works Department, Edmonton, has purchased two lots in Stratheona for the erection of a local

telephone exchange building at a cost of \$10,000.

A by-law will be submitted to the ratepayers of Port Arthur authorizing the expenditure of \$175,000 for a new municipal building and opera house.

T. J. Brocklebank, Brandon, Man., has been awarded the contract for the erection of a school building at Craik, Sask. The structure will cost \$19,000.

W. Lachance & Son have been awarded the contract for the erection of a two-storey presbytery for the Roman Catholic congregation at Fraserville, Que.

The Public Works Department has awarded to Robert Cameron, Almonte, the contract for the erection of a public building at Magog, Que., to cost \$20,000.

Architect Eustace G. Bird, Toronto, Canadian associate with Cararro & Hastings, of New York, has prepared plans for a \$500,000 bank building for the Bank of Toronto.

Building permits numbering 46 and valued at \$282,500 were issued in Toronto for the week ending June 27. Of this amount \$40,000 is for the erection of the new Parkdale Methodist Church.

The National Construction Company has been awarded the contract for the erection of a \$380,000 building in Vancouver, which will be used for general offices, banking and will have safe deposit vaults.

Architect H. B. Aylesworth has prepared plans for the erection of a large apartment building in this place. The structure will be three storeys in height, of fireproof construction and will contain sixty rooms, bathrooms, etc.

Companies Incorporated.

A. Muirhead Co., Toronto; capital, \$125,000; to manufacture and deal in paints, oils and varnishes. Provisional directors: A. Muirhead, J. Anthony, W. H. M. Bounell, J. G. Strong and W. R. Williams, all of Toronto.

The Lufkin Rule Co., of Canada, Windsor; capital, \$100,000; to manufacture and deal in all kinds of rules and machinery. Provisional directors: T. Huss, E. Russel, A. R. Bartlet, N. A. Bartlet and Chas. H. Hitch.

The Canada Tool Co., Niagara Falls, Ont.; capital, \$200,000; to manufacture and deal in machinery and tools. Provisional directors: P. J. Creedon, C. W. Davenport, jr., E. A. Nelson, W. H. McGuire and F. W. Griffiths, all of Niagara Falls.

The Burks Falls Hardware Co., Burks Falls; capital, \$40,000; to carry on general hardware business and deal in paints and oils. Provisional directors: J. Hilliar, A. P. Lowry, G. E. Beals, R. J. Bennett and Thos. A. Percival, all of Burks Falls.

Arsenic is the principal impurity in Lake Superior copper, but in small quantities it acts as a deoxidizing agent and improves brass made from the copper rather than injures it.

News of the Paint Trade

GLASS BLOWING ACHIEVEMENTS.

George Harper, one of the blowers at the Coffeyville, Kan., window plant, has been blowing glass for the past thirty years. During that time he has put in full time for two hundred months. This is making the proper allowance for all time lost for vacations and sickness. He has made on an average during all this time, 1,000 rollers each month. Each roller he has blown will average fifteen square feet of glass. This makes a total of three million square feet of glass that Mr. Harper has blown. This is sufficient to cover 68 4-5 acres of ground, or, if cut into a single strip, one inch in width, it would be 6,718 2-11 miles long, which would be long enough to reach almost from London to San Francisco. From the present condition of Harper's health and also from the present rate of speed that he is blowing, there is no telling how far out in the Pacific this strip could be made to reach by the time he retires from active service.

BRUSHES IN THE WINDOW.

Most hardware stores carry a full line of brushes, yet they rarely get into the show window. A brush in itself is not particularly ornamental, but take a lot of brushes of different sorts and sizes and they can be made into an exceedingly attractive display. This is especially true of paint brushes, which come in endless varieties.

For showing brushes some home-made fixtures will be necessary. These may be cambric, calico, crepe paper, or Atlantic bunting. Either of the latter two are very satisfactory, as they are inexpensive and present a pleasing appearance. The brushes are fastened to the scroll or circle by means of small wires and the whole is attached to the background. Aside from the scrolls, etc., there should be two or three large boards covered with cloth on which the brushes are arranged in geometrical designs. These are placed about half way back in the window.

On the floor, which is covered with cloth laid smoothly, are laid out other designs in brushes. Every brush should have a neat ticket giving its name and price.

The hardwareman who has never tried to make a display of brushes will be surprised to see what an attractive window can be made with them.

TO PREVENT LEAD POISONING.

In accordance with a decree recently issued by the President of France the proprietors and managers of works in which lead is manufactured or used—metallurgical works, lead-enamel factories, potteries using lead-glazes, lead-pigment works, paint makers, etc.—must take the following additional precautions:

Pots for melting lead must be installed in well ventilated rooms, isolated from the other workrooms, and must be provided with suitable devices for drawing off the fumes given off by the metal.

Lead oxides, etc., capable of disseminating dust must, as far as possible,

If you wish to cultivate the kind of customers that make paint selling profitable, you can do so by stocking

FLOORGLAZE ENAMEL.

Particular customers who will pay for and appreciate a good article are looking for it.

While designed particularly for Floors, it can be used with splendid results for any kind of painting. **In 10 Shades.**

Manufactured only by

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be treated in a humid condition, and where this is impracticable the operations must be performed in tightly closed apparatus fitted with mechanical appliances. An alternative method consists in arranging for the evacuation of the dust as soon as it is formed, or, where this cannot be done, providing the workers with respirator masks. The handling of lead oxides and other compounds of the metal with the naked hands is prohibited, and the workpeople must be supplied free of charge with impermeable gloves—e.g., of rubber—or proper tools, which must be kept clean and in good repair.

The tables, etc., on which the lead products are treated must be covered with impervious material, kept in good order, and the same applies to the floor of the workroom, which must also be kept in a humid state and be sloped so as to drain all the spilled lead products into a closed collector. Splashing must be avoided in working the materials and the tables, walls and floors of the workrooms are to be washed at least once a week.

The operations of pulverizing and mixing lead products, and of using them in the powdered state, must be carried on in special, well ventilated rooms, and if damping the materials be impracticable, the workpeople must wear respirator masks. The dipping of pottery ware by hand into glazes containing lead compounds is prohibited, as is also the introduction of any kind of food or drink into the workrooms. The workpeople must be supplied, free of charge, with overalls or garments, to be worn only when at work.

A special lavatory must be provided for the use of lead workers, and this must be kept perfectly clean, with a plentiful supply of washbasins, soap and water, and a separate towel (changed at least once a week) for each worker. In connection with this lavatory is a robing room where the working clothes and ordinary clothes can be kept separately. A hot and shower bath must be provided at least once a week for workers exposed to lead dust or fumes, and daily for those engaged in cleaning out the condensing flues and chambers, repairing lead furnaces, carrying white lead from the chambers or pits, barrelling red lead, or pulverizing lead enamels and applying them by the dusting process.

Notices must be posted in conspicuous parts of the works, drawing the attention of the workpeople to the necessity for using the masks, gloves, tools and garments provided for them; to the prohibition against bringing food and drink into the workrooms; to the necessity for thoroughly cleansing the mouth, hands and nostrils before meals, and for taking the daily or weekly baths provided.

PAINT GOSSIP.

Chas. Lepensee & Co., painters, Montreal, have been registered.

Alph. Pelletier, painter, has been registered.

Geo. H. Long, painter and paper hanger, Toronto, has assigned.

PAINT AND OIL MARKETS

MONTREAL.

Montreal, July 3.—Orders are beginning to thin out somewhat, as if the hardware trade were paying more attention to harvest tools and hay forks pulleys than to colors and varnishes. Trade generally, however, is not at all bad, and there is little cause for grumbling. Prices generally are unchanged, although there is some cutting going on in ground white lead. Prospects for the autumn are regarded as being very favorable, and busy times are then expected.

Turpentine—Turpentine has again become steady locally and with fair business doing, quotations are firm at 61c for single barrels.

Linseed Oil—A good healthy demand seems to exist for linseed oil, especially in the city of Montreal. Quebec, owing to the touching up necessary for the tercentenary festivities, has also been a free buyer. Quotations are therefore well maintained at: Raw, 1 to 4 barrels, 51c; 5 to 9 barrels, 50c; boiled, 1 to 4 barrels, 54c; 5 to 9 barrels, 53c.

Ground White Lead—Shipments are not so bulky as last reported, and it is not thought that so heavy a business will be done again until the cooler weather sets in. Some cutting in prices is going on: Government standard, \$5.65; No. 1, \$5.40.

Red Lead—Orders are remarkably steady, and the absence of fluctuation seems to give confidence to prices. We quote: Genuine red lead, in casks; \$4.75; in 100-lb. kegs \$5; in less quantities, at \$5.75 per 100 lbs.; No. 1 red lead, casks, \$4.50; kegs, \$4.75, and smaller quantities, \$5.50.

Paris Green—Paris green orders have not been so heavy as anticipated. Still there is a good full month in which to sell, and prices in consequence maintain their firmness.

White Zinc—This line is feeling the summer quietness, and shipments are almost nil. Quotations are unchanged: V.M. Red Seal, 7½c; Red Seal 7c; French V.M., 6c; Lehigh, 5c; white zinc, ground in oil, pure, 8½c; No. 1, 7c; No. 2, 5½c.

Putty—The break in the Cornwall Canal stopped a number of shipments of putty. Business is therefore very quiet. We continue to quote: Pure linseed oil putty, bulk, 800-lb. cask, \$1.75; in 25-lb. iron drums, \$2.05; in 25-lb. tins (3 in a case) \$2.15; bladder putty, in barrels, \$1.95.

TORONTO.

July 3.—The opening of a new quarter finds trade comparing favorably with this season a year ago, the dullness in the spring making the latter part of June show an even better record than last year. With stocks low and business steadily improving, the outlook is for a good trade during the latter half of the year.

Mixed paints continue to be the most active line, with varnishes and paris green also in fair demand.

Linseed Oil—Unchanged in price and selling freely at from 53 to 55 for raw and 3c advance for boiled. Foreign stocks of flaxseed are moderate and the seed situation is strong as the supplies

from India will be short for the year by 130,000 tons. Argentina will make up 50,000 tons of this, but it looks as though total supplies will be less than 1907, and the natural sequence will be that prices will average higher.

Turpentine—The market continues none too strong at 61c as quoted a week ago. This is about low-water mark and substitutes are not in much demand with the real turpentine so reasonable in price. When prices were up near the dollar mark turp was too dear for use except in the best paints and varnishes.

White Lead—Despite reports of price-cutting prices at Toronto keep pretty firm at \$5.90 for genuine and \$5.65 for No. 1. Red lead continues at \$4.50 for genuine in casks. The demand for both is seasonable.

Paris Green—Sorting up orders are coming in daily. Barrels continue at 24½c, and drums at 25½c per pound.

Glass and Putty—Prospects for trade during the second half of the year are good. Bulk putty continues at \$1.65 per barrel, and in bladders \$1.90 per barrel.

Varnishes and Stains—Fair business is being done in varnishes. Pure white shellac is now selling at \$2 per barrel, and pure orange at \$1.95 per barrel.

Petroleum—Pure white petroleum continues at 13½c; water white, 15c, and Pratt's astral 17½c. Benzine is 15½c per gallon in barrel lots and motor gasoline is 17½c. These prices are ex Toronto.

EFFECT OF COLOR UPON ILLUMINATION.

In an article upon how color of walls affects the cost of lighting, by W. J. Clarke, in Gas Logic, the writer takes up the well known fact that ordinary wall papers absorb varying amounts of light falling upon them, and he traces out the money values involved by this absorption. The economical view of the matter, as it affects the lighting companies, is thus set forth:

We will cite a case of how the living costs are affected by the wall coverings. A family moves into a new house, where the walls are of a white alabaster finish, and for the first year no change is made in their surface, as the owner wishes the house to dry out and settle before painting and papering. The same family continue to occupy the premises a second year and the owner consents to paper the rooms—the selection of paper is left to the tenant and his taste, perhaps, runs to the dark colors and sombre tones. He has the rooms which are most frequently used hung in dark red or green, colors which are lowest in reflecting properties and which absorb about all the light thrown on them with the result that where formerly one or two burners were sufficient to light the room satisfactorily, now three or four are required. Complaint is made to the gas company of the increase in the lighting bill and the argument advanced that the family are the same in number as last year and the manner of living is unchanged, the same rooms are occupied about the same number of hours by the same people, and all of this is actually so. But the factor which enters most largely into the increased cost is entirely overlooked, and it re-

DISTINCTIVE— DIFFERENT

There are a
great many
Paints made—
Of course!
They can be
very much
divided into
two classes,
but "English"
Paint is distinctly
different from
all other Paints.
It is the
ONLY
Liquid Paint in
which the
ONLY
White Lead used is
Brandram's B.B.
Genuine.

BRANDRAM-HENDERSON,
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Montreal
St. John

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Marshall-Wells Co., Winnipeg
Distributors for Western Canada

Business is on the Boom

again all right. But there never was much slackness apparent in our factory. The hardware trade know that our reputation as a place where the highest quality in paint doesn't mean unreasonableness in price or inadequacy of profit, is a well-deserved one. For instance :

The sales of **Muresco Wall Finish** are 60 per cent. ahead of other years.

This speaks highly for Muresco as a practical economical wall finish. It is being proven every day that Muresco is a better, a healthier, and a cheaper wall decoration than wall paper. The Grand Trunk Railway Company have adopted Muresco for many of their stations. A few of them are : St. Mary's, Forest, Galt, New Hamburg, Stratford, Acton, Berlin, Guelph, West Toronto, Georgetown, Brampton. If you live near any of these places just go down to the station and you will see what a fine wall covering Muresco really is.

COLOR CARDS AND PRICES ON REQUEST

Benjamin Moore & Co., Limited

New Office and Works : West Toronto, Canada.

New York, Chicago, Cleveland, Carteret, N. J.

If you are not handling Trip-L-Body White write us for price and sample. It is superior to white lead in every respect.

The Ladder of Fame



The number of those who start up this ladder is legion. There is always a crowd at the bottom, but there are very few near the top. That's why **Martin-Senour 100 per cent Pure Paint** enjoys such distinction. It is at the very top of paint quality and is so recognized by discriminating paint buyers.

Equally discriminating dealers will take advantage of this fact and lose no time in becoming agents for this very superior paint. If you are not already included among the list of Martin-Senour agents it will be to your advantage to write for our terms to agents and let us show you how we can help you

Reach the Top of the Ladder

There is no reason why you should not be securing the very cream of the paint trade in your locality. That's what Martin-Senour agents are doing in other places and we can help you to do the same. Put it up to us. We are ready to help you make good and our proposition is one which will interest you we are sure. Write today.

THE MARTIN-SENOUR CO., LTD.

PIONEERS OF PURE PAINT

MONTREAL

CHICAGO

The Winnipeg Paint &
Glass Co., Ltd.,
Winnipeg

The Maritime Paint &
Varnish Co., Ltd.,
Halifax, N. S.

mains for the lighting company, by a series of cross-questioning, to bring out the important fact of the change in the color scheme of the rooms. This oversight is the more curious, since everybody understands well enough the "bright, cheerful effect" of a light wall paper.

NEW AGENCY SECURED.

The Benjamin Moore Co., West Toronto, have secured the rights to manufacture the New York Copper Paint for Canada and Newfoundland from the original inventor, who was in Toronto last week completing arrangements. There are a very limited number of reliable paints for the wooden bottoms of boats, and the New York Copper Paint is one of those which has been tested by time and has won the approval of the United States Government.

PAINT NOTES.

Alex. Archambault & Co., painters, Montreal, have been registered.

Lebreque & Breton, painters, Montreal, have been registered.

Compagnie D'Arts and Industries, painters, Montreal, have been registered.

C. Bisley, painter, Collingwood, is dead.

"PYROPHORUS" ALLOYS.

Auer von Welsbach, the inventor of the incandescent gas mantels, is reported to have discovered a series of remarkable alloys of iron with cerium, lanthanum, and other metals of the rare earths. The peculiar property of these alloys is that they produce showers of exceedingly bright sparks when scratched with a flint or knife. With large pieces and strong pressure, apparent flames as large as a man's hand are produced, of intense brilliancy and with little accompanying smoke and heat. The sparks, however, immediately ignite inflammable gases, volatile liquids and explosives.

These new alloys therefore present two very valuable properties (great luminosity and certainty of ignition) in simple form. The character of the light produced varies with the alloy. In general, the brightness of the sparks and the ease with which they are produced increase with the proportion of iron up to thirty per cent. and then decrease. Alloys containing thirty per cent. of iron emit showers of very bright sparks at the lightest touch with the steel. The iron may be replaced in part, though not entirely, by nickel, cobalt, or manganese.

These alloys may be employed in many practical ways. They are particularly valuable in flashlight photography on account of the absence of smoke, odor and precipitated dust. By means of friction with a steel moved by electricity or clockwork, gas lamps may be ignited at a distance.

These alloys, not being explosives themselves, present a safer method of igniting explosives than the igniters and primers now in use, as they are free

from the danger of spontaneous combustion, and the danger of accidental ignition is considerably reduced.

These "pyrophorus" alloys, as they are called, promise to be useful as illuminants in special cases. In buoys, for example, they might be arranged in combination with parabolic mirrors to emit flashes under the impulsion of the waves. They would be useful also in military signalling, from captive balloons or otherwise.

The alloys are made at Treibach, in Austria, and their high cost (\$6 or \$7 per pound) is compensated for by the fact that a little of them goes a long way.

SPRAYING ROADS WITH TAR.

From the engineer of the city of Bristol, Eng., comes a strong endorsement of tar-spraying as a means of keeping down the dust and reducing the cost of maintenance of highways. In view of the steady increase in the number of automobiles, of which there is at present no sign of any abatement, the question of oiling or tarring roads is of paramount importance. In the recent experiments in England it was found that the best results were achieved when the roads were in good condition and the surface had been worn to a compact, smooth face.

The city engineer reports that the tar, after spraying, penetrated to a depth of half an inch and formed a watertight skin, which shed the newly-fallen rain rapidly, and speedily dried when a storm was over. An immediate result was that the amount of labor required to clean the roads was greatly reduced. For purposes of comparison, the tar on several roads was laid on by hand; but it was found that the results were not so satisfactory as when the tar was forced against the surface in the form of a fine spray. All the reports made to the engineer were unanimous in stating that the tar process had effected a considerable saving on the cost of repairs. Thus, on one stretch of road, which would ordinarily have required this year a new coating of broken stone, it was found that where the surface was broken, a few patchings sprayed with tar, proved to be sufficient repairs. In the case of another section treated in 1907, the surface is this year 'as good as ever.' Ordinarily a new coating of stone would have been necessary on this road in 1909; but it is considered that if the tar-spraying is continued, no repairs will be required before 1910, in which case there will have been a saving in cost of maintenance and repairs of fifty per cent. Particular note should be taken of the fact that, after the application of the tar, the roads so treated required no watering before the road was swept, beyond a slight sprinkling in front of stores and other buildings. Adjoining roads, on the other hand, which had not been tar-sprayed, had to be watered on eighty-nine days of the year.

THE CANADA PAINT CO'S No. 1 CARRIAGE VARNISH

The popular quick-drying handy Varnish for general purposes. Useful for carriages, buggies, sleighs, jobbing and repair work. May also be applied upon grained or outside doors.

All surfaces to be coated should be free from dust. The contents of package, when not in use, must be carefully corked or sealed, to prevent evaporation. Keep from excessive cold or heat. Do not expose to the sun's rays in window. Brushes should be clean and soft and varnish applied with an even light coat.

THE
CANADA PAINT
CO., LTD
MANUFACTURERS
MONTREAL-TORONTO
WINNIPEG

WHEN THE FARMER



comes to a little lull in his spring sowing why not turn his thoughts gently to a money making line for yourself, and a barn protecting line for him. Look at the cards of

RAMSAY'S BARN PAINTS

see what fine colors they are, how low in price, how pleasing for all kinds of painting on roofs, barns, bridges, fences and all outhouses. Nobody else offers you such a good line or such attractive display for your store. You sell it to the farmer at \$1.00 gallon and make your profit.

WRITE US

A. RAMSAY & SON CO.
MONTREAL

Est'd 1842

Paint Makers

Quality and Quantity

is what you can offer your customers
when you are selling

NEW ERA PAINT

Such a combination is the greatest
clinch of business ever discovered.
A trial order will convince you.

Standard Paint and Varnish Works Co.
WINDSOR, - ONTARIO LIMITED

SUNLIGHT GOLD PAINT

Patented 1906.

BEST ON THE MARKET.

THE CANADIAN BRONZE POWDER WORKS

R. E. Thorne & Co.
TORONTO VALLEYFIELD MONTREAL.

McCaskill, Dougall & Co.

Manufacturers
VV

RAILWAY, CARRIAGE AND BOAT VARNISHES.
HIGH-GRADE FURNITURE and HOUSE VARNISHES
MONTREAL.



GLAZIERS' DIAMONDS OF PROVED WORTH

Having a Century's Reputation for Reliability.

MADE BY

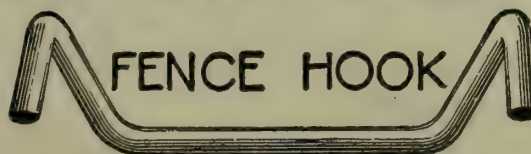
A. SHAW & SON, London, Eng.

CANADIAN AGENT

GODFREY S. PELTON, - 201 Coristine Building, Montreal

GALVANIZED FENCE HOOK

For Fastening Wooden Picket or Wire Fences



WIRE NAILS, COILED SPRING
BARB and PLAIN FENCE WIRE,
OILED and ANNEALED, CLOTHES
LINE WIRE, STAPLES, etc.

The Western Wire and Nail Co., Limited,

London, Ont.

How to Mix Paints

BY C. GODFREY

¶ This book is a simple treatise prepared for the wants of the Practical Painter, showing him not only how to mix paints, but also HOW TO MATCH A GIVEN COLOR.

The contents include:—

**Mixing and Straining
Paints, Brushes, Tints
and Shades, Display-
ing Colors, Color and
Harmony.**

In addition, a chapter is devoted to each color.

IF YOU WANT THIS INFORMATION,
please send

50 cents

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10 Front St. E. ————— TORONTO

“Imperial”



There are **four** things about this pump worth noticing.

1st.—It is anti-freezing, having a long set length, and three way pipe being at the bottom of set length.

2nd.—It is furnished with an inch plunger tube, with three plunger buckets instead of stuffing box.

3rd.—The three way lever is on top of the spout and always handy for use.

4th.—It is rigid and solid in every way.

Write for Catalogue of Pumps and Scales. We have a full line. Also Elevators, Trucks, etc.

AYLMER PUMP & SCALE COMPNY, Ltd.

Successors to

AYLMER IRON WORKS COMPANY, Ltd.

Aylmer, Ontario

Boss Landing Net



A Fisherman's
Friend

The above illustration shows our landing net, open, and closed. Can be carried in pocket, or in fish-tackle box. Sold by all first-class hardware and sporting goods houses or direct on receipt of price, \$1.00.

Manufactured by

BOSS NET CO.

147 Clinton St. Chicago, Ill.

CHICAGO EMERGENCY GOGGLE



No. 26

Sold by all first-class jobbers in Hardware, Jewelry and Optical Goods

Manufactured by

CHICAGO EYE SHIELD CO.

143-145 South Clinton Street, Chicago, Ill.

Canadian Agents: MILLER, MORSE HARDWARE CO., Winnipeg, Man.

McDougall Pumps



are Standard Pumps for all purposes. The large variety we make ensures your customers ability to make choice, and the quality ensures satisfaction. “Aremacdee” is a guarantee.

The R. McDOUGALL CO.

Galt, Canada

LIMITED

Here is a Varnish which you can sell in ever-increasing quantities to the painters of your locality. Its name is

ELASTICA No. 2

Sold in sealed cans only—full Imperial measure. It is an extremely durable varnish that will not scratch or mar white. It is especially adapted for finishing interior work which has to stand considerable use, such as window sills, kitchens, dining rooms, bath rooms, bar fixtures, etc. It dries free from dust in 7 to 9 hours, having a beautiful even lustre, which can easily be cut down to a smooth dull finish with pumice stone and water. It is a very elastic varnish.

Have you got our price list? If not send for a copy to-day.

INTERNATIONAL VARNISH CO., Limited
TORONTO, CANADA

Manufacturers of Lacqueret, Elastica, Gutta Percha, and Flatline Floor Finishes, and Flatline Cabinet Finish.

Branch of the Standard Varnish Works,

NEW YORK,

CHICAGO,

LONDON, ENG.,

BERLIN,

BRUSSELS.

ESTABLISHED IN 1796

English
For all



Varnish
Purposes

"LACKERITE"

An ideal finish for Floors, furniture or other woodwork in the home on new or old work.

Dries hard over night, with a brilliant and durable gloss.

It imitates the natural grain of the wood.

In 12 different Colors and put up in sizes from ¼ Pint Tins to Gallons.

Send for Shade Cards.

Wilkinson, Heywood & Clark, Limited

LONDON, England

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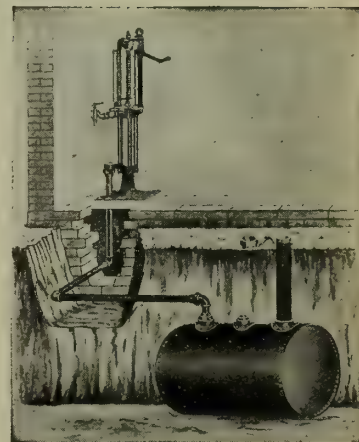
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FRANCIS C. REYNOLDS, Can. Manager.

Statistics show that 50 per cent. of those who handle gasoline suffer by it at some time.

It is a fact that gasoline stored in a Bowser tank has never caused a fire or explosion.

The moral is plain—you are running a great risk if you handle gasoline without a Bowser.



Cut 42—Long Distance Outfit for Gasoline

So send for Bulletin 205, which describes and illustrates the different Bowser styles. It will pay you to read it.

S. F. Bowser & Co.

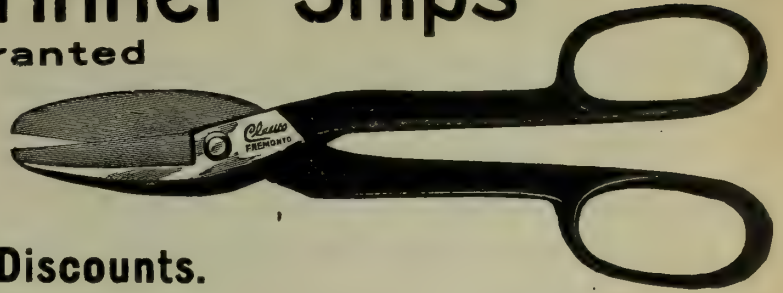
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66-68 Frazer Ave. - - - - Toronto

Clauss Brand Tinner Snips

Fully Warranted

Steel Faced on solid steel. Japan
Handles, Highly Finished Blades.



Write for Trade Discounts.

The Clauss Shear Co., - Toronto, Ont.

PREPARED PAINTS.

	Quart cans	Gal. cans
Barn (in bbls.)	0.60	6.00
Sherwin-Williams paints	1.60	
Canada Paint Co.'s pure	1.40	
Standard P. & V. Co.'s "New Era"	1.30	
Benj. Moore Co.'s "Ark" Bd	1.25	
Moore's pure linseed oil, E.C.	1.35	
Brandram-Henderson's "English"	1.45	
Ramsay's paints, Pure, per gal.	1.30	
"Thistle"	1.10	
Martin-Senour 100 p.c. pure	1.60	
Senour's Floor Paints	1.35	
Jamieson's "Crown and Anchor"	1.40	
Jamieson's floor enamel	1.75	
Sanderson Peary's, pure	1.25	
Robertson's pure paints	1.25	

PUTTY.

Mulk in bbls.	1.65
Bladders in lb's.	1.40
25-lb. tins.	2.00
Mulk in 100-lb. irons.	1.90

SHINGLE STAINS.

In 5-gallon lots	0.75
------------------	------

TURPENTINE AND OIL.

Prime white petroleum per gal.	0.13
Water white	0.15
Pratt's astral	0.17
Caster oil, per lb.	0.09
Motor Gasoline single bbls.	0.18
Benzine, per gal single bbls.	0.17
Turpentine, single barrels	0.60
Linseed Oil, raw	0.51
"boiled	0.54

WHITE LEAD GROUND IN OIL. Per 100 lb

	Montreal	Toronto
Canadian pure	5.65	5.90
No. 1 Canadian	5.40	5.65
Munro's Select Flake White	5.90	6.15
Elephant and Decorators Pure	5.80	6.15
Tiger Pure	5.90	6.15
Eseer Genuine	6.00	6.15
Brandram's B. B. Genuine	6.75	6.90
"Anchor" pure	5.50	5.65
Ramsay's Pure Lead	6.00	6.15
Ramsay's Exterior	5.65	5.80
"Crown and Anchor" pure	5.50	5.65
Sanderson Peary's	6.00	6.15
Robertson's C.P. lead	5.90	6.09

RED DRY LEAD.

Genuine, 560 lb. casks, per cwt	4.50	4.75
Genuine, 100 lb. kegs	5.00	5.25

WINDOW GLASS.

Size United Inches.	Star	Double Diamond
Under 26	\$4.25	\$6.25
26 to 40	4.15	6.75
41 to 50	5.10	7.50
51 to 60	5.35	8.50
61 to 70	5.75	9.75
71 to 80	6.25	11.00
81 to 85	7.10	12.50
86 to 90		15.00
91 to 95		17.50
96 to 100		20.50

Toronto. List 20 p.c. Broken boxes 50 p.c.

WHITING.

Plain, in bbls.	0.60
Gilders bolted in barrels.	0.90

WHITE DRY ZINC.

Extra Red Seal, V.M.	0.07
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WHITE ZINC IN OIL.

Pure, in 25-lb. irons	0.08
No. 1	0.07
No. 2	0.05

SHELLAC VARNISH.

Pure White, in barrels	2.00
Pure Orange	1.90
No. 1 Orange	1.55

VARNISHES.

	Per gal. cans.
Carriage, No. 1	1.50
Pale durable body	3.50
"hard rubbing	3.00
Finest elastic gearing	3.00
Elastic oak	1.50
Furniture, polishing	2.00
Furniture, extra	1.15
"No. 1	0.90
"union	0.85

Light oil finish	1.30
Gold size japan	2.00
Brown japan	1.90
No. 1 brown japan	0.95
Baking black japan	1.35
No. 1 black japan	0.90
Benzine black japan	0.70
Crystal Damar	2.50
No. 1	2.25
Pure asphaltum	1.40
Oilcloth	1.50
Lighting dryer	0.75
Embossing varnish, 1 gal. can, each	2.00
Granite floor coach enamel, size 1	2.50
Maple Leaf coach enamel, size 1	1.20
Sherwin-Williams' kopal varnish, gal.	2.50
Canada Paint Co.'s sun varnish	2.00
"Kyanize" Interior Finish	2.40
"Flint-Lac" coach	1.80
B.H. Co.'s "Gold Medal" in cases	2.50
Jamieson's Copaline, per gal.	2.50
Flatline floor finish, per gal.	3.01
Elastica exterior finish, 1 gal. can	4.25

MISCELLANEOUS.

Stovepipe varnish, 4 pints, \$8 per gross.	
Beeswax, per lb., 40 cents.	
Pine tar, half pint tins, 70 cents per doz.	
Plaster of Paris, per bbl., \$2.25.	

BUILDERS' HARDWARE.

BELLS.

Brass hand bells, 60 per cent.	
Nickel, 55 per cent.	
Gongs, Sargent's door bells, 5.50	8.00
American, house bells, per lb. 0.35	0.40
Peterboro' door bells, 37 1/2 and 10 off net list.	

ONTARIO AND QUEBEC.

Slater's felt per roll	0.70
O. K. paper, No. 1, per roll	0.75
O. K. paper, No. 2	0.70
Dry Cyclone, per roll	0.51
Tarred Cyclone	0.60
Surprise, per roll	0.40
Resin sized per roll	0.45
Dry Sheathing, per roll	0.32
Tarred	0.40
Heavy straw, dry & tarred, per ton	37.50
In Maritime Provinces	42.50
Carpet Felt, per 100 lbs.	2.75
Larded Felt, per 100 lbs.	2.00
Pitch, Boston or Sydney, per 100 lbs	0.75
Pitch, Scotch, per 100 lbs.	0.65
Heavy Fibre, 32' & 40', per 100 lbs	3.00
2 Ply Ready Roofing, per roll	0.90
3	1.15
2 Ply complete, per roll	1.30
3	1.50
Cement, barrels, per gal.	0.15
tins	0.20
Coal Tar, per barrel	0.50
Coal Tar, tins, per gal.	0.15
Refined Coal Tar, per barrel	4.50
Shingle varnish per barrel	4.50
Caps and Nails, per lb.	0.05
Mop cotton, per lb.	0.15

BUTTS.

Wrought Brass, net revised list.	
Cast Iron Loose Pin, 60 per cent.	
Wrought Steel Fast Joint and Loose Pin, 65 and 10 per cent.	

CEMENT AND FIREBRICK.

Canadian Portland	1.85	2.00
Belgium	1.60	1.90
White Bros. English	2.00	2.05
"Lafarge" cement in wood	3.40	
"Iron Clad" cotton	2.10	
Iron Clad paper	2.15	
wood	2.25	
Fire brick, Scotch, per 1,000	27.00	30.00
"English	17.00	21.00
"American, low	23.00	25.00
"high	27.50	35.00
Fire clay (Scotch), net ton	4.95	
Paving Blocks per 1,000		
Blue metallic, 9"x4"x3", ex wharf	35.00	
Stable pavers, 12"x8"x2", ex wharf	50.00	
Stable pavers, 9"x4"x3", ex wharf	36.00	

DOOR SETS.

Peterboro, 45 and 10 per cent.	
--------------------------------	--

DOOR SPRINGS.

Torrey's Rod.....	per doz.	....	1 75
Coil, 9 to 11 in.....	"	0 95	1 65
English.....	"	2 06	4 00
Chicago and Reliance Coil 25 per cent.			

ESCUTCHEONS.

Discount 50 and 10 per cent., new list	
Peterboro, 45 and 10 per cent.	

ESCUTCHEON PINS.

Steel, discount 45 per cent.	
Brass, 50 per cent.	

HINGES.

Blind, discount 50 per cent.	
Heavy T and strap, 4-in 100 lb. net	7.25
" " 5-in. "	7.00
" " 6-in. "	6.75
" " 8-in. "	6.50
" " 10-in. and larger	6.25
Light T and strap, discount 65 p.c.	
Screw hook and hinge—	
under 12 in. per 100 lb.	4.75
over 12 in.	3.75
Crate hinges and back flaps, 65 and 5 p.c.	
Chest hinges and hinge hasps, 65 p.c.	

SPRING HINGES.

Spring, per gro., No. 5, \$17.50 No. 10, \$18;	
No. 20, \$10.80; No. 120, \$20; No. 51,	
\$10; No. 50, \$27.50.	
Chicago Spring Butts and Blanks 12 1/2 percent.	
Triple End Spring Butts, 30 and 10 per cent.	
Chicago Floor Hinges, 37 1/2 and 5 off.	
Garden City Fire House Hinges, 12 1/2 p.c.	
"Chief" floor hinge, 59 p.c.	

CAST IRON HOOKS.

Bird cage	0.50	1.10
Clothes line, No. 61	0.00	0.70
Harness	0.00	12.00
Hat and coat	1.10	10.00
Obandelier	0.50	1.00
Wrought hooks and staples—		
1/2 x 5	2.65	
5-16 x 5	3.30	

Bright wire hooks, 60 p.c.	
Bright steel gate hooks and staples, 40 p.c.	
Crescent hat and coat wire, 60 per cent.	
Screw, bright wire, 65 per cent.	

KNOBES.

Door, japanned and N.P., per doz.	1.50	2.50
Bronze, Ben.	2.75	3.25
Bronze, Genuine	6.00	9.00
Shutter, porcelain, P. & L.		
screw	1.30	2.00
White door knobs	2.00	
Peterboro knobs, 45 and 10 per cent.		
Porcelain, mineral and jet knobs, net list.		

KEYS.

Lock, Canadian 40 and 10 per cent.	
------------------------------------	--

LOCKS.

Peterboro, 45 and 10 per cent.	
Russell & Erwin, steel rim 35.50 per doz.	
Eagle cabinet locks, discount 30 per cent.	
American padlocks, all steel, 10 to 15 per cent.; all brass or bronze, 10 to 25 per cent.	

SAND AND EMERY PAPER.

B. & A. sand, discount, 35 per cent.	
Emery, discount 35 per cent.	
Garnet (Burton's) 5 to 10 per cent. advance	

SASH WEIGHTS.

Sectional	2.00	2.25
Solid	1.50	1.75

SASH COORD.

Per lb.	0.31
---------	------

BLIND AND BED STAPLES.

All sizes, per lb.	0.07
--------------------	------

WROUGHT STAPLES.

Galvanized	2.75
Plain	2.50
Coopers', 45 per cent.	
Poultry netting staples, 40 per cent.	
Bright spear point, 75 per cent.	

TOOLS AND HANDLES.

ADZES.

Discount 22 1/2 per cent.	
---------------------------	--

AXES.

Single bit, per doz.	6.00	9.00
Double bit	10.00	11.00
Bench Axes, 40 per cent.		
Broad Axes, 25 per cent.		
Hunters' Axes	5.50	6.00
Boys' Axes	6.25	7.00
Splitting Axes	7.00	9.00

Handled Axes	7.00	9.00
Red Ridge, boys', handled	5.75	
"hunters"	5.25	

WITS.

Ford's auger bits, 30 and 10 per cent.	
Irwin's auger, 47 1/2 per cent.	
Gilmour's auger, 50 per cent.	
Rockford auger, 50 and 10 per cent.	
Jennings' Gen. auger, net list.	
Gilmour's car, 47 1/2 per cent.	
Clark's expansive, 40 per cent.	
Clark's gimlet, per doz.	0.65
Diamond, Shell, per doz.	1.00
Nail and Spike, per gross	2.25

BUTCHERS' CLEAVERS.

German	7.00	9.00
American	12.00	18.00

CHALK.

Carpenters' Colored, per gross	0.45	0.75
White lump	0.60	0.65

CHISELS.

Warnock's, discount 70 and 5 per cent.	
P. S. & W. Extra, discount, 70 per cent.	

CROSSCUT SAW HANDLES.

S. & D., No. 3	0.13
S. & D., "5	0.11
"6	0.18
Boynott pattern	0.20

CROWBARS.

3 1/2 c. to 4 c. per lb.	
--------------------------	--

DRAW KNIVES.

Coach and Wagon, 75 and 5 per cent.	
Carpenters' 75 per cent.	

DRILLS.

Miller's Falls, band and breast. net list.	
North Bros., each set, 50c.	

DRILL BITS.

Morse, discount 37 1/2 to 40 per cent.	
Standard, discount 50 and 5 to 55 per cent.	

FILES AND RASPS.

Great Western, Diston's, Arcade, Kearney & Foot, American, J. Barton Smith, McClellan, Eagle and Globe, in ordinary quantities, 70 and 10 per cent.; Nicholson 66 1/2 p.c.; Black Diamond, 60 and 10 p.c. Jowitt's, English list, 27 1/2 per cent.	
--	--

GAUGES.

Stanley's discount 50 to 60 per cent.	
Winn's, Nos. 28 to 33 each	1 65
	2 40

HANDLES.

Second growth ash fork, hoe, rake and shovel handles, 40 p.c.	
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Extra ash fork, hoe, rake and shovel handles, 45 p.c.	
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No. 1 and 2 ash fork, hoe, rake and shovel handles, 50 p.c.	
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White ash whiffletrees and neckyokes, 35 p.c.	
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All other ash goods, 40 p.c.	
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All hickory, maple and oak goods, excepting carriage and express whiffletrees, 40 p

For Over Thirty Years

Paterson's goods have represented the highest standard of quality, both in material and manufacture.

AMATITE READY ROOFING.—Mineral surfaced.
Needs no painting.

WIRE-EDGED READY ROOFING.—Over half a million rolls used in Canada.

BEST TARRED WOOL ROOFING FELT.

PURE COAL TAR ROOFING PITCH.

PLAIN AND TARRED BUILDING PAPERS.

The Paterson Manufacturing Co., Limited

TORONTO MONTREAL WINNIPEG

PLANES.
Wood bench, Canadian, 40, American, 25 p.c.
Wood, fancy, 37½ to 40 per cent.
Stanley planes, \$1.55 to \$3.50, net list prices.

PLANE IRONS.
English per doz. 2 00 5 00
Stanley, 2½ inch, single 24c., double 39c.

PLIERS AND NIPPERS.
Button's genuine, 37½ to 40 per cent.
Button's imitation per doz. 9 00
Berg's wire fencing 1 72 5 50

PUNCHES.
Saddler's per doz. 1 00 1 85
Conductor's 3 00 15 00
Tinner's, solid per set 0 72
" hollow per inch 1 00

RIVET SETS.
Canadian, discount 35 to 37½ per cent.

RULES.
Boxwood, discount 70 per cent.
Ivory, discount 20 to 25 per cent.

SAWS.
Atkins, hand and crosscut, 25 per cent.
Dieston's Hand, discount 12½ per cent.
Dieston's Crosscut per foot 0 35 0 55
Conductor's each 0 75 2 75
Hack, complete each 0 50 1 25
" frame only each 0 50 1 25
S. & D. solid tooth circular shingle, concrete and band, 50 per cent; mill and ice, drag, 30 per cent; cross-cut, 35 per cent; hand saw, butcher, 35 per cent; buck, New Century \$6.25; buck No. 1 Maple Leaf, \$5.25; buck, Happy Medium \$4.25; buck Watch Spring, \$4.25; buck, common frame, \$4.00.
Spear & Jackson's saws—Hand or rip, 26 in., \$12.75; 28 in., \$14.25; panel, 18 in., \$8.25; 20 in., \$9.25; tenon, 10 in., \$9.90; 12 in., \$10.90; 14 in., \$11.50.

SAW SETS.
Lincoln and Whiting 4 75
Hand Sets, Perfect 4 00
X-Cut Sets, 7 50
Maple Leaf and Premiums saw sets, 40 off.
S. & D. saw swages, 40 off.

SCREW DRIVERS.
Sargent's per doz. 0 65 1 00
North Bros., No. 30 per doz. 16 80

SHOVELS AND SPADES.
Canadian, 45 per cent.

SQUARES.
Iron, discount 20 per cent.
Steel, discount 65 and 10 per cent.
Try and Bevel, 50 to 52½ per cent.

TAPE LINES.
English, ass skin per doz. 2 75 5 00
English, Patent Leather 5 50 9 75
Chesterman's each 0 90 2 85
" steel each 0 80 8 00
Berg's, each 0 75 2 50

TROWELS.
Dieston's, discount 10 per cent.
S. & D., discount 35 per cent.
Berg's, brick, 92x11 4 00
" pointing, 92x45 2 10

FARM AND GARDEN GOODS

BELLS.
American cow bells, 63½ per cent.
Canadian, discount 50 per cent.

BULL RINGS.
Copper, \$2.00 for 2½-inch

CATTLE LEADERS.
Nos. 32 and 33 per gross 7 50 8 50

BARN DOOR HANGERS.
doz. pairs.
Stearns wood track 4 50 6 00
Zenith 9 00
Atlas, steel covered 5 00 6 00
Perfect 8 00 11 00
New Milo, flexible 6 50
Steel, track, 1 x 3-16 in (100 ft) 3 25
" 1½ x 3-16 in (100 ft) 4 75

Double strap hangers, doz. sets 6 40
Standard jointed hangers, " 6 40
Steel King hangers 6 25
Storm King and safety hangers 7 00
" rail 4 25

Chicago Friction, Oscillating and Big Twin Hangers, 5 per cent.

HARVEST TOOLS.
50 and 10 per cent.
" sidewalk and stable scrapers, 40 off.

HAY KNIVES.
Net list.
Jute Rope, ½-inch per gross 9 00
" ¾-inch 10 00
" 1-inch 12 00
Leather, 1-inch per doz. 4 00
Leather, 1½ 5 20
Web 2 45

HOSE.
Garden, 50 and 10 per cent.
Planter per doz. 4 00 4 50

HOSE COUPLERS.
Time Savers, per doz ½ and 1 inch 3 31

LAWN MOWERS.
Taylor Forbes Co.—8 in. wheel 3 knives, 12 in., \$5.25; 9 in. wheel, 3 knives, 12 in., \$6.75; 9 in. wheel, 5 knives, 12 in., \$7.75; 10½ in. wheel, 4 knives, 12 in., \$3.70; 10½ in. wheel, 4 knives, 12 in., ball bearing, \$10.00 50 per cent. Dated April 1 f.o.b. Guelph.
D. Maxwell & Sons—8 in. open wheel, 3 knives, 12 in., \$2.75; 8 in. open wheel, 4 knives, 12 in. sizes, \$2.85; 9 in. wheel, 3 knives, 12 in. sizes, \$2.95; 9 in. wheel, 4 knives, 12 in. sizes, \$3.05; 10½ in. wheel, 4 knives, 12 in. sizes \$4.10; 10½ in. wheel, 5 knives, 12 in. ball bearing, \$5.70.

Per doz net 25 25
SCYTHES AND SNATHS.
Canadian, discount 40 per cent.

SNAPS.
Harness, German, 25 per cent.
Lock, Andrews' 4 50 1 00

STABLE FITTINGS.
Warden King, 25 per cent.
Dennis Wire & Iron Co., 33½ p.c.

WOOD HAY RAKES.
40 and 10 per cent.
S. & D. lawn rakes, Dunn's, 40 p.c.

HEAVY GOODS, NAILS, ETC.

ANVILS.
Wright's, 80-lb. and over 0 104
Hay Budden, 80-lb. and over 0 094
Brook's, 80-lb. and over 0 114
Taylor-Forbes, prospectors 0 05
Columbia Hardware Co., per lb. 0 094

VISES.
Wright's 0 134
Berg's, per lb. 0 124
Brook's 0 124
Pipe Vise, Hinge, No. 1 3 50
" No. 2 5 50
Saw Vise 4 50 5 00
Blacksmith's, 60; parallel, 45 per cent.

BOLTS AND NUTS.
Carriage Bolts, common (\$1 list) Per cent.
" ½ and smaller 60, 10 and 10
" 7-16 and up 63
" Norway Iron (\$3 list) 60
Machine Bolts, ½ and less 60, 10 and 10
Machine Bolts, 7-16 and up 60
Plough Bolts 55, 5 and 10
Blank Bolts 60
Bolt Ends 40
Sleigh Shoe Bolts, ½ and less 60 and 10
" 7-16 and larger 65 and 5
Coach Screws, cone point 70 and 124
Nuts, square, all sizes, 4½c. per lb. off
Nuts, hexagon, all sizes, 4½c. per lb. off
Stove Rods, per lb., ½ to 60.
Stove Bolts, 75

CHAIN.
Proof coil, per 100 lb. ½ in., \$6.00; 5-16 in. \$4.85; ¾ in., \$4.25; 7-16 in., \$4.00; 1 in., \$3.75; 9-16 in., \$3.70; 1 in., \$3.65; 1 in., \$3.60; 1 in., \$3.45; 1 in., \$3.40.
Halter, kennel and post chains, 40 to 40 and 5 per cent.; Cow ties, 40 per cent.; Tie out

chains 65 per cent.; Stall fixture, 35 per cent.; Trace chain, 45 per cent.; Jack chain iron, 50 per cent.; Jack chain, brass, 50 per cent.

HORSE NAILS.
M.R.M. cold forged process, list Feb. 1, 1908, \$2.45 per box base.
"O" brand, list March 2, 1908, \$2.75 per box, base sizes 10 to 14. 10 per cent.
Capewell brand, quotations on application.

HORSESHOES.
M.R.M. brand: iron, light and medium, No. 1 and smaller, \$3.75; No. 2 and larger \$3.50; snow pattern No. 1 and smaller \$4.00, No. 2 and larger, \$3.75; "X.L." new light steel, No. 1 and smaller, \$4.10; No. 2 and larger, \$3.85; "X.L." featherweight steel, No. 0 to 4, \$5.25; Special countersunk steel No. 0 to 4, \$5.50 pkg; toe-weight, all sizes, \$5.00. F.o.b. Montreal. Extras for packing.
Toecalks Standard Blunt No. 1 and smaller, \$1.50; No. 2 and larger, \$1.25. Sharp No. 1 and smaller, \$1.75; No. 2 and larger, \$1.50 per box. Sharp. Put up in 25 lb. bxs.

HORSE WEIGHTS.
Taylor-Forbes, 4½c. per lb.
NAILS.
Cut Wire.
2d 3 80 3 25
3d 2 85 2 95
4 and 5d 2 70 2 65
6 and 7d 2 80 2 55
8 and 9d 2 45 2 40
10 and 12d 2 40 2 35
16 and 20d 2 35 2 30
30, 40, 50 and 60d (base) 2 30 2 25
F.o.b. Montreal. Toronto 5 cents higher.
Cut nails, Toronto 20c. higher.
Miscellaneous wire nails, 75 per cent.
Coopers' nails 33½ per cent.

PRESSED SPIKES.
Pressed spikes, ½ diameter, per 100 lbs., \$3.00

RIVETS AND BURS.
Iron Rivets, black and tinned, 60, 10 and 10.
Iron Burs, discount 60 and 10 and 10 p.c.
Copper Rivets, usual proportion burs, 35 and 12½ per cent.
Copper Burs only, 15 p.c.
Extras on Copper Rivets ½-lb. packages 1c. per lb.; 1-lb. packages 2c. lb.
Tinned Rivets, net extra, 4c. per lb.

SCREWS.
Wood, F. H., bright and steel, 65 and 10 p.c.
" R. H., bright, 80 and 10 per cent.
" F. H., brass, 75 and 10 per cent.
" R. H., " 70 and 10 per cent.
" F. H., bronze, 70 and 10 per cent.
" R. H., " 65 and 10 per cent.
Drive Screws, dis. 87½ per cent.
Bench, wood per doz. 3 25
" iron 4 25
Set, case hardened, dis. 60 per cent.
Square Cap, dis. 50 and 50 per cent.
Hexagon Cap, dis. 45 per cent.

MACHINE SCREWS.
Flat head, iron and brass, 35 per cent.
Festler head, iron, 30; brass, 25 per cent.

TACKS, BRADS, ETC.
Carpet tacks, blued, 75 p.c.; tinned, 80; (in kegs), 40; out tacks, blued, in dozens only, 75; ½ weights, 60; Swedes cut tacks, blued and tinned, bulk, 80 and 15 dozens, 75; Swedes, upholsterers', bulk, 85 and 10; brush, blued and tinned, bulk, 70; Swedes, gimps, blued, tinned and japanned, 75 and 124; zinc tacks, 35; leather carpet tacks, 35; copper tacks, 45; copper nails 60; trunk nails, black, 65; trunk nails, tinned and blued, 85; clout nails, blued and tinned 65; chair nails, 35; patent brads, 4½; fine finishing, 40; lining tacks, in papers, net; lining tacks, in bulk, 15; lining tacks, solid heads, in bulk, 75; saddle nails, in papers, 10; saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glaziers' points 5; double pointed tacks, papers, 80 and 10 double pointed tacks, bulk, 40; clinch point shoe rivets, 4½; cheese box tacks, 85; trunk tacks, 80 and 10.

WROUGHT IRON WASHERS.
Canadian, discount 50 per cent.

SPORTING GOODS.

CARTRIDGES.
"Dominion" Rim Fire Cartridges and O.B. caps, 50 and 7½ per cent.; Rim Fire B.B. Round Caps, 60 and 2½ per cent., Centre Fire, Pistol and Rifle Cartridges, 30 p.c.; Centre Fire Sporting and Military Cartridges, 2½ and 5 p.c. Primers, 100, 15 p.c. 250, 20 p.c.

LOADED SHELLS.
"Crown" Black Powder, 15 and 5 p.c.; "Sovereign" Empire Bulk Smokeless Powder 30 and 5 p.c.; "Regal" Ballistite Dense smokeless Powder, 30 and 5 p.c.; "Imperial" Empire or Ballistite Powder, 30 and 5 p.c.

EMPTY SHELLS.
Paper Shells, 10 and 10; Brass Shells, 55 and 5 p.c.

WADS.
Best thick brown or grey felt wads, in ½-lb. bags \$0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges 0 29
Best thick white card wads, in boxes of 500 each, 10 gauge 0 35
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges 0 20
Thin card wads, in boxes of 1,000 each, 10 gauge 0 25
Chemically prepared black edge grey cloth wads, in boxes of 250 each—
11 and smaller gauge Per M
9 and 10 gauges 0 74
5 and 6 " 0 94
superior chemically prepared pink edge, best white cloth wads in boxes of 250 each—
11 and smaller gauge 1
9 and 10 gauges 1 4
7 and 8 " 1 65
5 and 9 " 1 90

SHOT.
Ordinary drop shot, AAA to dust \$7.50 per 100 lbs. Discount 20 per cent; cash discount 2 per cent. 30 days; net extras as follows subject to cash discount only: Chilled, 40 c.; buck and seal, 80c.; no. 28 ball, \$1.20 per 100 lbs.; bags less than 25 lbs., 4c. per lb.; F.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax, and freight equalized thereon.

TRAPS (steel.)
Game, Newhouse, discount 30 and 10 per cent.
Game, Hawley & Norton, 50, 10 & 5 per cent.
Game, Victor, 70 per cent.
Game, Oneida Jump (B. & L.) 40 & 2½ p.c.
Game, steel, 60 and 5 per cent.

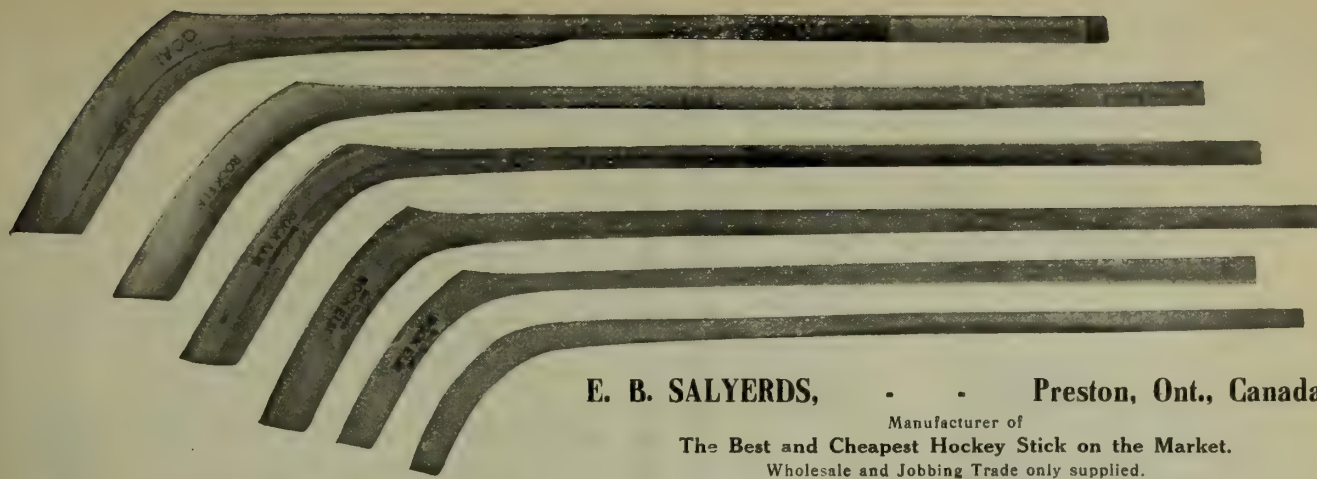
SKATES.
Skates, discount 37½ per cent.
Empire hockey sticks, per doz. 3 00 3

OUTLERY AND SILVERWARE.

RAZORS.
per doz.
Elliot's 4 00 18 00
Boker's 7 50 11 00
" King Cutter 13 50 18 50
Wade & Butcher's 3 60 10 00
Lewis Bros. "Klean Kutter" 8 50 10 50
Henckels' 7 50 20 00
Claus automatic safety 15 00
Claus perfect stropper 27 00
Berg's 7 50 20 00
Claus Razors and Stropes, 50 per cent

KNIVES.
Farriers-Stacey Bros., doz 3 50
Claus, 50 and 25 per cent.

PLATED GOODS.
Hollowware, 40 per cent. discount
Flatware, staples, 40 and 10, fancy, 10 and 5.
Hutton's "Cross Arrow" flatware, 42½;
"Singalese" and "Alaska" Nevada silver flatware, 42 p.c.



E. B. SALYERDS,

Preston, Ont., Canada

Manufacturer of

The Best and Cheapest Hockey Stick on the Market.

Wholesale and Jobbing Trade only supplied.

SHEARS.

Clauss, steel scissors and shears, 60; Japan, 65; tailors, 40; pruning, 70. Seymour's, 5 and 10 per cent.

HOUSE FURNISHINGS.

APPLE PARERS.

Hudson, per doz., net 5 75

BIRD CAGES.

Brass and Japanned, 40 p. c.

COPPER AND NICKEL WARE.

Copper boilers, kettles, teapots, etc. 45 p. c.

Copper pitta, 30 per cent.

KITCHEN ENAMELED WARE.

White ware, 75 per cent.

London and Princess, 50 per cent.

Canada, Diamond, Premier, 50 and 10 p. c.

Pearl, Imperial, Crescent and granite steel, 50 and 10 per cent.

Premier steel ware, 40 per cent.

Star decorated steel and white, 25 per cent.

Japanned ware, 45 per cent.

Hollow ware, tinned cast, 35 per cent. off.

KITCHEN SUNDRIES.

Asbestos mats, 50 p. c.

Can openers, per doz. 0 40 0 75

Mincing knives per doz. 0 50 0 80

Duplex mouse traps, per doz. 0 65

Potato mashers, wire, per doz. 0 60 0 70

" wood " " 0 50 0 60

Vegetable slicers, per doz. 2 25

Universal meat chopper No. 1. 1 15

Enterprise chopper, each 1 30

Spiders and fry pans, 50 per cent.

Star Al chopper 5 to 32 1 35 4 10

" 100 to 103 1 35 2 00

Kitchen hooks, bright 0 60

Toasters, 50 p. c.

LAMP WICKS.

Discount, 60 per cent.

LEMON SQUEEZERS.

Porcelain lined, per doz. 2 20 5 60

Galvanized " " 1 87 3 85

King, wood, " " 2 75 2 90

King, glass, " " 4 00 4 50

All glass " " 0 50 0 90

METAL POLISH.

Tandem metal polish paste, 6 00

PICTURE NAILS.

Porcelain head, per gross 1 35 1 50

Brass head, " " 0 40 1 00

Tin and gilt, picture wire, 75 per cent.

SAD IRONS.

Mrs. Potts, No. 55, polished, per set 0 90

" No. 50, nickel-plated, " 0 95

" handles, japanned, per gross 9 25

" nickled, " 9 75

Common, plain, " 4 25

" plated, " 5 50

Asbestos, per set, 1 50

TINWARE.

CONDUCTOR PIPE.

2-in. plain or corrugated, per 100 feet, \$3.30; 3 in., \$4.40; 4 in., \$5.80; 5 in., \$7.45; 6 in., \$9.90.

FAUCETS.

Common, cork-lined, 35 per cent.

EAVETROUGHS.

10-inch, per 100 ft. 3 30

FACTORY MILK CANS.

Discount off revised list, 35 per cent.

Milk can trimmings, discount 25 per cent

Creamery Cans, 45 per cent

LANTERNS.

No. 2 or 4 Plain Cold Blast, per doz. 6 75

Lift Tubular and Hinge Plain, " 5 00

Japanning, 50c. per doz. extra.

Pat. globes, per doz., \$1.30.

OILERS.

Kemp's Tornado and McClary's Model

galvanized oil can, with pump, 5 gal-

lon, per dozen, 10 92

Davidson oilers, 40 per cent

Zinc and tin, 50 per cent.

Coppered oilers, 20 per cent. off.

Brass oilers, 50 per cent. off.

Malleable, 35 per cent

PAILS (GALVANIZED).

Dufferin pattern pails, 45 per cent.

Flaring pattern, 45 per cent.

Galvanized washtubs 40 per cent.

PIECED WARE.

Discount 35 per cent off list, June, 1899.

10-qt. flaring sap buckets, 35 per cent.

6, 10 and 14-qt. flaring pails 35 per cent.

Copper bottom tea kettles and boilers, 30 p. c.

Coal hods, 40 per cent.

STAMPED WARE.

Plain, 75 and 12 1/2 per cent. off revised list.

Retrified, 72 1/2 per cent. revised list.

SAP SPOUTS.

Bronzed iron with hooks per 1,000 7 50

Eureka tinned steel, hooks 8 00

STOVEPIPES.

5 and 6 inch, per 100 lengths 7 64 7 91

7 inch, " " " 8 18

Nestable, discount, 40 per cent.

STOVEPIPE ELBOWS.

5 and 6-inch, common, per doz. 1 32

7-inch, " " " 1 48

Polished, 15c. per dozen extra.

THERMOMETERS.

Tin case and dairy, 75 to 75 and 10 per cent

TINNERS' SNIPS.

Per doz. 3 00 15 00

Clauss, discount 35 per cent.

TINNERS' TRIMMINGS.

Discount, 45 per cent.

WIRE.

ANNEALED OUT HAY BAILING WIRE.

No. 12 and 13, \$4; No. 13, \$4.10;

No. 14, \$4.25; No. 15, \$4.50; in lengths 6' to

11', 25 per cent; other lengths 20c. per 100

lbs. extra; if eye or loop on end add 25c. per

100 lbs. to the above.

BRIGHT WIRE GOODS.

Discount 60 per cent.

CLOTHES LINE WIRE.

No. 7 wire solid line, No. 17, \$4.90; No.

18, \$5.00; No. 19, \$2.70; 8 wire solid line,

No. 17, \$4.45; No. 18, \$3.10; No. 19, \$2.87.

All prices per 1000 ft. measur; 6 strand, No.

18, \$2.60; No. 19, \$2.90. F.o.b. Hamilton,

Toronto, Montreal.

COILED SPRING WIRE.

High Carbon, No. 9, \$2.95; No. 11, \$3.50;

No. 12, \$3.20.

COPPER AND BRASS WIRE.

Discount 60 per cent.

FINE STEEL WIRE.

Discount 25 per cent. List of extras

In 100-lb. lots: No. 17, \$5 — No. 18,

\$5.50 — No. 19, \$6 — No. 20, \$6.85 — No. 21,

\$7 — No. 22, \$7.30 — No. 23, \$7.65 — No.

24, \$8 — No. 25, \$9 — No. 26, \$9.50 — No. 27,

\$10 — No. 28, \$11 — No. 29, \$12 — No. 30, \$13 —

No. 31, \$14 — No. 32, \$15 — No. 33, \$16 — No. 34,

\$17. Extras net—tinned wire, Nos. 17-25

\$2—Nos. 26-31, \$4—Nos. 32-34, \$6. Coppered,

75c.—coiled, 10c.—in 25-lb. bundles, 15c.—in 5

and 10-lb. bundles, 25c.—in 1-lb. hanks, 25c.

—in 1-lb. hanks, 38c.—in 1-lb. hanks, 50c.

packed in casks or cases, 15c.—bagging or

papering, 10c

FENCE STAPLES.

Bright, 2 80 Galvanized 3 20

HAY WIRE IN COILS.

No. 13, \$2.70; No. 14, \$2.80; No. 15, \$2.95;

f.o.b., Montreal.

GALVANIZED WIRE.

Per 100 lb.—Nos. 4 and 5, \$3.95 —

Nos. 6, 7, 8, \$3.40 — No. 9, \$2.90 —

No. 10, \$3.45 — No. 11, \$3.50 — No. 12, \$3.06

—No. 13, \$3.15 — No. 14, \$4.00. Base sizes,

Nos. 6 to 9, \$2.35 f.o.b. Cleveland in car

lots. List for cut and straightened wire per

180 lbs. Extras for cutting.

LIGHT STRAIGHTENED WIRE.

Gauge No. Over 20 in. 10 to 20 in. 5 to 10 in.

0 to 5 \$0.50 \$0.75 \$1.25

6 to 9 0.75 1.25 2.00

10 to 11 1.00 1.75 2.50

12 to 14 1.50 2.25 3.50

15 to 16 2.00 3.00 4.50

SMOOTH STEEL WIRE.

No. 0-9 gauge, \$2.40; No. 10 gauge, 6c

extra; No. 11 gauge, 12c extra; No. 12

gauge, 20c. extra; No. 13 gauge, 30c. extra

No. 14 gauge, 40c. extra; No. 15 gauge, 55c.

extra; No. 16 gauge, 70c. extra. Add 60c.

for coppering and \$2 for tinning.

Extra net per 100 lb.—Oiled wire 10c.,

spring wire \$1.25, bright soft drawn 15c.,

charcoal (extra quality) \$1.25, packed in casks

or cases 15c., bagging and papering 10c., 50

and 100-lb. bundles 10c., in 25-lb. bundles

15c., in 5 and 10-lb. bundles 25c., in 1-lb

hanks, 50c., in 1-lb. hanks 75c., in 1-lb.

hanks \$1.

POULTRY NETTING.

2-in. mesh, 19 w. g., 60 and 5 p. c. off. Other

sizes, 60 and 5 p. c. off.

WIRE CLOTH.

Painted Screen, in 100-ft. rolls, \$1.70, per

100 sq. ft., in 50-ft. rolls, \$1.75, per 100 sq. ft.

WIRE FENCING.

Galvanized barb. 3 00

Galvanized, plain twist " 3 35

Galvanized barb. f.o.b. Cleveland, \$2.75 for

small lots and \$2.60 for carlots.

WIRE ROPE.

Galvanized, 1st grade, 6 strands, 24 wires, 1/2

\$5; 1 inch \$16.80.

Black, 1st grade, 6 strands, 19 wires, 1/2 \$5

1 inch \$15.10. Per 100 feet f.o.b. Toronto

WOODENWARE.

BROOMS.

Breech's 4 string 2 55 3 40

Nelson's " " " 2 25 3 65

" bamboo " " " 2 95 3 95

CHURNS.

No. 0, \$9; No. 1, \$9; No. 2, \$10; No. 3,

\$11; No. 4, \$13; No. 5, \$16; f.o.b. Toronto

Hamilton, London and St. Marys, 30 and 30

per cent; f.o.b. Ottawa, Kingston and

Montreal, 40 and 15 per cent.

CLOTHES PINS.

Cane's, 5 gross loose, per case 0 60

" 4 " packages, per case 0 70

CLOTHES REELS.

Davia Clothes Reels, 40 per cent.

FIBRE WARE.

Star pails, per doz. \$ 3 00

0 Tubs, " " " 14 00

2 " " " 12 00

3 " " " 10 00

" " " 8 50

ICE CREAM FREEZERS.

White Mountain, 50 p. c.

LADDERS, EXTENSION.

3 to 6 feet, 12c. per foot; 7 to 10 ft., 13c.

Wagoner Extension Ladders, 40 per cent.

MOPS AND IRONING BOARDS.

" Best " and " 900 " mops 1 25

Folding ironing boards, 12 00 16 50

REFRIGERATORS.

Discount, 40 to 50 per cent.

SCREEN DOORS.

Common doors, 2 or 3 panel, walnut

stained, 4-in. style, per doz. 8 00

Common doors, 2 or 3 panel, grained

only, 4-in. style, per doz. 8 30

Common doors, 2 or 3 panel, light stair

per doz. 10 55

WASHBOARDS.

Cane's, per doz. 1 10 3 35

WASHING MACHINES.

Round, re-acting per doz. 60 00

Square " " " 65 00

Eclipse, per doz. 54 00

Downwell " " " 39 00

"Brantford" "Roofing"



Get FREE SAMPLES of our roofing and see for yourself what a strong, durable, pliable and altogether superior roofing it is. Two finishes — Asphalt and Rubber. Sold at as low a price as a really good roofing can be sold

—about one-third less than metal. Get a step ahead of your competitor by securing the agency for your town.

Brantford Roofing Co. Limited Brantford, Canada

Montreal Agency: P.O. Box 1053—Chas. A. Sullivan
Ottawa } Agents—General Supply Co. of
Winnipeg } Canada, Ltd.
Sherbrooke } Agents—J. S. Mitchell & Co.
Quebec }
British Columbia Agents: Fleck Bros., Limited, Vancouver, B.C.

"For the Hardwareman — reputation makes Success and the 'GALT' KIND' makes reputation."



Galt Expanded Steel Lath

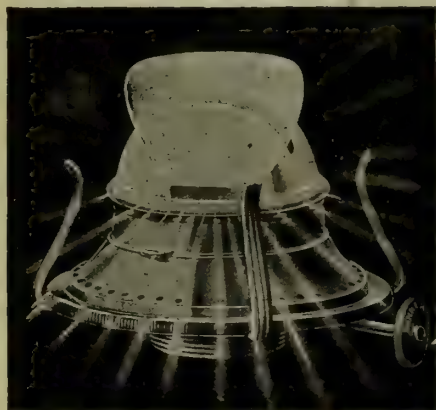
Builders and Plasterers are rapidly discarding wooden lath for the more easily erected and fire-proof "GALT" Expanded Steel Lath, which does not crack or stain the plaster, holds it in place forever and on account of its "key" requires far less plaster than other laths. "GALT" Expanded Steel Lath is made by the rotary process which ensures flat, rigid sheets—no bags, no bulges, no bad ends.

Let the plasterers in your locality know that you can supply "GALT" Expanded Steel Lath and quote prices thereon. Send us their names and we will mail them samples, etc., and refer them to you as our agent.

THE GALT ART METAL CO.,

GALT, LIMITED, ONTARIO

DUNN BROS., W. D. BEATH & SON,
Winnipeg and Regina. Toronto, Ont.



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Give $\frac{1}{3}$ more light, and consume $\frac{1}{3}$ less oil. Full benefit of flame down to the very wick top. Will last five times as long as a common burner.

Can be kept clean and as good as new always.

Can be used on any ordinary lamp. Write for catalogue No. 10, showing complete line of Lanterns and Burners.

Orders solicited through the wholesale trade.

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HAMILTON ONT.

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CONE

SAVES
MONEY

IT PLEASES
YOUR
CUSTOMERS
EVERY
TIME



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AMONG a dozen kinds of roofing in a store most practical purchasers will select Congo.

They like its smooth, clean, fine-looking surface.

They notice its remarkable pliability and they know that it therefore will be an easy matter to lay it snug and tight.

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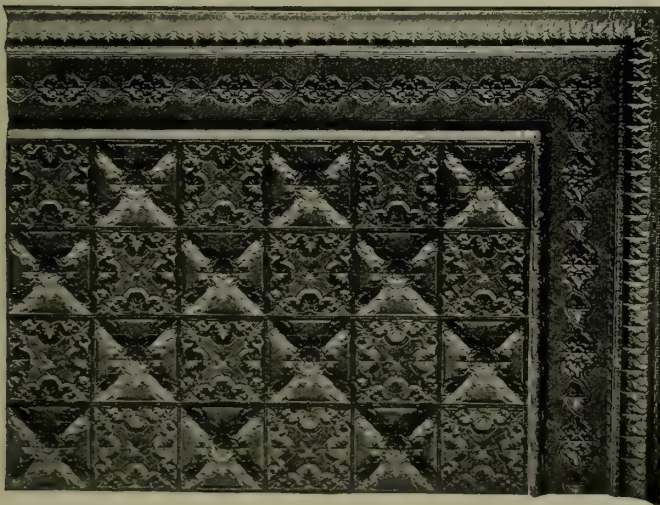
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PLAIN ROUND.

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Crimps outside no obstructions
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Only elbow holding in position with-
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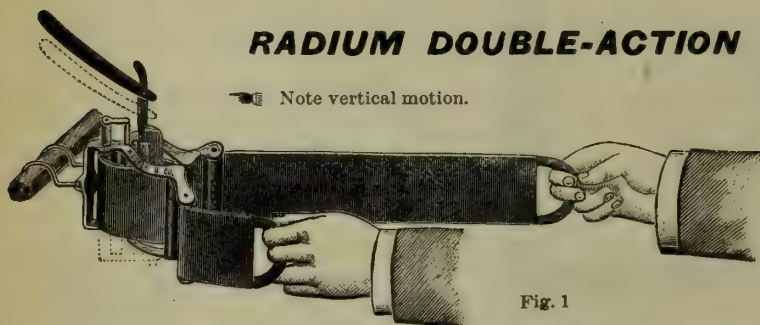


Fig. 1

STROPPING

MACHINE

With the Radium Double-Action Machine, when you pull the strop the razor moves vertically, and the strop laterally (see Figure 1), giving heel to the movement, representing a perfect imitation of the skilled barber's hand.

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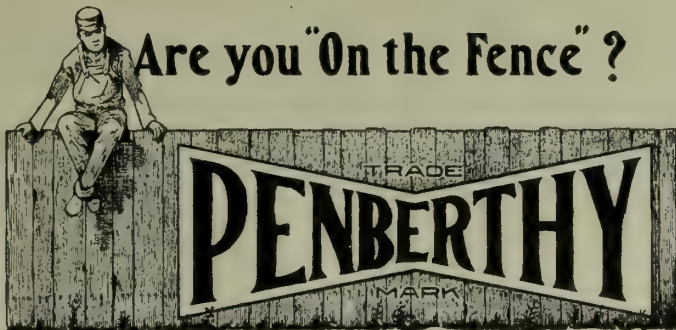
WINNIPEG, MAN.

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Every hardware dealer should stock a line of our goods, they satisfy.

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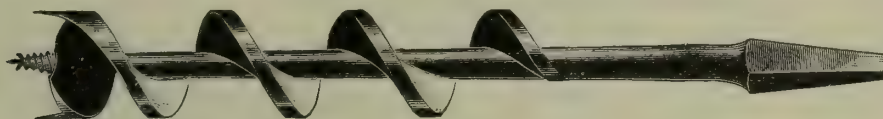
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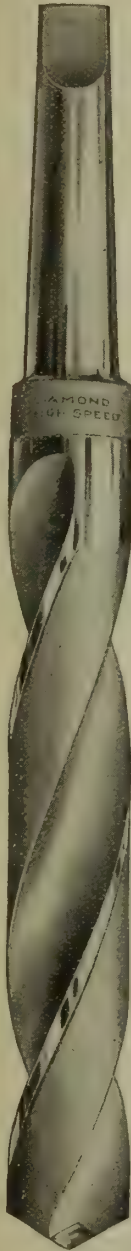
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Canadian Factory and Sales Office



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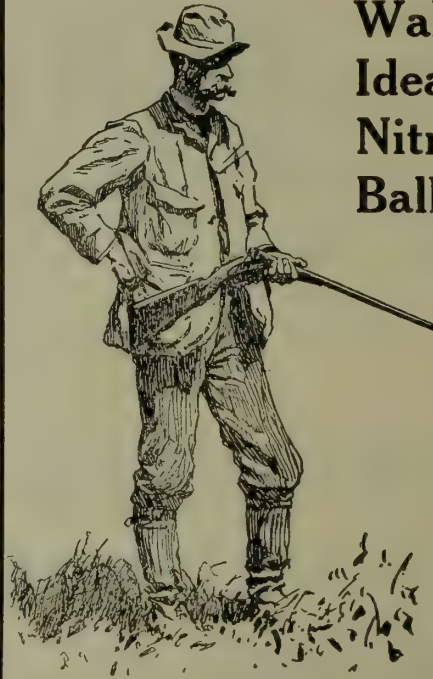
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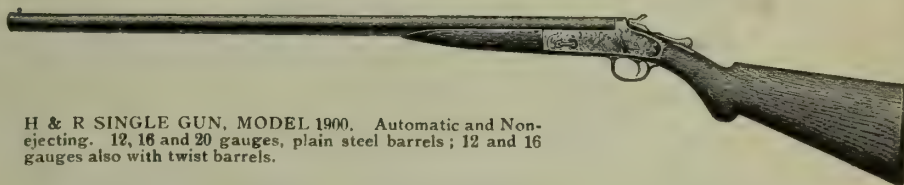
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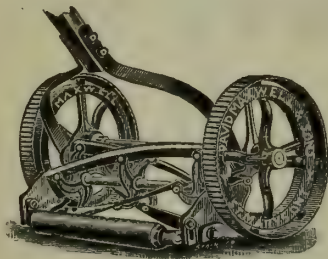
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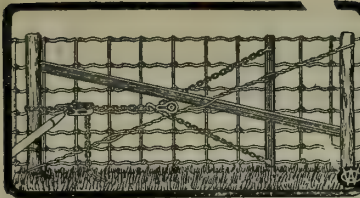


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one of the necessities to a Boom
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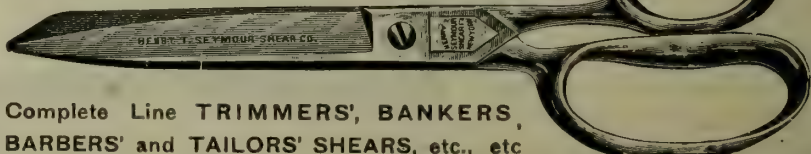
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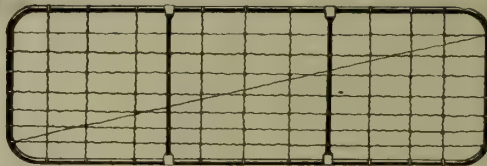
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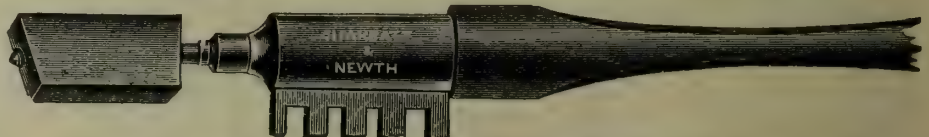
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It will even allow the burning of soft coal in the stove, with good results.

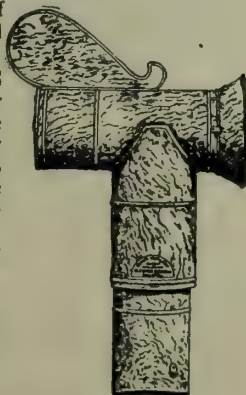
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Yours respectfully,
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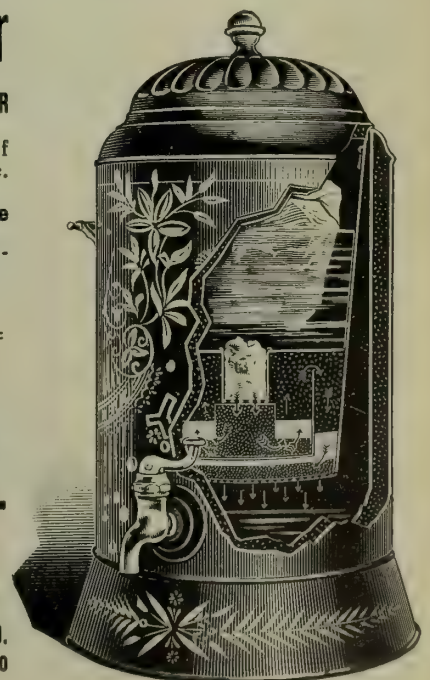
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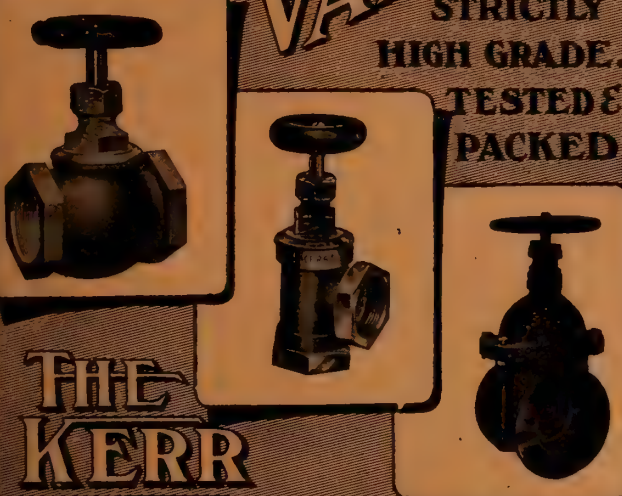
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VOL. XX.

PUBLICATION OFFICE: TORONTO, JULY 11, 1908

NO. 28.

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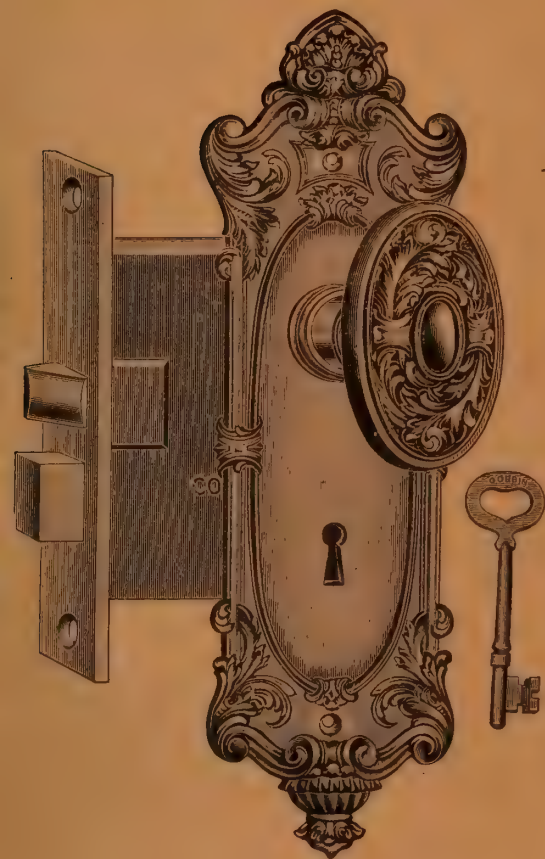
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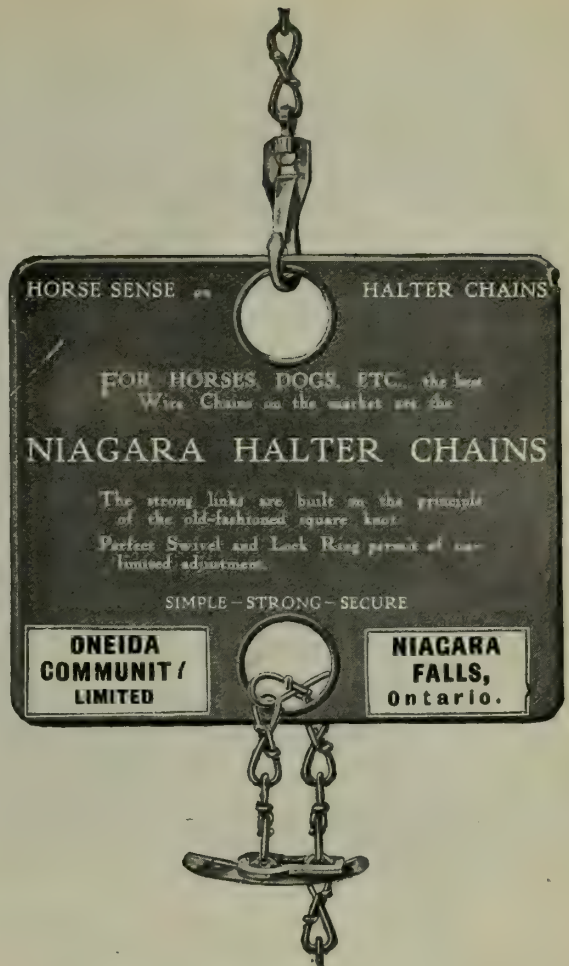
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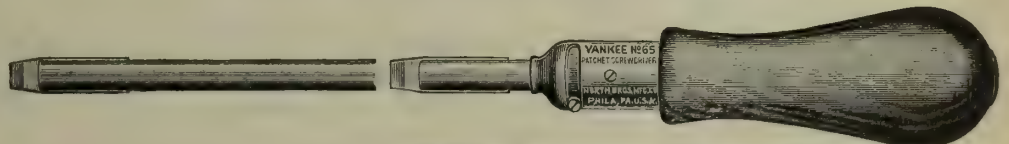
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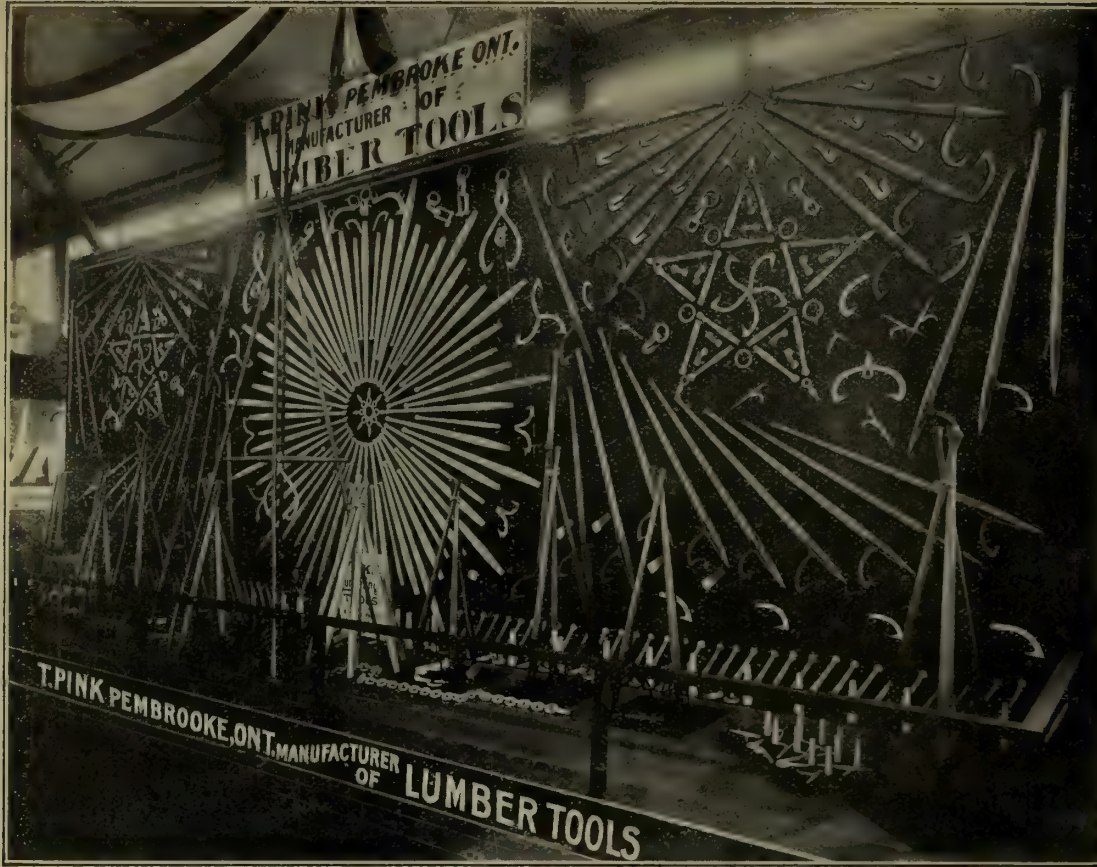


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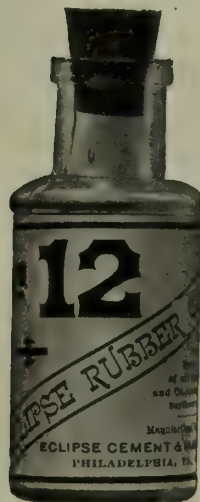
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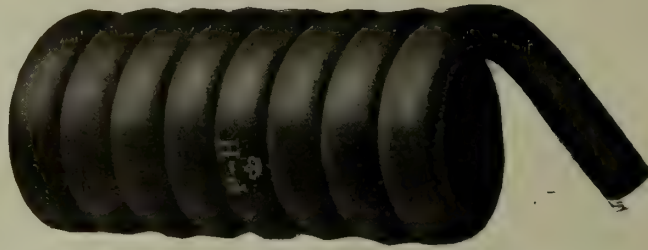
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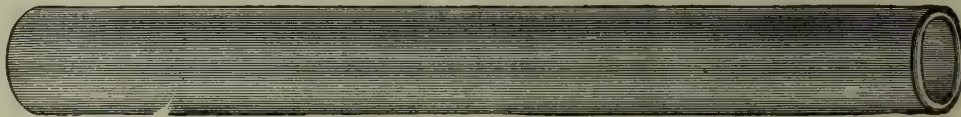
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All sizes, $\frac{1}{4}$ -inch to 8-inch black and $\frac{1}{4}$ -inch to 4-inch galvanized carried in stock.

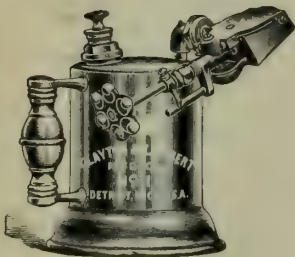
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Size $1\frac{1}{2}$ -inch to 4-inch diameter, 10, 12, 14 and 16-foot in stock.

Prices on application.

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No. 9



No. 31



No. 37

Clayton & Lambert Gasoline Torches are the standard for quality, finish and durability.

Ask us for our prices.

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H. S. HOWLAND, SONS & CO. LIMITED

HARDWARE MERCHANTS

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Wholesale

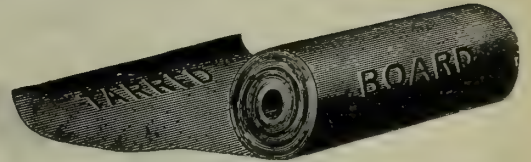
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Wholesale
Only

BUILDING PAPER



No.	Plain	Width	Square feet
2.	Dry Fibre Building Paper	32 in.	400
1.	"	32 "	400
	" Surprise "	32 "	400



No.	Tarred	Width	Square feet
2.	Tarred Fibre Building Paper	32 in.	400
1.	"	32 "	400
	Rosin Size,	32 "	400

Rain Proof, Air Proof, Climate Proof, Water Proof. Every Roll Perfect.

CONGO NEVER-LEAK ROOFING

R

It's proof against water, acids, alkali, climate.
It's a most excellent fire resistant. It is odorless and will not taint water.
Easily and quickly laid by anyone.
Suitable for flat or steep roofs.
Write for Booklet and Sample and learn more about it.
BUCHANAN-FOSTER COMPANY
DREXEL BLDG., PHILADELPHIA, PA.



CONGO NEVER-LEAK ROOFING

We don't compare Congo Ready Roofing with any other kind—it's too far ahead. We just ask you to let us send you a free sample—that will speak for itself.

Congo Roofing is made of a composition that is absolutely waterproof. It resembles rubber in looks and elasticity. It doesn't crack nor dry out. Needs no repairs, painting nor coating for many years. Acids do not affect it—to heat and cold it is alike impervious.

Write to-day for free Sample.
BUCHANAN-FOSTER COMPANY
DREXEL BUILDING PHILADELPHIA, PA.

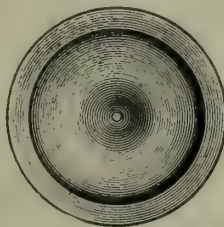
Congo Roofing.

Thickness	Width	Weight of 108 square feet.
1 Ply	36 in.	35 lbs. per Roll.
2 "	36 "	43 "
3 "	36 "	55 "

A roll includes Cement, Caps, and Nails for applying. Each roll contains 108 square feet sufficient to cover 100 square feet and allow for a two-in. lap.



Asbestos Building Paper



Tin Roofing Caps
for Ready Roofing



Roofing
Tarred Ready Roofing, wire edge, with and without caps, nails, and cement.

For Fuller Particulars of Paper see our Hardware Catalogue.

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We Ship Promptly

GRAHAM NAILS ARE THE BEST
Factory—Dufferin Street, Toronto

Our Prices are Right

SEASONABLE GOODS



Raisin Seeder



Rollman Cherry Seeder

For fuller information see our catalogue.

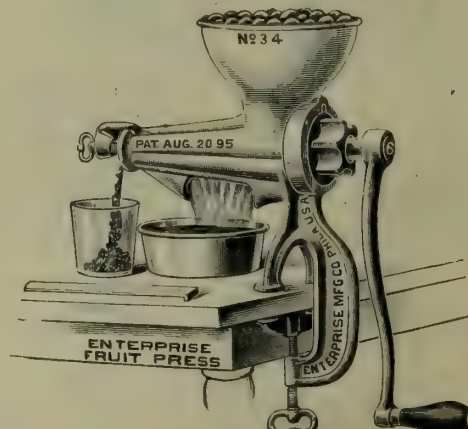


Meat and Fruit Press

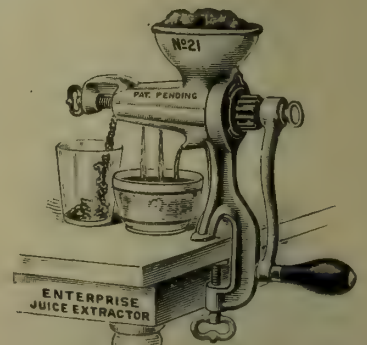
They are all good sellers. Write for prices.



Maslin Kettle



Fruit Press



Enterprise Meat Juice Extractor

Do you carry this line in stock? If not, write us and we will be pleased to quote you our best prices.



FROTHINGHAM & WORKMAN, Ltd.

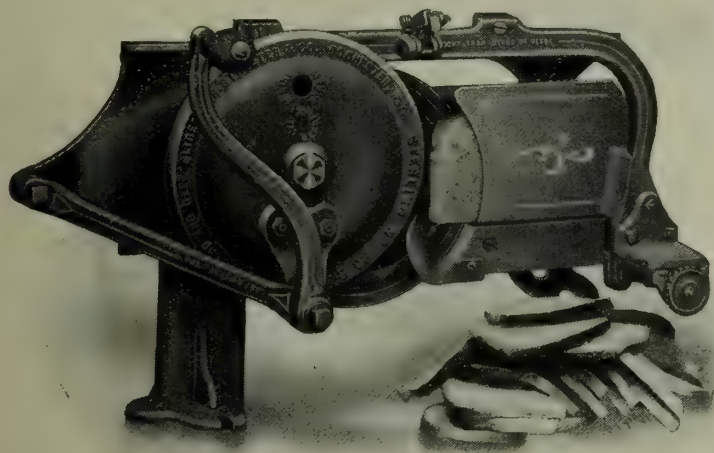
WHOLESALE HARDWARE AND IRON MERCHANTS
MONTREAL, - CANADA



You Can Sell

these machines in your town. Grocers, hotels and restaurants have use for them. They will save them money.

They are the best machines of the kind and will slice anything that requires slicing, bread, beef, bacon, canned meats, sausage, etc.



"Sterling" Slicer No. 50B and No. 70

In their action they are exactly similar to that of drawing a knife across the material to be sliced. The cutting is done by a round blade which revolves rapidly across the face of the food being sliced. In the No. 50B slicer, the cutting edge of the knife travels 38 in., in No. 90 twelve feet.



"Sterling" Slicer No. 90

They are accurately and strongly made, and not liable to get out of order. Many hundreds are in successful use.

This advertisement is worth keeping. You may have call for such articles some day.

Send for Complete Catalogue and Prices.

Caverhill Searmont & Co

Hardware, Iron and Steel

Head Office and Warehouse, MONTREAL. Warehouse at WINNIPEG, MANITOBA.

Showrooms, TORONTO, 77 York St. OTTAWA 111 Sparks Street,
QUEBEC. FRASERVILLE.

Sprays vs Rays



“Wilwear” Make Niagara Spray-a “Novelty”

Read:— This is the first time a lawn sprinkler has been made that will compete with “Old Sol.” The vapor-like spray does not wash away the dirt, drench and expose seeds and roots to the sun, does not upset, no loose or movable parts to get lost or out of order like the whirling sprinklers.

IT WILL LAST A LIFE TIME

Two pieces of heavy brass perforated in “Wilwear” fashion

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Novelty Manufacturing Co.

Specialists in Metal Goods

Waterbury

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The Hobson-Houghton & Co., Limited
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Octagon, Cruciform and Other
Mining Steel, High Speed
and Carron Steel

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MONTREAL

ST. JOHN TORONTO WINNIPEG CALGARY VANCOUVER

Machinery and Supplies

Seasonable Lines



FIG. 395.

WATER COOLERS

Nicely Japanned
in Fancy Colors
and
Attractively Ornamented.
Nickel Plated Tap.
Made
in Six Sizes
2, 3, 4, 6, 10, 15 galls.
Can also be supplied with
Excellent Carbon Filters
in four sizes only
3, 4, 6, 10 galls.

WATERING POTS

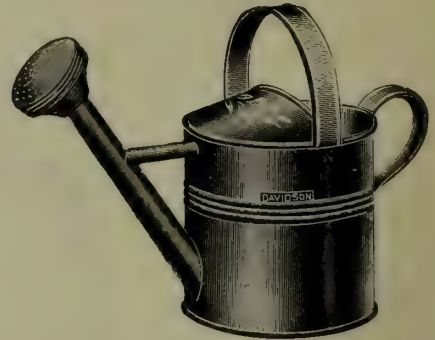


FIG. 397.

Japanned in Bright Green and fitted
with Patent Rose
7 Sizes—Quarts: 1, 2, 3, 6, 10, 14, 16.
GALVANIZED
Strong and made to last.
3 Sizes—Quarts: 10, 16, 20.

WRITE FOR PRICES

The THOS. DAVIDSON M'F'G CO., Ltd., Montreal and Winnipeg

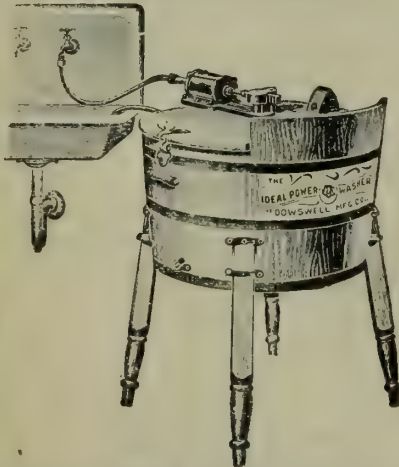
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The machine that runs itself

Their Equal Not Made Yet.

and

The next thing to it



Perfectly Simple and Simply Perfect

The Leaders of a trade winning line of up-to-date and exclusive styles of Washing Machines, Wringers and Churns, of National Reputation, Undisputed Popularity and Superior Quality, that have been extensively advertised and a demand created.

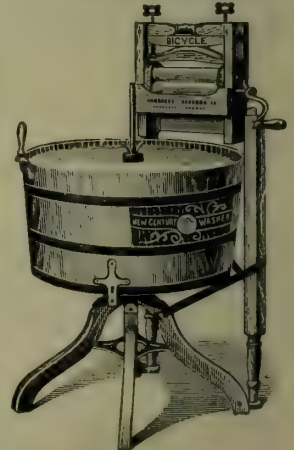
DEALERS

This line is a powerful asset and one you cannot well afford to overlook.

The Dowsell Mfg. Co. Ltd.

HAMILTON, - ONT.

W. L. Haldimand & Son, 36 St. Dizier St., Montreal, Que.
Eastern Agents.



New Construction Style "B"

The Toronto Plate Glass Importing Co., Limited

(HILL & RUTHERFORD, Managing Directors.)

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR AND
ORNAMENTED GLASS.

Works: Don Speedway, also Victoria St.,

TORONTO

DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines. These enquiries come from Wholesalers, Manufacturers and Retail Dealers, who usually intimate they have looked through Hardware and Metal, but cannot find any firm advertising the line in question. In the majority of cases these firms are anxious to secure the information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay them to advertise in larger space.

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P.O. Box 334, TORONTO
Price \$5.00, July Bargain \$1.25. Merchants Trade Only.

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The Hanover Portland Cement Co., Limited,
HANOVER, ONTARIO
Manufacturers of the celebrated
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OF PORTLAND CEMENT.
Prices on application. Prompt shipment.

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Largest Variety.
Tollit, Hand, Electric Power
ARE THE BEST.
Highest Quality Grooming and
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WE MAKE THEM.
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Wiebusch & Hilger, Limited, special New York
representatives, 106-110 Lafayette Street.

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COUNTER CHECK BOOKS
The Carter-Crume
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TORONTO & MONTREAL
We make all styles

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James & Reid Improved Folding Fire Escape and Roof Ladder.
Reasonable in price and of simple construction. Made of 3/8 round, high-grade steel. Sections and hooks 12 inches long.
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NEWMAN'S INVINCIBLE FLOOR SPRING
Will close a door silently against any pressure of wind. Has many working advantages over the ordinary spring, and lasts twice the wear. In use throughout Great Britain and the Colonies. Gives perfect satisfaction. Made only by
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GALVANIZING
Work and Prices Right
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GALVANIZING AND TINNING
The CANADA METAL CO.
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On Admiralty List.
PULLEY BLOCKS AND CARGO GINS.
Large variety of patterns. Single, double, Treble and Snatch. For Hemp or Wire Rope. Fitted with Galvanized or Gun Metal Sheaves, Patent Roller Sheaves, or Patent Self-Oiler Sheaves. Best possible workmanship and quality guaranteed. As supplied to H. M. Government. Also Cargo Gins and Sh. s. Fittings of all kinds.
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GANANOQUE, ONT.

Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Bit Braces, Fellow Plates.

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Will Hold Up a Shelf
That's what a shelf bracket's for. For this purpose there can be NOTHING BETTER, NOTHING CHEAPER than the **BRADLEY STEEL BRACKET.** It is well Japanned, Strong and Light. The saving on freight is a good profit aside from the lower price at which the goods are sold. Order direct or through your jobbers
Atlas Mfg. Co., New Haven.

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GALVANIZED STEEL
WATER BOWLS & STANCHIONS
A new, up to date line
GALV. STEEL THRESHERS TANKS
STREET SPRINKLING TANKS
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Get our prices - they are low!
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[TWEED - ONT.]

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are correctly designed and the blades are bevel rolled from special Self-Hardening Steel. Straight and Offset shaping 7 sizes each. Write for Catalog
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My patent rotary ventilator is backed by a guarantee. It is the best ventilator on the market. Write for particulars, handsome booklets of testimonials and information mailed free.
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Office and Works
17 Pontiac St. - Montreal

WIRE WORK.

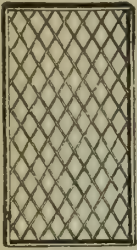
Orescent Wire and Iron Works
KINGSTON, ONT.

We have added a tinning plant, estimates given on Tin Dipped Wire Goods, Refrigerator Shelves, etc., also manufacturers of Wire Guards, Fencing and Railings.

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PARKER WIRE GOODS COMPANY
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General and special Wire Hardware
Write us for prices
New York Office, - 107 Chambers St.

"If It's Made of Wire We Make It"



Let us quote you when in need of
**Wire Cloth, Coal and Gravel Screen-
ing, Window Guards, Spark
Guards and Grille Work.**

We are offering a splendid selling line of
**ORNAMENTAL FENCING AND GARDEN
BORDER**

Illustrated Price List on application.

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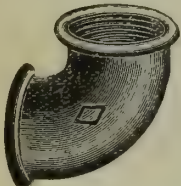
When in the market for these lines, send for
our quotations.

Or better still, send for them now, and keep
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The GROVE CHEMICAL CO., LTD.

ESTABLISHED 1856

Appley Bridge, Wigan, Lancs., England



"Diamond" Brand Fittings

are the kind of fittings which it
pays best to handle. They please
your customers because they are perfect in
material, in threading and finish.

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OSHAWA, CANADA**

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F.O.B. WORKS, HAMILTON. LOAD 1500 LBS., CAR 5 FT. X 6 FT.

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HEAD OFFICE, - TORONTO, ONTARIO



Ford's Auger Bit

is an all round Bit, boring smoothly, and well
suited to the finest work. For many difficult
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a trial, and afterwards you will sell only one line
of high-grade Bits, and that line will be Ford's.

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NONE GENUINE unless bearing the TRADE MARK:



**James Hutton & Company
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Sole Agents for Canada.

ELECTRIC FAN MOTORS

FOR

**Direct or Alternating
Circuits**

are a good side line for hot
weather.

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Canadian General Electric Company Limited

Head Office: Toronto, Ont.

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**The Finest Family
Polish on the
Market**



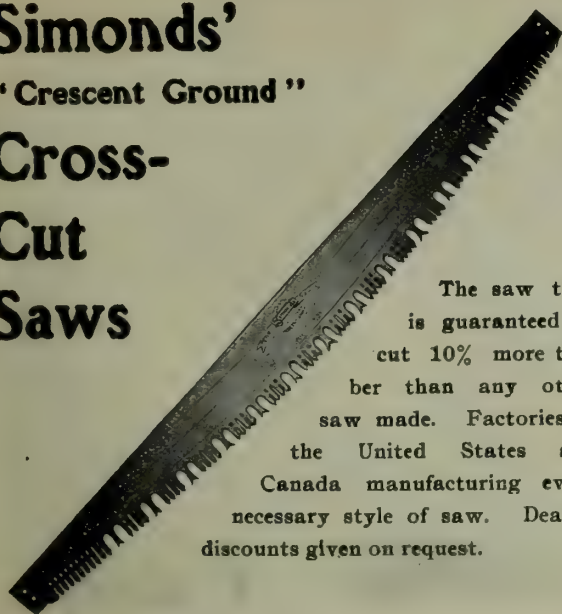
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At Your Jobbers'

Simonds'

"Crescent Ground"

Cross-Cut Saws



The saw that is guaranteed to cut 10% more timber than any other saw made. Factories in the United States and Canada manufacturing every necessary style of saw. Dealers discounts given on request.

Simonds Canada Saw Co.

LIMITED

Montreal, P.Q.

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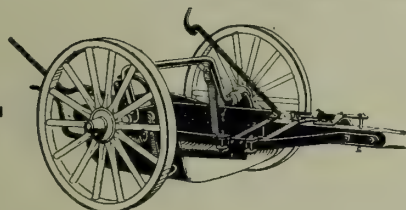
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DISSTON METHOD
of manufacturing

THIS BRAND
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SIXTY-EIGHT YEARS

as a guarantee of Highest
Quality and Efficiency.



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Keystone Saw, Tool, Steel and File Works.

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*Satisfaction
Guaranteed*

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Manila Rope
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Mills: MONTREAL, QUE. HALIFAX, N.S.

Manufacturers of CORDAGE and TWINE of all descriptions,
From

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This Saw is of the general style and shape which carpenters have been accustomed to using for years past. Has a carved apple handle with highly polished sides and edges, making a very pretty Saw. Holds its cutting edge and saws true. Its high quality and even temper are due to the fact that it is **Made of Simonds Steel**. Covered by the broadest Simonds warranty.

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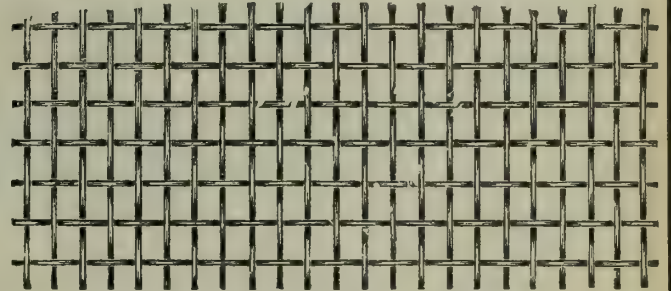
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Barrel Hatchet

Round or Square Head

THE FRUIT SEASON

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Extra thin blade, making them particularly adapted for packing and unpacking fruit boxes.

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Limited

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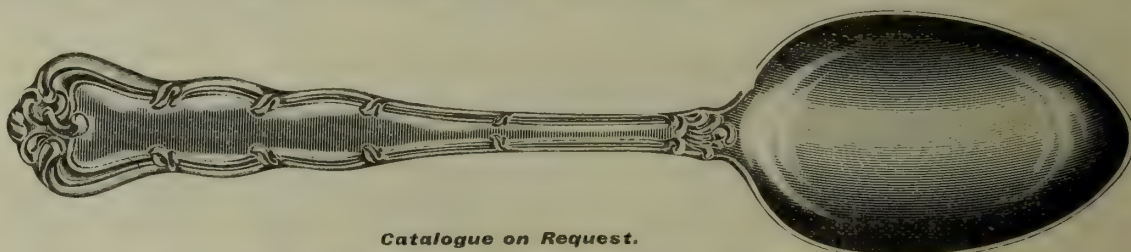
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WALTER MACFARLANE & CO.,
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Hamilton Bridge Works Co., Limited, Hamilton
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WIRE NAILS WOOD SCREWS HAY BALING WIRE

If you want prompt deliveries

"Do it now."



The Standard Goods Are Canada Screw Goods

For Over a Third of a Century

we have been manufacturing

Wood Screws, Wire Nails, Tacks,

Machine Screws ; Iron Brass and Copper Rivets and Burrs ; Staples, Corrugated Fasteners ; Stove, Sink, Tire & Sleigh Shoe Bolts ; Bright Wire Goods ; Wire—Bright, Coppered, Tinned, in coils and cut to lengths, etc.

LOOK FOR OUR TRADE MARK — IT MEANS QUALITY

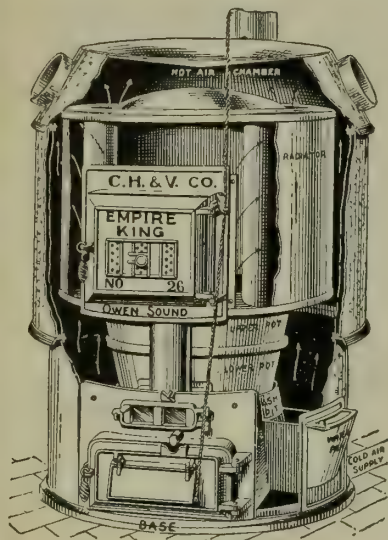
Canada Screw Co., Limited

Toronto

Hamilton

Montreal

Dollars ! Mr. Dealer, Dollars !



The number of greenbacks you can net on it is, after all, the supreme test of the worth-while-ness of any transaction. Mark you, it's the **net profit** that counts, and if you sell a furnace which is complicated or impractical in construction, or which has defective parts, the calls on your time and material for repairs soon eat up most of your profit. So it's no use taking risks. If you just write us we'll send you the proven reasons why the

Empire King Furnace

never disappoints **dealer** or **customer**. The profit you make on **EMPIRE KING** sales stays right with you.

Canadian Heating and Ventilating Co.

Owen Sound, Ontario

Limited

SIDE WALL REGISTERS OF CAPACITY

IMPERIAL SIDE WALL REGISTERS have a greater out-flow capacity than any Register made.

IMPERIAL SIDE WALL REGISTERS take a pipe 2" to 3½" deeper than the studding.

Varying designs for all styles of decoration.

Your trade need not be wearied by the monotony of a single design.

All sizes, shapes and styles of floor and side wall Registers made in Iron, Wrought Steel, Brass and Bronze.

Ferrosteel Company,

-

Cleveland, Ohio

Wrought Steel Registers

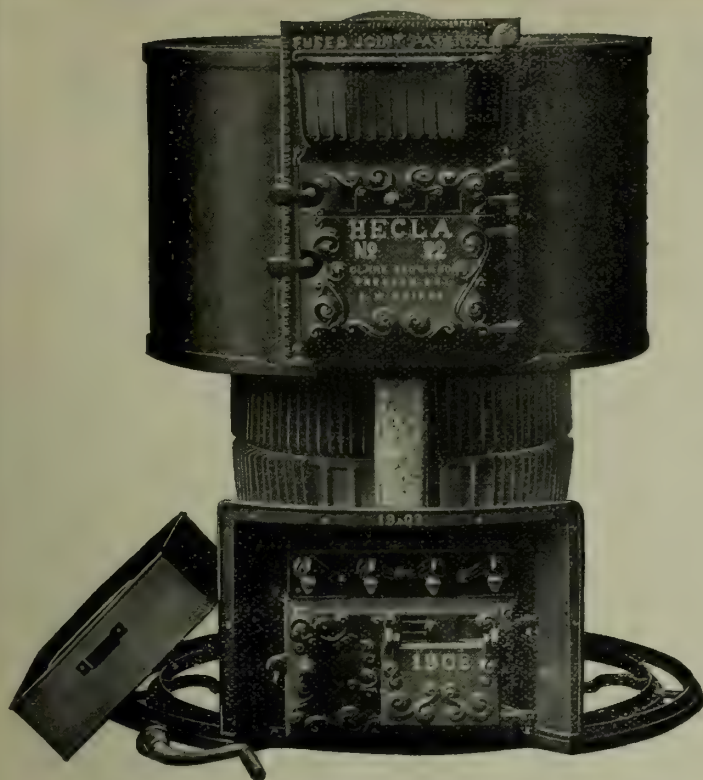
Standard Sizes, All Finishes
Perfect Operating Device
Unusually Large Air Space
For Sale by Leading Jobbers

HART & COOLEY CO.

New Britain, Conn., U.S.A.



H. & C. No. 100



Is your furnace business profitable?

It will be if you sell the **RIGHT** furnace.

That furnace is the **HECLA**. It is the right furnace to handle because it has **EXCLUSIVE** features of construction.

No furnace but the **HECLA** is made with **FUSED JOINTS**.

No furnace but the **HECLA** has **STEEL RIBBED FIRE-POTS**.

STEEL RIBBED FIRE-POTS have **THREE TIMES** as much surface as ordinary cast flanged fire-pots. They save coal and they **NEVER GET RED HOT**.

FUSED JOINTS are **DUST TIGHT, GAS TIGHT, SMOKE TIGHT** and they are **EVERLASTING**.

Your customer can understand and appreciate these advantages. He is willing to **PAY MORE** for such a furnace.

That is why it pays to handle **HECLA FURNACES**.

SEND FOR A CATALOGUE.

CLARE BROS. & CO., Limited
PRESTON, - ONT.

CLARE & BROCKEST, Winnipeg, Man.

CUNNINGHAM & WORTH, Vancouver, B.C.

THE MECHANICS SUPPLY CO., Quebec, Que.

LACKAWANNA FURNACE



BUILT LIKE AN ENGINE AND
WORKS AS PERFECTLY AS ONE

The **Lackawanna** is more easily sold than any other because men of judgment can appreciate its good points of superiority and can realize they will get the full value for their money.

A good horse will sell for more money than a poor one, so will the **Lackawanna**, because the value is there.

BUTTERWORTH & CO.
Limited

OTTAWA - ONT.

LACKAWANNA
A Very Powerful and Economical Furnace

Made in 5 sizes. 18½ in., 23 in., 26 in. and 30 in. firepot

Preserving Specialties

With the preserving season close at hand, and indications pointing to a phenomenal fruit yield, it will be well for you to make up your specification at once. On this page will be found the essentials for the preserving season. Our range of Specialties is both extensive and appropriate.

Lipped Sauce Pans

Canada and Imperial Enamelware

Nos	10	12	14	16	18	
Quarts	$\frac{3}{4}$	1	$1\frac{1}{4}$	2	$2\frac{1}{2}$	
Dim., ins.....	$4\frac{1}{8} \times 2\frac{1}{2}$	$5\frac{1}{2} \times 2\frac{3}{4}$	$6\frac{1}{2} \times 2\frac{3}{4}$	$7\frac{1}{2} \times 3\frac{1}{2}$	$8\frac{1}{2} \times 3\frac{1}{2}$	
Size of Pot Cover..			7	$7\frac{1}{2}$	8	
Nos.....	20	22	24	26	28	30
Quarts.....	3	4	5	6	$7\frac{1}{4}$	10
Dim., ins.....	$8\frac{3}{4} \times 3\frac{3}{4}$	$9\frac{1}{2} \times 4\frac{1}{4}$	$9\frac{1}{2} \times 4\frac{1}{4}$	$10\frac{1}{4} \times 9\frac{1}{4}$	$11\frac{1}{2} \times 5\frac{1}{4}$	$12\frac{1}{2} \times 5\frac{1}{2}$
Size of Pot Cover.....	9	$9\frac{1}{2}$	10	11	$11\frac{1}{2}$	$12\frac{1}{2}$

Covers not supplied unless at extra price.

Nos. 24 and smaller have lips on both sides. Larger sizes have one lip only.

Also made in stamped tinware, sizes, 9, 10, 12, 14, 16, 18, 20, 22, 24, 26, 28, 30.

Lipped Preserving Kettles

Canada and Imperial Enamelware

Nos	16	18	20	22	
Quarts	2	2½	3	4	
Dim., ins.	7½x3½	8½x3¾	8½x3¾	9½x4½	
Size of Pot Cover	7½	8	9	9½	
Nos	24	26	28	30	
Quarts	5	6	7½	10	
Dim., ins.	9½x4¾	10¾x5¼	11½x5½	12½x5½	
Size of Pot Cover	10	11	11½	12½	
Nos	32	34	36	40	50
Quarts	12	14	16	18	30
Dim., ins.	13½x6	14x6½	14½x6½	16½x7	17½x8½
Size of Pot Cover	13½	14	15	16½	17½

Covers not supplied unless at extra price.

Also made in stamped tinware, sizes, 16, 18, 20, 22, 24, 26, 28, 30.

Scoops

Imperial Enamelware

Nos	20	30	40
Length of Bowl, ins.	6 $\frac{1}{2}$	$7\frac{3}{4}$	9

Also made in Stamped and Pieced Tinware

Raisin Seeder "X-Ray"

Positively removes every seed. Simply drop the raisins into the machine, turn the crank and the raisins will come out one side and the seeds out the other. Always adjusted. You cannot use it wrongly.

Fruit Funnels

Imperial Enamelware

Nos	1	2
Diam. of bottom tube, ins.	$1\frac{1}{2}$	2

Also made in Pieced Tinware

Liquid Measures

Imperial Enamelware—Government Stamped

Sizes, pints	$\frac{1}{2}$	1
Sizes, quarts.....	1	2

Also made in Pieced Tinware

Cullenders

Pieced Tinware

"Gem" diam., ins.	$9\frac{1}{2}$
Large, diam., ins.	$11\frac{1}{2}$

Also made in White, Canada and Imperial enamelware and retinned stamped ware

Fruit Presses

Round

"Henis"

Basting Spoons

Retinned Heavy

Length, ins.	10	12
Length, ins.	14	16

Forged—Retinned

Length, ins.	10	12	14	16
--------------	----	----	----	----

Also made in White, Canada and Imperial Enamelware

Mincing Knives

"Sensible"

Can be taken apart for sharpening.

No.	40
-----	----

Steel

No.	77
-----	----

Black Wood Handles. Single and Double Blade

No.	10
No.	21

White Wood Handles With Single and Double Blade

No.	22
No.	33

Paring and Slicing Knives

"Safety"

Flat and Half-Round

Length, ins.	6
--------------	---

"Champion"

The "Champion" pares, slices and cores, and is made of steel and half-round in shape.

Box Graters

Extra Large—No. 10

Fruit Strainers

With Mashers Wire Handles

Diam., ins.	$6\frac{1}{4}$
-------------	----------------

Skimmers

Stamped Ware

Flat Handles—Retinned

Nos	12	13
Inches	$4\frac{7}{8}$	$5\frac{5}{8}$

Black Wood Handles—Retinned

Nos	24	25
Inches	$4\frac{7}{8}$	$5\frac{5}{8}$

Also made in White, Canada and Imperial Enamelware

Bowl Strainers

Extension

No.	2
Diam. of Bowl, ins.	6

Wood Handles

Nos	3	4
Diam., ins.	5	$5\frac{1}{2}$

Wire Handles

Nos	0	1	2
Diam., ins.	4	4	5

Meat Choppers

The "Dana"

Cuts any meat, however sinewy; cuts it all, leaves none to be cleaned out and thrown away. This is due to the effective way in which the spirals on each rotor carry food to cutter.

Sizes

Three rotors furnished with each Food Chopper.

No. 20—Small Family Size—for a very small family. Weight— $3\frac{3}{4}$ lbs. each. Will chop $1\frac{1}{2}$ lbs. per minute.

No. 40—Family Size—for the ordinary sized family. Weight— $4\frac{1}{2}$ lbs. each. Will chop 2 lbs. per minute.

No. 60—For restaurants, etc. Weight—8 lbs. each. Will chop 3 lbs. per minute.

All parts tinned. Each machine packed 1 in a box, 6 in a case.

"National"

Three Sizes of Cutters

Nos	20	30	40
-----	----	----	----

Cutting parts of forged and tempered steel, cuts cleanly and does not mash or grind; cuts meats, raw, or cooked; cuts vegetables, fruits, nuts. No other food cutter cuts meats and vegetables so well.

CUTS

Cabbage, Apples, Carrots, Celery, Potatoes, Onions, Cheese, Corn, Figs, Citron,

and everything else that a chopping knife will cut.

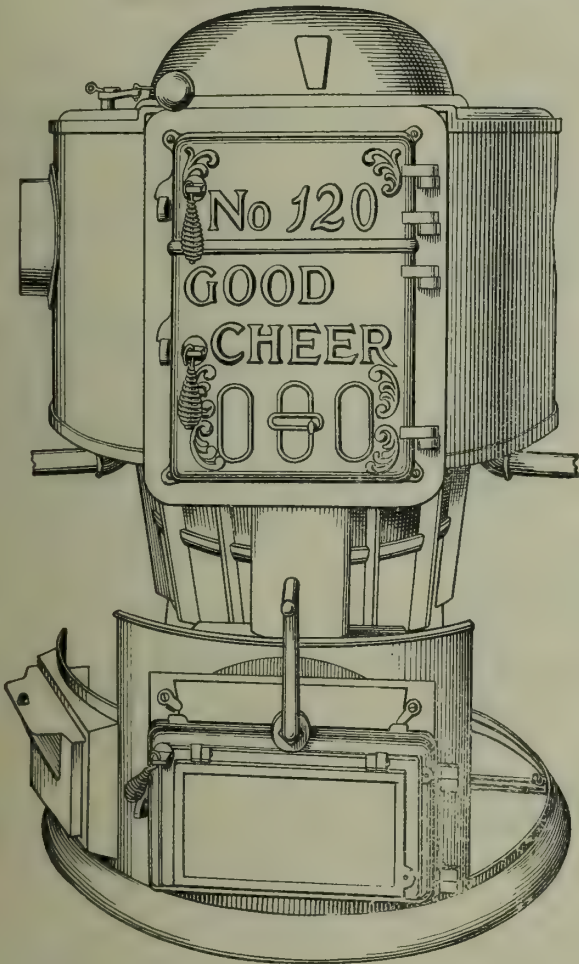
Necessary in preparing materials for hash croquettes, sandwiches, soups or fritters.

ORDER TO-DAY

McClary's

LONDON TORONTO MONTREAL WINNIPEG VANCOUVER ST. JOHN, N.B. HAMILTON CALGARY

“GOOD CHEER” FURNACES



There are no furnaces to-day which offer so much real value in good honest work as these.

Your customer wants the furnace that will give the most heat for the least fuel; one so strong and durable that it will not burn out, but will last for years. A satisfied customer is a mighty good advertiser, and Good Cheer Furnaces must be filling the bill, for dealers who are handling them say that the furnace trade now comes to them without solicitation.

The “Good Cheer” has the necessary weight to make it durable and it also has the constructive features which guarantee efficiency and economy, such as

Cast iron tube radiating principle. Tubes surround fire chambers and form most powerful heat producers.

No sheet steel exposed to direct action of fire, being used only in outside jacket of radiator.

All steel set in genuine cup joints, positively gas and dust tight.

Common sense, positively unblockable and most easily cleaned flues.

Large combustion chamber, affording ample space for combination water heating attachment if required.

Large double feed doors with smoke shield.

Roller grates for either hard or soft coal. Also a wood grate.

Roomy ashpit, waterpan, dust flue, direct draft damper, automatic gas damper and **AIR BLAST FUEL ECONOMIZER.**

Made in 4 sizes, 16, 18, 20 and 24 inch, firepot diameter.

The Jas. Stewart Mfg. Co. Limited

WOODSTOCK, ONT.

Western Branch—JAMES ST., WINNIPEG, MAN.

NICKEL

The Canadian Copper Co.

NICKEL FOR NICKEL STEEL

The Orford Copper Co.

WRITE US FOR
PARTICULARS AND PRICES

General Offices
43 EXCHANGE PLACE
NEW YORK CITY

NOVA SCOTIA STEEL
& COAL CO., Limited
NEW GLASGOW, N.S.

Manufacturers of

FERRONA PIG IRON

and SIEMENS-MARTIN
OPEN HEARTH STEEL

"MIDLAND"

BRAND

FOUNDRY PIG IRON

Made from carefully selected Lake Superior Ores, with Connellsville Coke as Fuel, "Midland" will rival in quality and grading the very best of the imported brands.

Write for Price to Sales Agents

Drummond, McCall & Co.,
or to MONTREAL, QUE.
Canada Iron Furnace Co.,
MIDLAND, ONT. Limited

Jardine Hand Drills New Designs

Get samples of these machines for your show room. They will interest your customers and prove a good investment.

It pays to sell the best Tools.

A. B. JARDINE & CO.
HESPELER - - - ONTARIO

OAKEY'S 'WELLINGTON' KNIFE POLISH

The original and only Genuine
Preparation for Cleaning Cutlery. 6d. and 1s. Canisters

JOHN OAKEY & SONS, Limited

Manufacturers of

Emery, Black Lead, Emery, Glass
and Flint Cloths and Papers, etc.

Wellington Mills, London, England

Agent:

JOHN FORMAN, 644 Craig Street
MONTREAL.

TINPLATES

All made out of the

BEST SIEMEN'S MARTIN STEEL

Brand

Best Coke or Charcoal	"Rhyd"
Good Charcoal	"Edith"
Second Charcoal	"Sawel"
Best Charcoal	"Dryw"

We are ready to offer the Canadian Trade
very best value and finest quality in Tinplates.

Baglan Bay Tinplate Co., Limited

Briton Ferry, South Wales

Please mention above brands in your indents
and inquiries.

Collecting Money

from tardy debtors may be no easy task to you. But we make a specialty of the business. Our work during the year we've been in business has been (and is now) entirely satisfactory to our clients.

Let us collect your overdue accounts.
We can get your money for you.

The Beardwood Agency

313 New York Life Building - MONTREAL

Letters



Numbers

White Enamelled, Solid Brass
and Boston "Brilliant"
Letters and Numbers

Enamelled Iron Signs

Write for Prices

J. E. RICHARDSON & CO.
18 Victoria St. - TORONTO
Phone Main 7363



CANADIAN ORNAMENTAL IRON CO.
SPECIALTY - - - IRON FENCES.
35 YONGE ST. ARCADE.
TORONTO.

THE OPPORTUNE MOMENT

"If your tailor should call on you just when you had decided that your clothes looked shabby, he would have an extra good chance of an order; if a book agent should offer you a pocket dictionary, just at a moment when you were wondering how to spell 'embarrassment,' he would probably land you.

"The best time to put your claims before a consumer is when his mind is already interested in the subject,"

Clerks and Hardware Dealers read Hardware and Metal each week looking for just such opportunities and business chances as you have to offer. If you have any proposition for men in the Hardware business try a "Want Ad." and you will be surprised at the results.

Rates 2c. per word for first inser'n
1c. " " subsequent "
5c. additional each insertion
for box number.

Buy the Best.



HERCULES

Sash Cord.

Star Brand Cotton Rope
Star Brand Cotton Clothes Lines
Star Brand Cotton Twine

For Sale by all Wholesale Dealers.

ALEXANDER GIBB

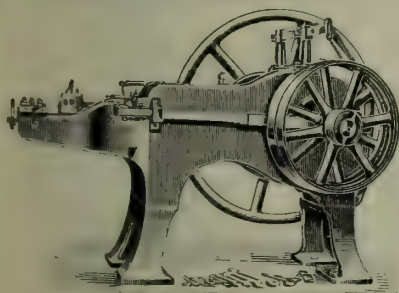
Manufacturers' Agent and Metal Broker,
13 St. John Street, Montreal

Representing Canadian, British and American
Manufacturers. Correspondence invited from
firms wishing to be represented.

Ridgeway's Collecting Agency
11 St. Sacrament Street, Montreal

Established 1880

Has the confidence and patronage of the banks
and leading merchants such as Forbes Bros.,
S. J. Carter & Co., John Robertson & Son.
Overdue claims collected everywhere, no
collection, no charge. Tel. Main 1677.



Rivet Machine

ED. BRAND ENGINEER,

THE Wire Working Machinery Specialist
35, Shakespeare Street, MANCHESTER, England.

Every description of the most modern and
complete Machinery for Wire Drawing, Netting,
Weaving.

Improved Automatic Machinery for making
Barb Wire, Quadrangular-mesh Netting,
Staples, Wire Nails, Rivets, Wood Screws, Wire
Mattresses, Foot Mats, Cotter Pins, Electric
Welded Steel Chains, Furniture Springs, Pins,
&c., &c.

Plants working in all parts of the world.
Experience extending over many years in the
Wire Trade.

CORRESPONDENCE SOLICITED
Mention Hardware and Metal when writing.

When writing advertisers kindly
mention having seen the advertise-
ment in this paper.

Lowest Prices

We can give you a closer price on Emery and
Corundum Seythe Stones, Razor Hones, Knife
Sharpeners, Axe and Slip Stones, Grinding
Wheels, etc., than you can get on imported
goods. Moreover, when you buy from us you
don't have to pay duty or to put up with Custom
House fuss. The quality of our goods is the
very highest obtainable.

Write for Catalogue To-day!



Canadian Hart Wheels, Limited

440 Barton St. East, Hamilton, Ont.

Operating { CANADIAN CORUNDUM WHEEL COMPANY, Limited
HART CORUNDUM WHEEL COMPANY, Limited

**BAR
IRON**



The Large Quantities

of bar iron turned out in our
mills enable us to quote par-
ticularly close prices. More-
over, London Bar Iron is very
high in quality. Lots of our
customers claim that it is practi-
cally perfect in quality.

Let us quote prices to you!

**LONDON ROLLING MILL
CO., LIMITED.
LONDON - CANADA**

STANDARD CHAIN COMPANY of CANADA, LIMITED
SARNIA, ONTARIO



COIL, RAILROAD, LOGGING, DREDGE, STEAM SHOVEL, WAGGON and BRIGHT CHAIN of all kinds.

Write for prices

EVERYTHING IN WELDED CHAIN.

Prompt shipment.

Selling Agent: ALEXANDER GIBB, 13 St. John St., MONTREAL

THE MORRIS & BAILEY STEEL CO.
PITTSBURG, PA.

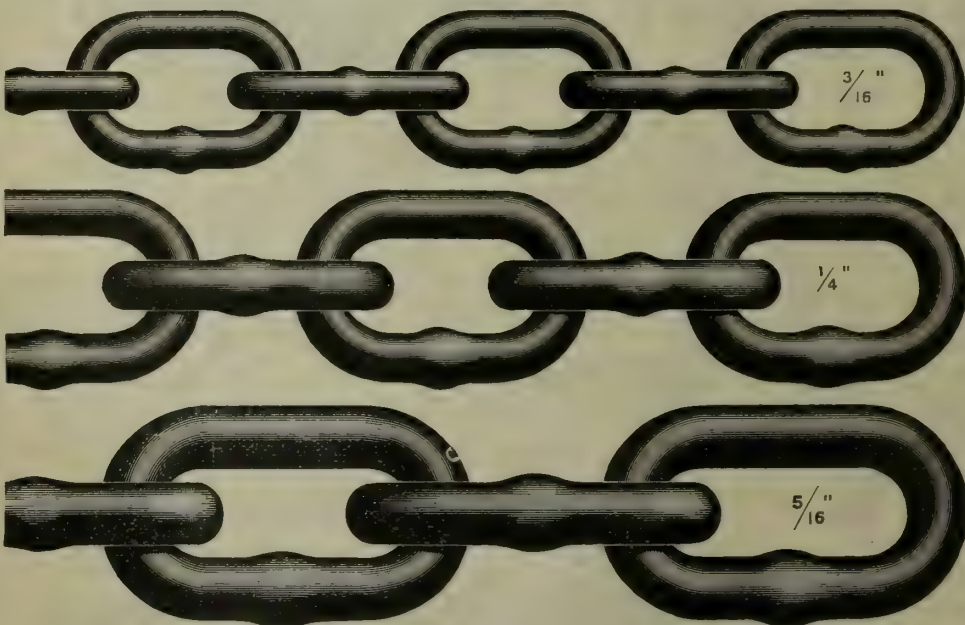
Manufacturers of

COLD ROLLED STRIP STEEL

For Deep Drawing, Blanking, Forming, all kinds of Bending. Has Bright Finish for Nickel Plating, Rolled accurate to Gauge. Made in all tempers and in any thickness from .002" to .250".

McKINNON

Electric Welded Coil Chain



Design Patented

Notice the

SWELLED WELD

We guarantee our Electric Welded Common Chain of any stated size to pull more than one size larger of any other make of common chain. Our BB and BBB qualities are similarly guaranteed.

See that you get the **SWELLED-WELD.**

Cuts Exact to Size

McKinnon Chain Works

**ST. CATHARINES
ONT.**

FLAT BRIGHT

COLD ROLLED STEEL

We can supply flat Bright Cold Rolled bessemer steel, coppered, tinned or galvanized, in coil, or cut to any desired lengths, to the most exacting specifications, and guarantee to produce a perfectly true and homogeneous steel, free from all surface defections, suitable for fine plating work, made in five styles of edges and seven classes of tempers, from the hardest for facings, to the softest for difficult cuppings.

Your Enquiries Solicited.

UNITED STATES STEEL PRODUCTS EXPORT CO.,
MONTREAL

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Fishing for Trade
With **J.M.T. Bait**

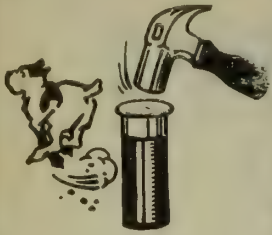
J.M.T. Brass Goods is a good line to handle. Years of Practical Service have proved their **DURABILITY** and **EFFICIENCY**. In handling J.M.T. goods you have the satisfaction of knowing that you are supplying your trade with the best of their kind.

THE **JAS. MORRISON BRASS MFG. CO., Limited, TORONTO**
93-97 ADELAIDE STREET WEST



A Few J.M.T. Specialties





*Our Daily Paper
Ads. Help Retail-
ers. Write to us.*

MR. DEALER,—

Our advertisement is here to attract **YOU**.

Our advertising runs daily in your home paper (in **ALL** leading Canadian papers) to attract the sportsman—your customer.

We know there is a great and a steadily increasing demand for

DOMINION AMMUNITION

We know that this demand is based upon the fact that right here in Canada we are making the best ammunition in the world for all guns.

Our price is the right price for the best. There is no duty to pay.

We believe in co-operating with the dealer. Will you co-operate with us—for more trade and fair profits?

Write to us for details.

Dominion Cartridges (Sure Fire)	Regal Shells (Ballistite Dense) (Smokeless Powder)	Sovereign Shells (Empire Bulk Smoke- less Powder)	Crown Shells (Best Black Powder)
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Dominion Cartridge Co.
Limited
MONTREAL



*Our Daily Paper
Ads. Help Retail-
ers. Write to us.*



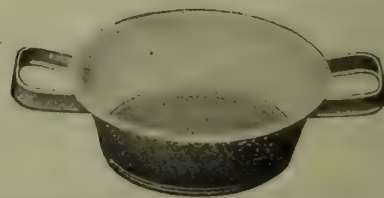
Kemp's Soup or Jelly Strainers

Tinned Wire Bottoms



NO. 1.

With round Sauce Pan Handle.



NO. 4.

With Side Handles.

An indispensable kitchen utensil, meeting the numerous wants of the Culinary Department.
Be sure and have them in stock for the fruit season.

Inches— $6\frac{7}{8}$ x $2\frac{1}{4}$.

Per Dozen, \$5.50.

Case Lots, 12 Dozen.

WRITE FOR DISCOUNT

KEMP MANUFACTURING CO.

CORNER GERRARD AND RIVER STREETS,

TORONTO, CANADA

THE KEMP MFG. AND METAL CO., LIMITED
111 LOMBARD STREET, WINNIPEG, MAN.

THE KEMP MFG. CO. OF MONTREAL
39 ST. ANTOINE STREET, MONTREAL, QUE.

Retail Hardware Association News

Government C.O.D. System for Great Britain—Advantages of Rural Life Over That of the City—Duped by Swindlers.

WHAT IS BEHIND THIS?

A despatch from London, Eng., states that the British Postmaster-General has been in negotiation with certain colonies and dependencies for the establishment of a mutual cash on delivery system; the object being to increase the facilities for trade in small articles within the Empire.

Under this system, which was brought into operation on June 1, between the United Kingdom and Egypt, Malta, Cyprus, and the British post offices at Constantinople, Tangier, and elsewhere, goods can be posted from Gt. Britain and the money collected for the vendor by the post office at their destination and vice versa.

The new procedure will be that the vendor will fill in a form and pay a special fee of 2d on taking his packet to the post office, where he will be given a certificate of posting, which he ultimately restores on receiving his cash. The post office will collect from the addressee the value stated on the form, and remit it by money order or postal order to the vendor after deducting commission on the order.

It has also been announced that a reduced parcels post rate will be put in force between Great Britain and the United States shortly.

In view of the attempt to establish a parcels post c.o.d. system in Canada a year ago in the interests of the large mail order houses, and also the attempt during the past year to secure special legislation for co-operative companies it looks as though influence is being brought to bear on the different Governments by a syndicate of capitalists whose headquarters are in England, but whose field of operation is international.

It is known that English capital is behind the effort to secure the special legislation for the co-operative stores (with the Governor-General and several M.P.'s and Government officials also interested) and it is reasonable to surmise that the special parcels post legislation is being advocated by similar interests.

Canadian merchants generally must perfect their trade organizations and be prepared to protect their interests when the next onslaught is made in Parliament. The failure to secure the parcels post and co-operative legislation will not end the fight by any means. So organize and be prepared.

BACK TO THE FARM.

"Back to the farm" is the slogan which should be exploited in every section of the country to-day. It is important to the life of the nation that a propaganda in the interests of the cultivation of the soil be started. Coupled with the idea that there should be set on foot a movement in the interest of repopulating the farms, is the thought that farm life should be made more in-

viting. There is no question about the advantages of rural life. However, the attractiveness of the city glamor is winning the boys from the farms by the thousands. Here they are massed together, and in the densest places it is claimed that about half of the population lives to maturity. Babies die like flies and want is spelled on many countenances. The child who is hemmed in by high brick walls, who has only the cobblestone to play on, who goes swimming in the brickyard ponds and is chased by the police, has not an equal chance in the struggle for existence with the child who washes his feet in the early morning dew of the pasture, who knows the breath of the lilac and the rustle of the autumn leaves, who gets up with the lark and goes to bed with the whip-poor-will, and who through the long, hot summer months daily visits the "old swimmin' hole." Bring the boys



GEORGE BLAKELY,

Of T. J. Trapp & Co., New Westminster, Executive Member, British Columbia Hardware Dealers' Association.

back to the open air, where they may be brought up in the middle of a forty-acre field and where they have to go forty rods to get a fence to lean on and they will then stand on their feet for the rest of their lives. A noted St. Louis philanthropist, it is said, has long maintained a standing offer to the unemployed of St. Louis, to furnish any family who will accept it, what land they can cultivate—already cleared and fenced, with a house, a horse and a cow—free for one year. After that they need only pay for reasonable wear and tear on what is perishable. This offer has no takers. The city man, it seems, is

afraid of a shadow which is not cast within city walls. Surely the person who will starve in the city, when he can live fine in the country, is unworthy of sympathy or charity.

To the average city dweller the word "farmer" presents a mental picture of an ungainly, blue jean individual, with ridiculous whiskers and an insatiable desire to buy a gold brick or other phony packages. The farmer may at one time have been all he is still thought to be by people who don't know him, but just now he is the man with the money and the shrewd business men of the country have discovered the fact and are endeavoring to separate him from it by giving in exchange some of the luxuries such as "city folks" enjoy. For instance, farmers are buying automobiles, pianos and organs, and are sending their sons and daughters to colleges. The modern farmer is not opposed to, but on the other hand, really favors, new ideas and methods. They are not confining their purchases to automobiles and pianos in their efforts to distribute the money that has been flowing into their hands for some time past. They are buying gasoline engines to pump water, grind feed and to furnish power for other purposes. Already they have over two million telephones, or one-quarter of all in the United States. The farmer paints his barn every other year and sprinkles the lawn regularly since he has a gas engine. He is promoting the movement for better roads and of scientific agriculture. The demand for graduates from the agricultural colleges is now greater than the supply. Scientific agriculture is in its infancy. Within the next few years it will enjoy a wonderful growth. It is estimated that about eighty per cent. of the graduates from the agricultural schools return to the farms. An investigation of the salaries of graduates in some twenty colleges made recently, showed that there were some of them earning ten thousand dollars a year as managers of farms and that the average annual earnings of the graduates was sixteen hundred dollars a year. Truly the farmer's position is an enviable one.

A SWINDLING SCHEME.

Several department stores in Newark, N.J., were recently swindled out of large sums of money by a pair of clever sharpers. Their method was to secure the name of a customer who had a charge account at the store, after which one of the men would call at the store and from the bill clerk secure an itemized account of the customer's indebtedness. Later the other man visited the store for the purpose of paying the bill and presented a check largely in excess of the amount due and secured the difference in currency. The checks, of course, were forgeries.

"Men Who Sell Things"

The Sky-rocket Versus the Wear-well Type of Salesman—The Sales Manager Accepts a Large Amount of Responsibility—A Story of the Calming Down of One "Sky-rocket" Man—Learn to Know Yourself as Well as Your Business.

By Walter D. Moody—Serial rights for Canada purchased by the MacLean Publishing Co. from the publishers, A. McClurg & Co., Chicago.

(CHAPTER VIII—Continued.)

"Not by the force of capital, but by having money drawer and counting desk and counter and shelves all full of good temper, they rose in society, until today Merryman & Warmgrasp have one of the largest stores, and the most elegant show windows, and the finest carriages, and the prettiest wives in all the town of Shuttleford."

Many a salesman has gone down under his temper. They usually begin by pluming themselves with the idea that their firm does not expect its men to make doormats of themselves for crusty customers to wipe their feet on. That is a greatly over-worked idea with those who have a short hold on their tempers. They end with kicking themselves out of that very firm and the good graces of their trade, because they are continually going about with chips on their shoulders, looking for trouble.

How the Tide Comes in.

People who have never seen the tide come in at the ocean beach do not understand it.

Like the development of a bad temper, the waves creep slowly up at first and then recede. "The tide is going out," says one; "the sea is going down." Ere it is gone another wave comes. This time it reaches a higher point; but it recedes again, and he says: "Surely the tide is going out, and the sea is going down." Again a wave rolls in; this time it comes higher, and presently the tide is full.

So with the advance of an ungoverned temper—its baneful influence engulfs and destroys every chance the salesman ever had to become a power in his profession.

Someone has said, "A melancholy musician may compose a Dead March, and make harp weep and organ wail; but he will not master a Battle March, or with that grand instrument, the organ, storm the castles of the soul as with flying artillery of light and love and joy, until the organ pipes seem filled with a thousand hosannas."

When a salesman boils over quickly, you soon find out what is in him.

Show courtesy to others, not because they are gentlemen, but because you are one.

CHAPTER IX.

The Sky-Rocket Salesman.

A salesman who seeks to establish himself on a good footing by unfair means is soon spotted by his trade and by his fellow-salesmen. He loses the confidence of the first and the friendship of the latter. He is not a salesman, but a bribe-giver, or something worse.

Nearly every phase of salesmanship has been made an exhaustive subject of

discussion at some time or other, but all too little has been said or written concerning the wear-well salesman. Just here, however, while we are attempting a description of the negative types, the sky-rocket looms up as the opposite of the wear-well class, those who serve as beacon-lights along the shore of salesmanship.

The mariner attempting to guide his ship safely into harbor on a dark and stormy night would become hopelessly lost in his bearings with nothing but sky-rockets to beckon him into naven. The steady glare of the trusty light on the rocky point is his one hope.

Sky-rockets are used at sea as signals of distress to attract the attention of passing ships or of the life-saving station, to their helpless condition.

The sky-rocket salesman is ever a signal of distress, causing much concern to the unfortunate house with which he is connected. A flash in the pan; a streak of light; an outburst of sparks; a thin line of smoke marking its meteoric course; a smell as of something burning—and all is over but the drop of the stick; and who can predict where that will alight?

With a crash and a thud his presence is announced among the list of "also rans," whose breakdown on the course prevented his finishing the race. Happily this type of salesman is gradually disappearing, thanks to the exacting business methods of the present strenuous day.

But the occasional flash of the sky-rocket on the horizon of professional salesmanship is sufficient cause for reflection to the sales manager, suggesting the necessity of pointing out the true way to ultimate success, which is possible only by sure-footed methods, infinite patience, undaunted courage, and unblemished integrity.

Even when a salesman understands his line thoroughly and knows how trade conditions stand, much depends on the personal qualities he brings into play when interviewing people.

Selling goods of even the highest class is arduous work. The salesman must see that he brings to his task the necessary strength of character. In no other line of business is a man so quickly reduced to his right level as in salesmanship. He cannot live for long on a false plane.

Correct Estimate Necessary.

In brief, salesmanship is a profession that finds room for all kinds of minds. But a man ought not to rate himself too highly at first. When he succeeds in a small way, he assuredly will be asked to fill more important positions.

It is rarely the case that the sky-rocket salesman is designedly unprofessional in his methods. He is by nature oftener imprudent, or unacquainted with the characteristics of the finished salesman, which are produced only in the

school of human endeavor taught by master results.

Again, he may be the victim of bad training, the result of unrestricted latitude in business-getting.

It is a regrettable fact that some employers are not very scrupulous and exacting as to the ways and means employed by their salesmen, so long as orders are forthcoming.

They wink at the means, satisfying their consciences with the fallacious saying that, fair or foul, it is justified by the end.

Houses that tolerate such methods, though they do not actually encourage them, generally find themselves victimized by their own men. Sooner or later either the sheriff or the receiver takes charge, leaving the unfortunate salesman to drift into other pursuits, or perchance find his way into the sales force of a competitive institution, where for the first time in his career he is given a real introduction to legitimate high-grade selling and merchandising methods.

Here the work of the resourceful sales manager is put to a true test. If the subject over which he labors possesses in any degree the rudiments necessary to the making of a successful salesman, the make-over process of true selling education, based on knowledge, character, and honesty, begins.

The reward for time thus expended affords a peculiar sense of gratification to the manager and his house; and to the salesman unbounded happiness and true-blue loyalty on being won over to a sphere of genuine usefulness to himself and others.

The disaster that may be expected to result from bad training in salesmen is exemplified in the experience of a competitor of our firm. The proprietor of that house was a pioneer in the business, and made considerable money in his day. Being an old man, however, he could not adjust himself to modern methods. Competition became too strong for him, and he was finally forced into bankruptcy. The business was taken over by his son, who secured enough money from his wife's people to settle his father's indebtedness at about 25 cents on the dollar. The younger man possessed some of his father's peculiarities, which bordered on the lack of principle. His remaining assets were in the nature of a college education that he did not seem to know what to do with, and a skimmed-milk knowledge of the business.

Office Chair Management.

In spite of these handicaps, he surrounded himself with a fairly capable staff of salesmen, and he really had a working chance to make a success of his undertaking. He started in to manage his business from an office chair, and that kind of management soon runs its course. Like the foolish man who

turns on the light to look for a burglar, he stood out boldly in the glare of his unpractical methods, while his salesmen worked out his ruin, doing about as they pleased, secure in the shadow of their graft. Those of the men who had been upright soon lapsed into careless indifference. Others robbed their employer under his very nose, with little fear of prosecution, because he was in such bad financial straits that he did not dare to make a move. In three years ruin and disgrace fell upon that house, and it was again forced out of business, this time for good.

By no means are all sky-rocket salesmen worth the effort to save them, but this can be determined only by giving each a fair chance.

The trying-out process will usually demonstrate that they possess marked salesmanship ability, which is susceptible of high culture under the right tutorage.

To harness their enthusiasm with judgment, create in them singleness of purpose, impregnate their selling-talk with logical, honest arguments, and endow them with wear-well qualities requires patience; but all this is possible of accomplishment under a firm hand.

Is it worth while?

Certainly. The best salesmen any house ever employed are secured in this way; but there must be a good foundation to build on. The trouble is, many employers will not be bothered with this class. As soon as they discover their weaknesses, out the weaklings go. And what comes then? Order-takers, perhaps, to fill their places.

Give me enthusiasm—even though perverted—rather than indolence.

Now, let us see how it works out.

A sky-rocket salesman once secured a position with my house on the recommendation of one of our old travelers who knew him by reputation as being a good man. And right here let me emphasize the fact that there is a vast difference between reputation and ability or character. "Character is what a man is; reputation is what he seems to be."

We fixed up a territory for our new man and started him out with our hopes keyed up to the last peg.

Our confidence was shaken by a letter received before he had been out a week. He advised us, on making a certain town, that the only merchant to whom we would pass credit was trading at a neighboring house, concluding his statement with a request to send the merchant a letter under plain envelope, addressed in care of our competitor, inviting him to call and inspect our line while in the city.

We replied that we considered his request a breach of business ethics, and that our policy did not countenance such procedure adding a few side-lights on legitimate, clean-cut, above-board selling methods.

His first trip ended with a gratifying showing in sales as indicated on the surface, and our hopes in him seemed in a fair way to be realized.

"Sky-rocket" Methods.

A little later, however, goods were returned from every section of his territory, with the statements, "Not ordered," or "Ordered on approval; if not satisfactory to be returned." These claims for credit were accompanied by claims for express charges, extra discounts, and all manner of things not

quite consistent with fixed deals. Mr. Sky-rocket had promised to do thus and so, his customers wrote, but investigation of the order sheets sent in failed in every instance to discover any record of these 'special' arrangements. We were continually being placed in the embarrassing position of pitting the word of our salesman against that of his customers.

We began to realize that our prize package contained a sky-rocket, but, on the whole, enough goods "stuck" to convince us that we really had a good man provided he could be made over to do business our way. We lost no opportunity of taking him vigorously to task. We gave him to understand how we wished him to govern himself in the discharge of our affairs.

Gradually a little improvement was noticed. Complaints became less frequent and his sales continued to increase; but at best he was nervous. He got mad at little "cropy" customers because they did not buy enough goods to suit him; then he would vary the programme by writing in that this or that line was not up to the standard. When he had exhausted his regular line of specialties, he would wrangle about his expense account. He was always "out" in making a settlement to the house, notwithstanding that it was expressly understood from the beginning that his daily allowance was not to exceed a stipulated amount.

Training that man was more like an experience in fitting two lengths of stove-pipe than anything I have ever undertaken. As soon as one side was nicely adjusted it would bulge out on the other. If you have ever done any stove-pipe fitting, you know that it is the most exasperating work that man was ever engaged in. Finally, with the aid of many heart-to-heart talks, we convinced him that there was but one way in which he could ever hope to build a safe and sound career; that he would never again have so good a chance to make the best of his opportunities in life; that if he failed to make good with us, the crisis in his business career would have been reached, then would come the re-action in a down-grade pace that all the influence in the world could not check.

The turning-point came at last, and with it the admission from Mr. Sky-rocket that it was indeed a revelation to him to see the manner in which our business was conducted, his great regret being that he had been deprived of such training earlier in life.

His territory, which was generally hated, was in "the enemy's country." Under the new life that our made-over salesman gave it, however, it developed into one of the best selling-assets of the house.

The salesman who secures patronage for the moment by over-colored propositions and loosely fixed principles does no lasting harm to either his trade or his house. He merely fools himself.

If Mr. Sky-rocket will stop cheating himself and look honestly into his career he can read there pretty accurately what is going to happen to him.

And best of all, not only can he foretell his own business fortune, but he can control it, if he will be guided and warned by the weaknesses written on the pages of his own personality.

Don't say, "I'm just as good a salesman as So-and-so." I know lots of people who might well investigate their

own characters. When you retire for the night look into your own methods, study your own weaknesses. Tell yourself truthfully just where you fell down on this or that transaction, and follow along the lines of your misconduct to the inevitable end. If you are the least bit of a philosopher, you can see that the end will be failure and discharge, unless you are sincere, and mean to be guided by what you see in your character study.

Make a new and determined effort to put yourself under the sort of control that leads to riches and honor.

The young man going out on the road for the first time, if he is made of the right stuff, will soon learn the importance of knowing what not to do to insure his ultimate success.

A well-known authority on salesmanship says:

"The reason why there is no work in the world like that of the traveling salesman, where a man's actions will so quickly determine his success or failure, is because perhaps that in no other vocation is a man put so absolutely upon his own honor and ability to work out his own salvation."

The realization of this does not come with the first trip. A salesman gets to know it only after he has been packing and unpacking trunks for several years. The best the salesman can attain to is what he learned by the "rubbing" process, taught only through bitter lessons in the school of experience.

(To be continued).

PREJUDICE VANQUISHED!

A wholesale house that has, during the last few years, been advertising steadily in one of the Mac-Lean Newspapers, has recently got back an old customer in St. Catharines whom they lost nearly 20 years ago. For years they tried every plan to get him back. He was not only indignant, but he was bitter, and even a couple of visits from the head of the firm failed to move him. For the last 8 or 9 years he has not been called on at all. One day, to the amazement of the head of the firm, our St. Catharines friend walked in, shook hands with him, and said he would like bygones to be bygones. "The fact is," said he, "I have been reading your announcements the last few years in The ———, and I feel as if I were losing business by not dealing with you. I would like to look through the warehouse now and would ask you to have your travelers call on me regularly in future."

This is a case where that bane of a traveler's existence, Prejudice, was overcome by constant, progressive advertising. In a similar manner, good advertising in trade newspapers, will turn indifference into interest, and will dispel ignorance. No traveler will deny that an unprejudiced customer, equipped with a knowledge of a firm's standing in the trade, and interested in their advertised values, is a much easier prospect for a traveler to negotiate with, than is a prospect who is Prejudiced, Indifferent, or Ignorant.

A Mountain of Iron Ore

Rich Deposit of Metallic Ore Made Ready for Exploitation by the Canadian Northern Railway—Over a Million Dollars Spent at Moose Mountain, in Sudbury District, and on the Ore Docks at Key Harbor—Means Much to Ontario Industries.

Sudbury, the nickel centre of the world and, with its suburb, Copper Cliff, one of the copper mining centres in Canada, will soon be the hub of one of the most important iron mining districts on Canadian soil. That there is no doubt about this statement is certain, as the shrewd railway firm of Mackenzie, Mann & Co., have, after a close investigation, staked over a million dollars on development work on branch lines, ore docks, etc., in addition to the extension of their existing line from Toronto to Parry Sound on to Sudbury.

This line of railway, which will, before many years, be linked with the Canadian Northern lines from Port Arthur to Edmonton (and on to the Pacific), as well as to the same company's lines from Ottawa eastward through Quebec New Brunswick and Nova Scotia, was opened on July 3 by a special train in charge of D. B. Hanna, one of the vice-presidents of the company, his guests including representatives of the Toronto City Council, the Board of Trade and Toronto newspapermen, including the editor of Hardware and Metal. The party were royally entertained by the Canadian Northern officials and on their arrival at Sudbury were driven about the town and afterwards banquetted by the council and Board of Trade, the president of the board, James Purvis, hardware merchant, being especially energetic in looking after the visitors.

Canada's Second Largest Railway.

The new railway adds a link of nearly 300 miles in the chain rapidly being welded across Canada by Mackenzie & Mann, whose system now comprises 4,823 miles of track, the second largest system in Canada. Since becoming railway builders about eleven years ago Mackenzie & Mann have bought or built an average of 1½ miles of track each day and have added at least 150 new towns to the map and an estimated total of 100,000 people to the population of Canada. The magnitude of these operations is hard to realize but it is a record probably unsurpassed in the history of the American continent.

In 1904 the construction of the Toronto to Parry Sound line was begun, this part being completed in November 1906. The road was then pushed on to Sudbury through an unbroken country calling forth the greatest ingenuity on the part of engineers and contractors. Forty-four steel bridges were constructed by the Canada Foundry Company, the total

length being 3,000 feet, the longest 310 feet over the Pickeral River and the greatest height 98 feet above the Still River. For the piers of these bridges 10,000 cubic yards of concrete were required. The construction work required the removal of 3,700,000 cubic yards of material 1,200,000 being rock. About 2,250,000 pounds of black powder and dynamite were used in blasting. In all this work not a single fatal accident took place.

In addition to being a part of a vast transcontinental system and an ore-



JAMES PURVIS.

President Sudbury Board of Trade and an Active Member of the Ontario Retail Hardware and Stove Dealers' Association.

carrying road, the new line opens up a magnificent country for fishing and hunting north of the Muskoka district. The roughness of the country makes the scenery of a very high order and the suggestion has been made by Parry Sound citizens that a section of this district be set aside as a national park accessible to tourists.

Rich Iron Ore Deposits.

Moose Mountain, the iron deposits of which made possible the building of this new road without the requirement of heavy cash subsidies, is situated about thirty miles north of Sudbury. In the early nineties much prospecting was done in the district for placer gold and

while its existence was proven then it is but now being discovered in what is claimed to be paying quantities. The early prospectors in blazing their trails, however, builded better than they knew, for in 1901 a Sudbury man, J. B. Taylor, discovered iron-bearing outcroppings under the loose vegetation growing on the rock. He proved his claim and in 1902 interested Mackenzie & Mann in the prospect, and they along with John W. Gates, Joseph Sellwood and other prominent United States iron and steel magnates purchased the claim for \$15,000, and after organizing Moose Mountain, Limited, proceeded to develop the property. They have uncovered a vein (about 150 feet wide and 500 feet long) of ore averaging 60 per cent. of metallic iron and as the deposit is about 150 feet above the railroad tracks the ore can be quarried out and crushed to the size of egg coal before being loaded into the cars. The mine referred to is of magnetite ore and has been tested by drilling to a depth of several hundred feet. In addition to this, however, the company has about twenty other claims outcropping within a radius of five miles, including a rich deposit of hematite iron ore. Altogether the company has 4,700 acres of property containing minerals, with a \$150,000 plant including a 50-ton crusher ready to be put in operation as soon as the Key Harbor ore docks are completed and better market conditions prevail.

Georgian Bay's New Port.

The Moose Mountain property, as already said, was considered of sufficient value to warrant the expenditure of about a million dollars on development work. This includes the plant at the mine, about forty miles of railway and the ore docks at Key Harbor, where a huge loading trestle with a capacity of 8,000 tons of ore a day has been built. The cars are run out on this trestle and the ore dumped into storage bins below, pockets opening from these into a runway blasted out of solid rock and in which is a huge belt to carry the ore out to the vessels awaiting a cargo. There is also another wharf with tracks at water level to receive shipments of coal or grain from unloading vessels, 24 feet of water being available at both docks.

Key Harbor is 500 miles nearer the smelters in Ontario and Ohio, which now draw their ore supplies from the

Wisconsin iron mines west of Duluth. With little extra labor, therefore, boats now engaged in the ore trade will be able to increase their carrying capacity about 50 per cent. At present they carry ore from Duluth to Cleveland and return with a cargo of coal for the west. The Canadian Northern boats will carry coal from Cleveland to Port Arthur, grain from Port Arthur to Key Harbor, and iron ore from Key Harbor to Cleveland or other lake ports. Cleveland is, of course, the leading market for iron ore to-day but with smelters at Port Arthur, Sault Ste. Marie, Midland, Hamilton and Deseronto, with an important iron industry developing at Welland, and with smelters likely to be established during the next year or so at Sandwich and Toronto a growing Canadian market for ore exists and the

Speaking at the banquet at Sudbury, L. H. Clarke president of the Toronto Board of Trade, said: "One iron mine is more important to Toronto than all of Cobalt, if we can have the smelting of iron in Toronto. We can afford to be liberal in giving a site on Ashbridge's Bay if we can get the kind of smelter we want."

To become an industrial as well as an educational centre Toronto needs an iron industry and Ontario requires iron as well as electrical power if it is to continue developing the resources nature has so bountifully endowed the province with.

Mackenzie & Mann in developing their varied business enterprises are undoubtedly doing much to further the interests of Toronto, their home city, and Ontario their native province.

The industry has made a fair degree of progress during the past five years, and the following table shows how the bounty has been distributed during that time:

1904	.....	\$193,567
1905	.....	330,645
1906	.....	90,196
1907, (9 months)	.....	1,995
1908	.....	51,001

Total up to March 31, 1908 \$667,404

The smallness of the amount paid in 1907 is accounted for by the fact that the price of lead was so high that little bounty was claimed. These bounties were paid to 166 different producers of lead, representing 70 or 80 mines in all. The amount of lead produced during the period of the bounty was: 1901, 12,263 tons; 1905, 27,838; 1906, 26,200; 1907, 23,800, and the estimate for 1908 is 24,000 tons. During 1903 but 6,000 tons were produced.

Between two and three thousand men are engaged in the silver-lead camps and smelting industries of Canada, nearly all of them in British Columbia, although it is said there have been some small operations in Ontario.

GARNETS FOR ABRASIVE PURPOSES.

An inquiry has been received by the Department of Trade and Commerce as to whether the Dominion is a producer of a variety of garnets, which is being used to some extent for abrasive purposes and imported from various sources. In the sample which we were shown, the stones were, as a rule smaller than a pea, and we understand that they have to be washed previous to shipment. They are usually put in bags, and realize from £5 up to £15 a ton, c.i.f. United Kingdom, depending upon the quality. The inquirer stated that he could handle large quantities if supplies were obtainable and quantity and price satisfactory.

Preliminary inquiries show that garnets occur in Canada in considerable abundance in many localities, but up to the present time there is no record of deposits having been worked. It is, however, stated that garnets of a similar class are being produced in the Adirondack region of New York State, to the extent of some 4,000 and 5,000 tons per annum. Under these circumstances, it is possible that some action regarding the development of some of the Canadian deposits, which are favorably situated for shipping purposes, might be practicable.

A CLEAN AND EASY MENDER.

A new cement possessing unique qualities has just been placed upon the Canadian market. It is a liquid porcelain, and not a fish glue, and therefore can be used where other preparations would fail. In fact it not only mends, but makes as well. Caementum, as this preparation is called, is not only a magnificent adhesive cement for domestic repairs of all kinds, but in its various forms is of the greatest use and necessity to manufacturers, especially where a glue unaffected by heat, dryness, moisture, and acids is required. Caementum is an insoluble cement, easy and clean to use, with which one can mend anything. The Canadian agents are Dillon's Limited, 455 St. Paul St., Montreal.



How Iron Ore is Quarried Out at Moose Mountain.

Government encourages the consumption of it by offering a bounty on iron and steel produced from ore from Canadian mines. It is not generally known, however, that while Canada admits United States ore free a duty is charged on Canadian ore going into the States.

Establish Smelter at Toronto.

With their rapidly expanding interests, Mackenzie & Mann find it necessary to establish a second smelter in Ontario. Co-incidental with the putting into operation of their smelter at Port Arthur last year overtures were made with the City of Toronto for a site on Ashbridge's Marsh for a smelter. Their plan was to ship Moose Mountain ore to their Toronto smelter, as well as to Key Harbor, to be shipped to other consumers, but the financial depression last fall prevented them going ahead and making a definite proposition for the site at Ashbridge's Bay. A revival in industry following the harvesting of this fall's grain crop, will enable them to go on with the smelter proposition, most of the details of which are already worked out.

CANADIAN LEAD BOUNTIES.

The Government bill extending the payment of bounties on lead contained in lead-bearing ore mined in Canada was under discussion during the closing days of June. It was intended to bring it into force on June 30, but the third reading of the bill was deferred to allow of further information being presented.

On the occasion of the second reading, Hon. W. S. Fielding stated that five years ago the Government passed an act granting aid to this industry for a period of five years to the extent of not in excess of \$500,000 per year, or \$2,500,000 in all. The maximum bounty was to be \$15 per ton. This aid was to be extended in full only when the price of lead fell below £12 10s in London, and gradually diminishing until the price reached \$16.

The act proved of great advantage to the lead industry in Canada, then in a depressed condition; but instead of paying the whole amount voted, only some \$750,000 has been expended, because during a great deal of the time the price of lead was above the standard set. Now it is proposed to extend the period for a further five years, using the balance yet unpaid, and raising the standard when the full bounty is to be paid to £14 10s.

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Established

1888

The MacLean Publishing Co.
Limited

JOHN BAYNE MACLEAN - President

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INTELLIGENT SALESMANSHIP.

The art of successful salesmanship may seem to a young clerk most difficult to acquire, and yet with the help of two great principles the difficulties which apparently block the way are easily overcome. Many an aspiring young man has been daunted at the outset with the belief that salesmen, like poets, are born and not made. But this is not so, although the personal magnetism and persuasiveness of one clerk may give him a great advantage over another not so generously gifted by nature. But any man with an average amount of intelligence, and a desire to go ahead, can become a successful salesman providing that he thoroughly grasps the principles underlying the art, and applies them with tact and common sense.

The old idea that goods sell themselves has been exploded, and the clerk who thinks that all he has to do is to make himself into a kind of automatic machine, and hand the wares over to the customer, never becomes a salesman, and is not worthy of space room. The best of goods require scientific selling, which is a combination of brains, tact and knowledge rightly applied. The clerk who persuades a customer to have a higher priced article than the latter really desired in such an artistic way that not only is no feeling engendered

on the part of the buyer that he has been over-reached, but, no doubt, created as to the wisdom of his choice, has grasped the real art of salesmanship.

The two great principles of salesmanship are to know your goods and the right way to sell them. The clerk who can talk intelligently upon the merits of the wares he is endeavoring to sell, and who can get his customer thoroughly interested in them, has won half the battle. Even the most commonplace article has certain peculiar features which can be dilated upon entertainingly. The various ways of usage, the material, the manufacture, the evolution of the shape, can all be made most interesting to the customer if put forward intelligently, and not in too verbose a manner. By treating the article in this way the customer can be convinced that he would be losing the chance of a lifetime in neglecting to purchase, and the clerk can bring about many a sale that his more automatic fellow clerk would lose. By extending the application of these two principles to the pushing of a good article rather than a poor one, not only does a greater profit accrue to the store, but its reputation in the end is enhanced. As a well-known hardwareman recently said, "if a party buys of you something cheap that proves unsatisfactory, he will always remember you and your store unpleasantly, and never think of the price or how cheap it was; if he buys a good article that is absolutely satisfactory he will not only remember you pleasantly, but will speak a good word for your store and recommend his friends to you because you keep good goods."

CREATING TRADE IN BICYCLES.

Comparatively few dealers appreciate the amount of possible sales on bicycles which may be developed "in the good old summer time." One particular line in which considerable headway is to be made is in a direct attack upon the rising generation. The older and more confirmed cyclists are apt to place their orders in season to take delivery of their machines as soon as the good riding weather opens. The youngsters, on the other hand, and particularly those of school age are not ready to begin riding to any great extent until the long vacation begins, as a rule, so that they do not figure as eligibles until June or July.

It is impossible to lay too much stress on the importance of fostering the interests of what may be termed the grow-

ing class of cyclists. It is only by the introduction and new life and vitality that the industry is to be kept alive, and only by getting at the hearts of and lives of the youngsters that their enthusiasm is to be enrolled for the cause of cycling. The market for juveniles and youths machines is never to be neglected, but it is particularly worth while to encourage it when the budding summer days and the unbarring of school doors awakens thousands of young hearts and releases thousands of strong little limbs to the enjoyment of nature's gifts. It is then that their enthusiasm gives them the ascendancy over parental objection and makes them masters of their lives, and it is then that the sage dealer who has been plotting for the "vacation trade" is enabled to reap his reward.

The enterprising dealer who can coax from the attics and basements, the thousands of cobwebbed bicycles that so long have reposed in such places, will find a field for almost unlimited usefulness and profit. Many of the owners of these bicycles undoubtedly would ride again were the bicycles in rideable shape when the desire to answer the call of the road possesses them.

THE METAL SITUATION.

A review of the metal situation during June shows that unmistakable signs of weakness appeared in every direction. Even copper, which held so firmly in New York despite fluctuations in the English market, gave way towards the end of the month in sympathy with the decline in other metals, and is at present on nothing like the firm basis it presented at the commencement of June. The confident way in which holders held to their prices, despite a poor domestic demand, their obstinate refusal to cut prices to force a sale, could not withstand the general hammering that was set up in the other metals, and principally in tin. The one bright feature of the copper situation has been the continuance of the heavy exportation to Europe. Here there has been an extraordinary demand which has saved copper up to now, and may help to establish it in the future. Stocks must be very heavy across the Atlantic, but foreign buyers are evidently of opinion that this is the right time to buy, and so long as they can hold the metal, the situation is fairly safe.

There is a confident feeling that every day brings closer a complete return of prosperity to the States. That the steel and wire interests are no longer suffering from want of orders is evidenced by

the fact that the United States Steel Corporation has recently resumed full time operations at most of their plants. Indications point to a very heavy fall trade, and confidence seems to be restored to the market by the tendency of the most skeptical buyers to specify more liberally for their future requirements. This, in itself, is a recognition that business is now resuming its regular course in all lines.

There is no doubt that great disappointment is felt over the quiescence of the States' railroads so far as purchasing is concerned. Their financial operations have been fairly successful, and foreign investors have not hesitated to subscribe to their bonds. But this has not stimulated their purchasing activity in the metal market, and the disappointment over the fact has tended to produce a reaction in feeling, which has had a bad effect upon the markets. However, the harvest is rapidly approaching, and the business of removing the grain must tend to waken up the United States railroads, as it has the Canadian ones. Here both the C.P.R. and the G.T.R. are making great preparations to deal with the expected gigantic wheat yield.

Once wheat commences to move there should be no hesitancy as to the business outlook. In the meantime it looks as if the metal market will have to stand some further hammering. Tin has been strengthening the last few days, owing to the possibility of a good call from the States from the tin plate concerns, but there is plenty of metal in sight. A good canning season, however, would strengthen the market. Spelter is suffering from an accumulation of stocks, and lead also is very weak. It is hard to gauge the real position of pig iron across the border, but there is no doubt as to the strength of the metal in the Old Country. Even here there is a threatened falling off in the German exportation, but the metal is in too strong a position to be in great danger for some time.

NOVEL ADVERTISING CONTEST.

A Chatham retailer has hit upon the novel scheme of offering five free trips to the Toronto Exhibition this fall as a means of stimulating trade. The five free trips, including two days' railway fare, hotel bill and two admission tickets to the Exhibition Grounds, go to the five persons securing the largest number of cash register checks between June 13 and August 25. Checks, either for cash purchases or for money paid on account, are available. Only checks dated between June 13 and August 25 are of use. Each contestant is to hand in his checks on August 26, neatly tied in a

parcel, with his name and the total amount written on the outside. An error in adding to the extent of \$1 or more at once disqualifies a contestant. All checks are transferable.

The announcement of the contest says: "These free trips are not given as a fad or fake scheme, but the plan is based on hard, common sense and sound business principles. We believe thoroughly in the cash system. It saves us many dollars in useless accounts. We had far rather give away a large amount outright than to lose more on useless accounts, for in this way we get the benefit of the advertising. Cash means great saving to ourselves in buying."

The announcement also gives a number of "Pointers," among them the following: "Get in the contest from the very start. If you do not care to compete, help some friend. A little kindness costs nothing. Our goods are very best and prices are right. You are a winner from merely buying."

The scheme is evidently based upon similar enterprises undertaken in the past few years by Ontario newspapers for the purpose of boosting their circulations. It is new, however, as regards the retail trade. Some retailers are inclined to look upon the method as a debatable one. Newspaper experience goes to show that as a means of collecting hopeless debts it is unrivalled. Whether or not it conduces to the building up of a permanent business is, however, another question. Would the same amount,

spent in absolutely "legitimate" advertising, not produce more lasting results? If there are enough contestants to make the scheme a success, there are sure to be some disappointed ones. Will their natural "soreness" at losing react injuriously upon business after the contest closes? Mr. Meynell has, furthermore, not the same facilities as the daily newspapers have for keeping interest at fever heat.

While these questions naturally suggest themselves, the experiment is, nevertheless, being tried. The contest is being advertised extensively, and the outcome will be watched with interest. As a method of attracting public attention, the "free trip" contest is novel, and as a novelty, it merits the attention and discussion of retailers.

HOMELY TRUTHS.

Your influence in your store each day is an important element in your success or your failure.

The proprietor should be a helpful leader.

A cheerful "good morning" pushes the work along; a glum face retards it.

Show that you are blue or feeling out-of-sorts when you enter the store in the morning, and you have placed a handicap on the day's operations.

On the other hand, begin your day's work cheerfully, and you impart the same feeling with an equal amount of added ambition to the entire force.

PROGRAMME MARITIME B. OF T.

Some of the Good Things to be Enjoyed by Delegates to the Meeting in Halifax, August 16 to 23.

Maritime Board of Trade delegates who attend the annual meeting which assembles at Halifax on August 19th, are promised an interesting week.

On Wednesday morning, the 19th, at 10.30 o'clock, the visitors will have an opportunity to attend the function to be held at the province building to celebrate the 150th year of representative government in this province. In connection with this celebration there will no doubt be a parade of the troops, the firing of a salute, and addresses by His Honor the Lieutenant-Governor and other prominent men.

On Wednesday afternoon at 2.30 o'clock the active business of the convention will begin, and the president will present his report.

On Wednesday evening there will be no meeting, but the delegates will attend a band concert in the Halifax public gardens.

Thursday morning and afternoon will be devoted strictly to business, but in

the evening there will be a grand illumination, pyrotechnic display and parade of decorated boats at the northwest arm. This promises to be the greatest night of the week, and if the arrangements are as well carried out as they were at the time of the visit of His Excellency the Governor-General last year, the visitors will see something quite unique in the Maritime Provinces, and perchance in America.

Friday morning will see the closing exercises of the convention and in the afternoon it is proposed to further entertain the visitors with an excursion on the harbor and a business men's picnic at McNab's Island. Those who remain over until Saturday will probably witness a regatta at the northwest arm, and it may be of interest to delegates who think of bringing their wives or daughters to know that the Eudist Fathers will hold a monster bazaar at the Arena rink during every afternoon and evening of the whole week that the Board of Trade meets.

Markets and Correspondence

(For detailed prices see Current Market Quotations, page 56.)

MARKETS IN BRIEF.

Montreal.

Pig Iron—Unchanged.
Copper—Quiet.
Tin—Firmer.
Spelter—No change.
Ground White Lead—Cut of 30c.

Toronto.

Galvanized Sheets—15c lower.
Tin—\$1 higher.
Lead—Firmer.
Copper—Firmer.
Spelter—Unsteady.
Turpentine—Unchanged.
Linseed Oil—No change.
White Lead—Fluctuating.

MONTREAL HARDWARE MARKETS

Montreal, July 10.—Clear of the holiday, jobbers report a busy week, with sorting orders heavier in bulk, and bookings greatly stimulated. Fall lines are beginning to move in an encouraging manner, and there is no doubt that travelers will start on their autumn campaign with far better prospects than they did their spring or summer one. No discordant note has yet been struck regarding the harvests. The railroads are making great preparations to handle the grain, with the result that their shops are getting busier every day, large numbers of men being taken on each week. This activity helps to improve the manufacturing demand, while at the same time it stimulates the consumption in the city. In the same way on a larger scale will the bumper harvest affect the whole of the Dominion and it is only reasonable, therefore, that everyone should look to the autumn as the great turning point of the year. Travelers are taking their holidays buoyed up with the confidence that there are good orders in front of them, while dealers realize that not only will there be a good demand for harvest tools, but that the purchasing powers of the farmers will be greatly augmented in all directions.

Seasonable lines such as refrigerators, ice cream freezers, water coolers, hammocks and chains, ice tongs and chisels, are moving well, while with the hay harvest, like the wheat one, promising to be a record, haying tools such as hay forks, carriers, rack clamps, rope and binder twine are in good demand. Vegetable slicers are also going well, and with the prospects of a good preserving season apple parers, seeders and presses are in strong request.

Prices, with a few minor exceptions, are well maintained. It is a matter for satisfaction that there has been no great cutting all the way along to disturb the situation. Manufacturers and jobbers have been wise in keeping up the price level thus helping to establish confidence, and encouraging dealers to leave cutting alone in the hope of encouraging business. There is no doubt that this firm attitude on prices has been greatly instrumental in keeping the markets in the solid position they are at the present moment.

Builders' Hardware—Builders' hardware continues in good demand, and dealers report an encouraging movement in lock sets, escutcheons, door handles, butts and push plates. Despite the falling off in building operations a good level trade has been done and with a heavy autumn season expected, the aggregate for the year will be surprising to those who expected that these lines would feel the recent reaction more than any other.

Harvest Tools—Harpoon forks, reaping hooks, hay carriers, slings, rafter brackets, rope, binder twine, and corn knives are moving steadily. The hay crops promise to be very heavy, and from the Maritime Provinces most glowing reports have come in. Already cutting has been started, and a good sorting demand for haying tools is expected from these provinces.

Summer Goods—Owing to the hot weather spell, there has been a strong run on hose, lawn sprinklers and nozzles. Ice cream freezers, refrigerators, water coolers, have also been stimulated by the weather, and good sorting orders have come in. Hammocks and chains are also in good demand and there has been a stronger movement in household utensils. Wringers and washing machines are fairly prominent. As a matter of fact all the seasonable lines are moving in an encouraging manner. Prices are unchanged.

Sporting Goods—Fishing tackle continues to move well, while guns and ammunition are now showing much better strength. There have been good sorting-up orders in baseball and lacrosse outfits, and in football accessories. Camping outfits are also in fair call.

Preserving Goods—With the preserving season started, good sorting-up orders have been received. There is every reason to believe that fruit will be fairly cheap and plentiful all the way through, and dealers anticipate a heavy trade in kettles, jars, apple parers, cherry seeders and fruit presses.

Wire Goods—The big cut in 3-inch wire hat and coat hooks has greatly stimulated trade, and stocks are being rapidly diminished. We continue to quote 35c to 40c per gross. Gate hooks and eyes are still at 60 per cent. with fair business doing.

Railroad Supplies—Hammers, picks, spike mauls, drill steel and shovels are moving somewhat better this week. Construction work is being augmented and heavier orders are expected from now on. Dealers report that small tools are moving well.

Bolts and Nuts—Fair trade is being done. Tapped nuts are gaining in popularity on blank nuts, owing to the low cost that makers charge for tapping. Users appreciate the advantage of not having to do their own tapping. Prices are unchanged. Wire nails are in fair demand with no alteration of price.

Enamelware—With the preserving season on Maslin kettles, enamel pots and pans are in good demand. Tea kettles, plates, cups and saucers are also moving well. Prices are firm.

Screws—Screws are moving well, especially in the small sizes. Quotations are unchanged at 85 and 10 off for flat head, bright; 80 and 10 off for round head, bright; 70 and 10 for flat head, brass, and 70 and 10 for round head, brass.

TORONTO HARDWARE MARKETS.

The summer lull in trade has not yet affected the local market to any great extent and a fair business is being done. The orders have not increased in volume, nor are buyers taking any larger quantities, but the reduced staffs due to the summer vacation, are kept on the move to attend to the trade that is going.

Orders just now are for general sorting up, although Ontario and the west are taking large quantities of harvesting implements and they are asking for immediate delivery. Summer lines have eased off and window and door screens and wire cloth are little in demand. Refrigerators, however, are a good line.

Prices remain as at last quotation. Harvest Tools—Hay forks, hoes, scythes, binder twine, etc., are going out in splendid shape, and a first-class business is being done.

Sporting Goods—This is another excellent line. Baseball and lacrosse goods are in the forefront and now that the holiday season is at hand, fishing tackle, too, has a big call. Guns and ammunition are inquired for, which leads one to expect a demand later on.

Summer Goods—Rather quiet is this line just now. With the exception of refrigerators, which are steady, seasonable sellers, the summer goods are only fair in demand.

Kitchenware—Gas stoves are about normal and cooking utensils are hardly up to that grade just now. However, the jobber is satisfied with what trade there is just now.

Heavy Goods—Chains and wire fencing are fairly well in demand and screws and nails are about steady at unchanged prices.

Builders' Hardware—Hinges, lock sets, etc., are becoming livelier, and mechanics' tools, too, are pretty good sellers. There might be more business done, however, but for the plasterers' strike, which, although it has not caused any inconvenience as yet, has upset plans a little and has made buyers a little cautious.

MONTREAL METAL MARKETS.

Montreal, July 10.—Steady business has been done locally during the week, and with the improvement in the primary markets, quotations are firmer than they were. The increase in inquiries noticed in our previous issue continues, and there is no want of confidence among the merchants. All the way along they have been doing uniform trade, and with farming prospects so favorable and most manufacturers working at a greater pressure than at any other time this year, they naturally look forward to a strong stimulation

in the demand at any moment. Hand-to-mouth buying is still continued, and will be until users are convinced that the right time to buy has arrived, and estimates of their factory wants warrant their purchasing well ahead. Until confidence in the markets generally has returned, however, and quotations in London and New York cease from fluctuating, there will be no alteration.

All the metals, with the exception of spelter, have strengthened in the primary markets. Tin, after the recent decline, would naturally have a tendency to recover, but apart from that, the London market has been more active, owing to favorable tin plate reports from New York. Copper is much stronger in the English market, although in New York it is about the same as it was last week. Lead is stronger, but spelter is weaker. There seems to be nothing new to report regarding the demand in the primary markets. Things are undoubtedly dull, but it must not be forgotten that in all years, excepting those of abnormal activity, July and August are slack months. It was therefore hardly to be expected that this year, with all its earlier troubles, would prove an exception. But there is this consolation that splendid harvests are promised, railways are beginning to display more purchasing activity now so much grain is in sight, and everything seems to promise much greater business in the autumn. It can therefore be understood that although the metal situation is hardly one to get enthusiastic over, at the present moment, yet there is no room for any feeling of depression.

Pig Iron—Reports from the Old Country, while indicating firmness, for the time being, give the impression that there is a likelihood of some decline towards the end of the year. Large stocks have apparently accumulated in Germany, which coupled with the blowing-in of large furnaces there, will in all probability materially lessen the chances of extensive shipments from England. It will be remembered that exportations to Germany have largely been the means of keeping pig iron up to its remarkable level all through. Stocks continue to decrease, but should the German demand fall off, an increase with an accompanying lowering of prices is looked for. Good Scotch brands are being firmly held, and consumption seems to be quite equal to the production. Finished materials are quiet, at prices which would be shaded to secure large lots. The iron and steel trade is improving in the States, and much is expected from August and September. A very promising sign is the fact that fifty thousand men were this week taken on by the steel interests at Pittsburg. A few more instances like that and things would be working at old time pressure.

Locally, conditions continue to improve, the inquiry being for larger lots for delivery spread over the next four months. Fair tonnage has been booked at present prices, and if several propositions now being dealt with, are closed, the returns will be heavier than have been the case for several months. We continue to quote: Middlesboro No. 3, \$18; Summerlee No. 2, \$20; for carload lots, but this is shaded 25c for 100 tons or over.

Tin—Tin has improved somewhat in the primary markets, and the announce-

ment that the American Tin Plate Mills will run full time this month and probably next, has strengthened the situation. There is plenty of tin in sight, the supply at the end of last month being 2,279 above the same month last year, although there is a great difference in the price then ruling and the figure now. The demand locally has been fair, and prices continue to range between \$31.50 and \$32.

Copper—Copper is stronger in the English market, the last quotation being £57 2s 6d. In New York the price has kept fairly steady at last week's figures. The home demand continues to be dull, and the only feature is the continuance of the exports to Europe, which maintains the average in a surprising manner. The shipments amounted in June to about 29,749 tons, keeping up about an average daily export of 2,000,000 pounds since October. Stocks carried in Europe must certainly be very large, but then both England and France are in the custom of carrying heavy stocks and are free buyers when conditions seem to warrant it. The United States output for June has somewhat fallen off, but in Canada the production has increased. The Granby mine, for instance, shipped 20,522 tons for the week ending July 4, the total for the year being 543,345. The demand locally is quiet, and we quote copper at 14c.

Spelter—Spelter is still declining in the English market, being now quoted at £18; the St. Louis price, however, continues around \$4.35. It is evident that stocks have been accumulating more heavily than was expected, and with the demand none too good, quotations have suffered. Locally quotations are now uniform at \$5.

Lead—Lead has improved a little in the English market, but not enough to do any good. There seems to be no real strength to the market, and prices may swing either way. Locally, we continue to quote imported pig at \$3.60.

Old Metals—The market has not changed to any great extent and we quote: Heavy copper and wire, 10½c; light copper 9c; heavy red brass 10½c; heavy lead 2½c; wrought iron \$11; No. 1 cast \$13; No. 2 cast \$10.

TORONTO METAL MARKETS.

Toronto, July 10.—Business is slowly improving. July and August are usually quiet months, and although local trade is a little slow at present there is no appreciable falling off. True, buyers are not picking up so much metal as one could wish, but metal men are not at all worrying.

Tin, lead and copper have advanced in the primary markets, but with the exception of tin, which has gone up one dollar, price quotations remain as last week.

Pig Iron—Cleveland No. 1, Summerlee No. 2, and Middlesboro No. 3, at \$20.25 and No. 2 Canadian foundry at \$18.75, are still the prevailing local prices. Buyers appear to be holding off and stocks are accumulating in the jobbers' hands. The prospect, however, is not discouraging.

Tin—More active business appears to have strengthened the market and the price has advanced \$1, the quotations now being \$31 to \$32.

Plates and Sheets—Some lines of galvanized sheets have eased off in price,

both "Queen's Head" and "Fleur-de-Lis" having declined 15 cents all along the line. Business generally is quiet.

Copper—This metal is again on the move upward, but unlike previous market reports, there has been no decline this week as yet. The local market is firmer, no doubt in sympathy with Europe and the United States. The latter country is again taking larger quantities for home consumption. The quotations, however, remain at 13½c to 13¾c.

Lead—A firmer tone prevails, although the market quotations remain at the prices prevailing a week ago.

Spelter—The only metal which is irregular this week is spelter. Prices are unchanged, but there appears to be a lowering tendency.

Old Materials—Rubber is still the leading feature. United States rubber industries are again working full time and Buffalo is still buying up in Ontario whatever rubber is going. The other lines are fair only, buyers taking but little stocks off the jobbers' hands. Prices are unchanged. Heavy copper and wire are 11c; light copper, 9¾c; heavy red brass, 10c; heavy yellow brass, 8½c; light brass, 6c; heavy lead, 2½c; zinc, 3c; No. 1 wrought iron, \$9; stove iron, \$10.50; machinery cast iron, \$14; rubber, 6½c.

TIN PRICES SOARING.

Late cable reports from London say tin has advanced another £3. This, with the £2 advance on Wednesday, makes a total of £5 per ton in two days. This rise in price is believed to be due to a bullish movement on the London market.

There is a rumor afloat that a ship carrying 900 tons of tin from the Straits has gone down, and this may have had something to do with the advance. The New York market has also firmed up, out of sympathy with the English market, but not to the same extent as has London.

Canadian quotations remain at Thursday's prices, which in Toronto are \$1 higher than a week ago, and quite a business has been done on the strength of the London cable report. Whether or not prices will advance in Montreal and Toronto is at present uncertain, and jobbers are unable to say. If the price keeps up in London for a few days it is almost certain that prices in Canada and the United States will advance, but a great deal depends on the strength of the London bulls and the quantity of tin in stock and in sight.

Porous malleable iron castings which are to be plated can frequently be greatly improved if they are tinned previous to the plating. The pores are then filled with the tin and danger of spotting out is less apt to occur.

Thick tin consists of the pure metal in which the oxide has become entangled. As oxide of tin is somewhat infusible, it does not melt at the same temperature as the metallic tin, and, therefore, in the thick tin, fusible and infusible substances are both present. Hence the "thick" nature.

Quebec and Maritime Provinces

Industrial Activity About St. John—New School Near Sherbrooke—Big Demand for Cement at Halifax.

F. J. Arrowsmith, 232 McGill Street, Montreal, Montreal and Eastern Editor.

HALIFAX.

July 6.—Business conditions throughout the Province are in a very healthy condition and the outlook is most favorable. The weather has been excellent for the crops, and the farmers have already started to cut their hay. In consequence, there is a good demand for haying tools. All the industrial plants are running full time, and the coal mines are making record outputs. The Dominion Coal Company's output is several thousand tons ahead of that of last year.

Paints, oils and varnishes are in good demand and also builders' supplies. Cement is selling freely, as there are several large paving contracts under way, and the Sydney Cement Company is kept busy filling orders. In spite of the open hearth plant being shut down for repairs during the past week, things are bustling at the Dominion Iron & Steel Company's plant at Sydney. No steel being required at the rod mill, the blooming mill has been rolling nothing but rail steel, and the rail and finishing mills are getting all that they can handle. Repairs at the open hearth furnaces have proceeded apace, and this week the mill will be turning out steel again. The pile of steel which has been lying in the yards has almost disappeared, and the mills will be prepared to handle all the steel that the open hearth can furnish.

There has just been shipped from St. John's, Nfld., forty tons of samples of gold, silver and copper, to London for assay. It is being forwarded by the Anglo-Newfoundland Development Co., and was taken from around Red Indian Lake, where there are rich mineral deposits. If the assay proves favorable, as is hoped for, there will be a big mining boom in that part of the colony.

The Halifax Board of School Commissioners are contemplating the erection of two modern schoolhouses. Tenders were opened for one last week. The lowest tender was \$125,000, but as this figure was considered too high, new tenders will be asked for.

ST. JOHN, N.B.

July 8.—There has been a marked improvement in business here recently, and the dealers now feel quite jubilant over the outlook. Orders are coming in satisfactorily and "the smile that won't wash off" is again in evidence with the merchants.

The hot weather of the past week or two has created a great demand for refrigerators and ice cream freezers, while screen doors and wire netting "sell on sight."

The two pulp mills at Chatham closed down on June 30. The Miramichi Pulp Mill will be down indefinitely, but the manager of the Dominion Pulp

Mill says that mill will be in operation again in a week, or as soon as needed repairs are made.

No settlement has yet been reached between the granite cutters and the manufacturers at St. George. The men are still on strike and the tying up of this industry is quite a blow to the town.

A special meeting of the shareholders of the New Brunswick Petroleum Co. will be held in St. John this week for the purpose of considering a proposition made by an English syndicate to purchase the oil wells in Westmorland County. It is expected the deal will go through and that the properties will be developed on a large scale.

The American Copper Company is endeavoring to secure the copper mines in Albert County.

The C.P.R. are negotiating for the purchase of the Minto coal mines in Queen's County. This coal is considered excellent for steam.

The contract for building the substructure of the Fredericton end of the Fredericton-St. Mary's highway bridge has been awarded to C. J. B. Simmons. Mr. Simmons' tender was \$34,000.

The substructure will consist of three farther extensive masonry piers and retaining wall abutment, where bridge terminates on the existing cribwork wharf.

The tenders for the superstructure will close on the 20th of July. The new portion of the bridge is to be ready for traffic by April 1, 1909.

The common council has approved of the draft of a bill to place the wharves on the western side of the St. John harbor in commission, and Hon. Wm. Pugsley, Minister of Public Works, will ask the government to agree to the proposition. If the scheme goes through extensive wharf building and dredging will soon follow, and St. John will be made one of the finest ports on the Atlantic coast. It is probable the government will be asked to pay about \$1,500,000 for wharves already constructed, which the commission would take over.

SHERBROOKE.

July 7.—The Memphremagog Yacht Club has just completed a most elaborately equipped club house at Newport.

A new school is being built at Gould, Que. It is to cost some \$4,000, and is being erected by D. H. Morrison.

New 80-lb. steel rails are being put in on the Quebec Central Railway, between Sherbrooke and Quebec, to replace the lighter rails now in use.

A new curling rink is about to be built in Sherbrooke on the same premises as the old club house. Tenders have been asked for and it is expected that building operations will be commenced at once.

A very serious fire broke out Friday in the plant of the American Asbestos Co., at Black Lake. The dryer house

was completely destroyed and it was with a great effort that the mill was saved. The loss was heavy.

The Bank of Montreal have purchased the Lyman Rodgers property at Sawyer-ville, where they intend shortly to build a branch.

MONTREAL.

Montreal, July 10.—The directors of the Montreal Builders' Exchange are energetically pushing forward the idea of a permanent exposition of building supplies, materials and appliances. It is realized that the time is now ripe for putting into operation this project, which was advanced over a year ago by the Builders' Exchange, but which, owing to extreme pressure on the time of builders, architects, and manufacturers, had to be deferred. Striking results have been developed from the establishment of similar exhibitions in other cities in the States. There is no doubt that the establishment of a permanent exhibition would meet a demand long needed in the city. The directors are in treaty for an up-to-date modern office building, and everything seems in good shape for the carrying through of the project.

In striving for effect in their windows, hardwaremen should not neglect those staple articles which at one time were their principal means of display. The extension of the scope of the hardware industry and the introduction of various outside lines, have rendered the work of window display much easier and more artistic and naturally with this the custom seems to be growing up of leaving alone those goods which do not seem so readily to lend themselves to effect. The mistake of this policy was pointed out by a retail merchant, who is running a very effective window of enamelware alone. It was apparent from this window that plain articles of enamelware could be as well treated as the more artistic goods, and after all this line, as a staple one of the hardware trade, should receive a fair amount of window recognition. As the merchant said, "We carry the line to sell therefore, it should be displayed. A simple window of bright enamelware makes an effective relief to an elaborate design of the week before."

The immense canvas dining halls for the tent city of Quebec have been ordered from the Merchants' Awning Co., Montreal. The canvas kitchens will be so manufactured that easy access to and from them will be had from both sides; this will ensure a prompt service. The Merchants' Awning Co. have also secured orders for large marquee tents to be placed on the heights of the Plains.

The Canadian Fairbanks Co., St. James St., Montreal, are exhibiting the celebrated India sharpening stones, and have a handsome window display, showing the various sizes and shapes. A demonstration is being carried on in connection with this exhibition, and visitors are given an idea of the mar-

velous cutting qualities of the India stones and their adaptability to various uses. Souvenir stones are being distributed.

The exhibition is very tastefully arranged with pyramids and groups of stones formed in numerous shapes. In the background are two large tigers' heads made of plaster, with provision for illuminating at night with electric lights, which show through the eyes and mouth. Up to the time of the introduction of the India sharpening stones, the idea prevailed that artificially-made sharpening stones could not replace those produced from the natural rock. The fallacy of this has been positively proven by the rapid and complete success of the India stones.

Their uniformity in grit and grade

had much to do with their immediate popularity, but probably the greatest factor in bringing them into popularity was the fact that they could be produced with accuracy in any degree of coarseness or hardness to suit the particular work for which they are intended. In addition to sharpening ordinary tools, such as chisels, plane irons, etc., they can be adapted to the sharpening of the finest and most delicate tools and instruments. The materials of which they are composed are very carefully selected and prepared, and have peculiar qualities, which make the stones especially fitted for sharpening, i.e., quick, cool cutting, combined with great durability. The seams and uneven spots with which it is necessary to contend in the natural product, do not occur in these stones.

pected that from 12 to 16 hands will be employed at the beginning. The officers of the company are: President, Wm. Harstone; Vice-President, John F. Lewis; Secretary-Treasurer, R. A. Elliott; Managing Director, M. W. Boerma; Directors, W. H. Denham, J. H. Larmonth and A. A. Hollingshead.

W. Theobald, representing the Peterboro Show Case Company, will begin in two weeks' time to manufacture show cases. He will also look after store fixtures, cabinet work, upholstering and picture framing. His factory will be located on Water Street.

John Stothart, dairyman, of Smith Township, is erecting a large cement blockhouse on his farm, the house to be built of cement throughout. G. J. Elphick has the contract for the work.

The Peterboro Armories are now ready for the roof to go on and tenders are being invited for the heating system.

Tenders are being called for the installation of a heating plant in the shelter of the Children's Aid Society. It has not been decided whether hot water, steam or hot air will be used for heating purposes.

The employees of the Quaker Oats Company will on Saturday, July 11, run an excursion to Cobourg.

W. R. G. Higgins, of the Higgins Hardware Store, was in Toronto last week attending the convention of Shriners of which he is a member.

The large hardware store in Tweed, owned by the late John Robertson, has been taken over by his brother, Dr. Alex. Robertson, who was formerly a dentist in Peterboro.

Local hardwaremen state that business has been more brisk than usual during the past week. Sales of screen doors, tinware and graniteware are large.

News Gathered in Ontario

Trial Run of Iron Ore at Fort William—Belleville Iron Company Branching Out—Tar and Ammonia Works for Hamilton—New Lubricator Industry at Peterboro—G.T.R. Shops at London Increasing Staff—Chatham's Collegiate Institute to Have New Heating Plant.

J. B. O'Han, 10 Front St. East, Toronto, Toronto and Ontario Editor.

BELLEVILLE.

July 7.—An important business transaction has just taken place in this city, which will be of considerable interest throughout the district. The Belleville Iron & Horseshoe Company has purchased the rolling mills, premises, plant and all assets, and will continue the business formerly carried on by the Toronto & Belleville Rolling Mills, and more recently by Mr. J. W. Wardrope. A large number of men are employed in turning out horseshoes for which there is a splendid demand.

The recently formed Brass & Steel Goods Co. has passed a by-law changing the head office of the company from Toronto to Belleville. H. C. Hunt, the manager, was up West this week on a business trip.

A number of plumbers are at present engaged in putting in an up-to-date plumbing system in the new drill shed being erected here. Mr. George Johnston has the contract.

A number of American capitalists were in the city last week looking over the ground with the idea of building an electric road between this city and Shannonville, a distance of nine miles.

The annual meeting of the shareholders of the Belleville Portland Cement Company was held here recently, there being shareholders present from Clifford, Galt, Hespeler, Guelph, Toronto, Hamilton, Port Hope, Cobourg, Brighton, Napanee, Kingston, Picton, Madoc and this city, all of whom paid a visit to the works situated three miles east of Belleville, going by special train. The annual statement showed a substantial profit, notwithstanding the hard times and financial trouble which this country has recently passed. The old

Board of Directors, consisting of A. Ansley and J. M. Tremble, Toronto; George D. Forbes, Mayor of Hespeler; S. Burrows and J. W. McNab, of this city, were all unanimously re-elected, and at a subsequent meeting of the directors Mr. Ansley was re-elected President; Mr. Tremble, Vice-President, and Mr. McNab, General Manager and Secretary-Treasurer.

All the local hardware merchants report business up to the average, and are pleased with the outlook.

PETERBORO.

July 7.—A new industry for the manufacture of lubricators, and known as the Peterboro Lubricator & Manufacturing Company, has been formed here, the officers of which include some prominent local business men. The new company will manufacture greased cups for lubricating purposes. M. W. Boerma, who will be the managing director of the new company, comes from Youngstown, Ohio, has been in the city several months with a view to getting the company under way. The patent for the cup has been purchased by the company from the inventor, John Francis Lewis, of Philadelphia. The device is a simple one and yet it solves the problem of how to secure safe and sure lubrication at the minimum cost. Orders from Peterboro manufacturers, amounting to 4,000 cups, have already been sent in, and the demand at present is enough to keep the plant running for five months. The company will likely secure the premises occupied by the furniture factory in East City. They expect to have their plant in working order within five weeks, and it is ex-

HAMILTON.

July 6.—The Hamilton Tar & Ammonia Company, which was recently incorporated, has purchased a block of land bounded by Sheaffe, Bay and Caroline Streets, on which it intends to establish a large plant for the manufacture of tar and ammonia products.

Intensely hot weather has had a quieting effect on trade for the past week or so and merchants report things as being slow. The manufacturers are also complaining at the unsteadiness of business principally among the large contracting machine makers.

Adam Clark & Company, plumbers, have secured the contracts for installing the plumbing and heating systems in the Picton and Sophia Street Schools. The total of the two contracts will amount to about \$1,400.

There was considerable indignation in Winnipeg and a few other Canadian cities over the fact that certain branches of American concerns operated their works on Dominion Day and closed them on Saturday. In Hamilton, where there are as many if not more branches of American industries as in any other city in Canada, not one of the branches



Gurney's Latest Lines—W



The Oxford Canadian

A Blue Planished Steel Range

You can start your fall stove business ahead of time with this line. Ask for prices.



The Golden Nugget

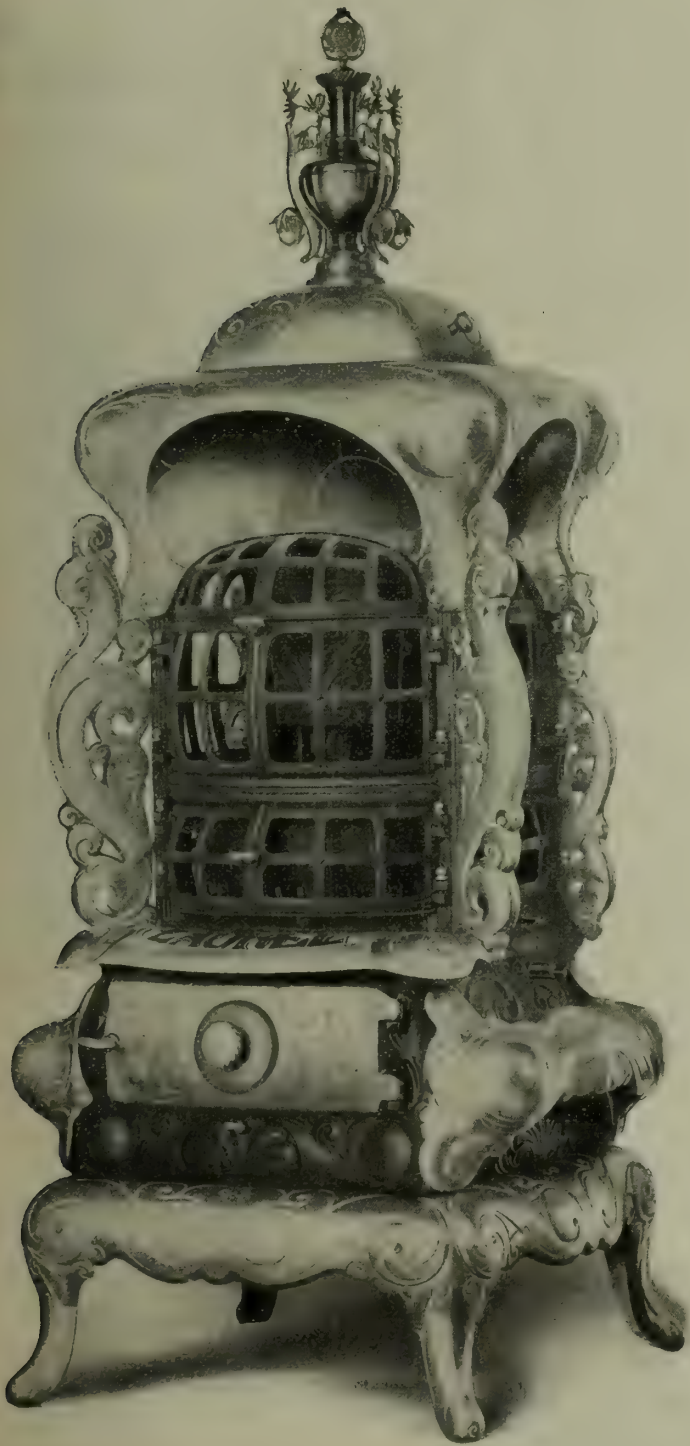
The dealer can sell this steel range, with tank and reservoir, for \$27.00, and make a good profit. The range with that price on it in your window would bring people in.



The Gurney Found

Branches—Montreal, Hamilton, London

Winners on Price and Quality



The
New
Oxford
Art
Laurel

*"The Handsomest Stove We've
Ever Made."*

A removable fire pot and feeder—
nickel that won't dull—there are no
recessed parts—and an appearance
so attractive as to absolutely dis-
count competition. These are the
reasons you should sell this line—
we make it with parlor oven.

Company, Limited

Winnipeg, Edmonton, Calgary, Vancouver



disregarded our national holiday. The International Harvester Company, Canadian Westinghouse Company, and the Meriden-Britannia Company, were three such firms which closed on Wednesday and worked on Saturday, and the managers of all three concerns said they would not think of doing such a thing as was done in Winnipeg.

LONDON.

July 7.—Business, both wholesale and retail, continues very good, with prospects as bright as ever. The only line in which there is any falling-off is in building supplies, which, in view of the fact that building operations are less active this season than for some years past, is quite natural.

Kenneth Ray, who has been with the jobbing firm of D. H. Howden & Co., this city, for some years, and a Toronto gentleman named Richardson, have purchased a hardware and coal business at Wingham, and will take possession on August 4.

The staff at the Grand Trunk car shops is to be increased by fifty men within the next week or two, and all hands will be given 50 hours' work per week, instead of 45. This is rendered necessary by the growing requirements of the company's service. One of the officials is responsible for the statement that traffic conditions are fully up to those of this time last year. The week ended June 30 was one of the heaviest for traffic the G.T.R. has ever had, the earnings showing an increase of upwards of \$16,000 over those of the corresponding period last year, when traffic was unusually heavy. Railroad men are looking forward to one of the busiest seasons they have ever had, and it is stated that the company is almost certain to begin the proposed improvements in London in the near future.

There are reports of price-cutting in binder twine in towns and villages surrounding London, but no dealers can be found who will admit they are guilty.

CHATHAM.

July 7.—The hardware trade here is at present in very good shape. More than that, the outlook for the fall is decidedly encouraging. All along the line come optimistic reports. Building, which at the commencement of the season was quite slack, is picking up. A noticeable feature of the building situation is that quite a bit of work in the way of renovation and remodeling is taking place this year.

The city board of education has decided to install a complete new heating system in the Collegiate Institute. At a special meeting of the board on June 30, five tenders for the work were opened, the contract being let to Westman Bros., the lowest tenderers, for \$3,945. The work will be done in accordance with plans prepared by the Gurney Foundry Company, of Toronto, a tubular boiler system being installed in preference to a sectional boiler.

While the board advertised for tenders for a boiler for the central school, where they intend installing a steam heating system of their own, not a single tender was received for the work. The time for receiving tenders was accordingly extended a week.

In connection with the Collegiate Institute contract, there is understood to be trouble brewing, due to the fact that Watt & Sons, who also tendered, claim to have been unfairly treated. In the first place the board advertised for tenders in accordance with plans and specifications prepared by the Dominion Radiator Company, such tenders to be in by June 23. Three firms, Westman Bros., R. McG. Coyle and Watt & Son, submitted tenders in accordance with the Dominion Radiator plans. When the board met, Mr. Heinrichs, of the Gurney Company, was present and asked leave to prepare plans for the work. This privilege was accorded, the tenders being left unopened in the meantime. Tenders in accordance with the Gurney plans were submitted by John McKay and Westman Bros., the contract being finally awarded to the latter at the figure previously mentioned. Mr. Watt claims that his firm having complied with all the terms of the original advertisement for tenders and being the lowest of the three tenderers on the plans originally specified, is entitled to the contract. He also claims that his firm received no opportunity to tender on the Gurney plans. The matter, which is very regrettable, has occasioned quite a bit of discussion. Mr. Watt has placed the matter in the hands of his solicitors, who have written the board.

Another big factory is in sight for the Maple City. Representatives of a Detroit concern which contemplates starting a branch factory here, were in the city last week looking over the ground. The concern will, if it locates here, employ 100 hands.

The new gas producer engine plant, designed to run the civic electric light station, is the theme of a hot newspaper and general controversy just now. The plant was put in by the Colonial Engineering Company, of Montreal. Opponents of the plant claim that it is not in accordance with the specifications that two small engines have been installed instead of one large one, and that a second-hand dynamo has been put in instead of a new one. Mr. Read, the manager of the company, claims that the two engines make the plant more flexible, and that only a second-hand dynamo of the specified make could be procured. He has offered to extend the time of the guarantee from one to five years. Another subject of controversy has been Mr. Read's offer to pay \$300 per annum for five years toward the salary of a \$1,000 superintendent, he claiming that City Engineer Jones, who has had charge hitherto, is hostile to the new system.

A large consignment of iron pipe has arrived in the city for the Northern Pipe Line Company, and will be used by that concern in piping natural gas from the Tilbury field to Wallaceburg.

Mr. and Mrs. John McClary, of London, were members of a touring party which paid a flying visit to the Maple City a couple of days ago.

FORT WILLIAM.

July 6.—N. B. Gerry, formerly of Blyth, Ont., has opened a hardware store in Westfort, the west ward of this city. He is a brother of the Brothers Gerry, who have been established here for the past two years.

The contract for the new wing of the McKellar general hospital has been awarded as follows: Building, Finger & Holdsworth, \$53,000; plumbing, Anderson & Sime, \$4,350, and heating and ventilation, the Northern Engineering Co., \$5,555. The building will actually be the main hospital, having accommodation for upwards of ninety patients, while the original hospital could only accommodate thirty-five.

An interesting experiment was carried out at the foundry of W. J. Copp & Son here on July 1st, when a trial run of iron ore was reduced in their cupola. The iron ore was brought in from a location taken up by Muirhead & Co., in Conmee township, about 30 miles from the city. They had a quantity of the ore packed out to the railway, and brought it down on the C.N.R., the run being made with a little over 1,000 lbs. of ore. The cupola was charged with this and an equal quantity of coke with 80 pounds of limestone as a flux. When the blast was turned on the ore fused readily, but the trouble that occurred was, as had been anticipated, in the disposal of the slag. The foundry cupola was not equipped for drawing off the slag from the top of the molten metal, and in consequence, when the run was made the slag came out on the top of the stream, while the metal trickled out in a thin stream from below. It was thus impossible to obtain any satisfactory idea of the quantity of metallic iron in the charge, as a very large amount must have run away with the slag. However, the iron that was recovered and cast into small pigs, appears to be of a very good quality, being soft and close-grained. Mr. Muirhead is endeavoring to interest capital in the mine so as to have it worked on a large scale, as he claims to have an enormous body of iron ore that will average over 50 per cent. iron, in sight.

West of the Great Lakes

Extensive Waterworks System for Victoria — Building and Railway Activity About Saskatoon.

F. R. Munro, 511 Union Bank Building, Winnipeg, Western Canada Editor.

SASKATOON.

July 4.—The local hardwaremen are now thinking about the harvest goods which they are to sell. Good reports of the crops are coming in from all quarters, and an early harvest may be looked for. Summer goods are selling well, while the building trade is getting brisk. Each week sees a number of cot-

tages and residences added to the building list. This week excavation work started on the site of the new fire hall, for which the contract was let a few weeks ago. It is expected that a new city hospital will also be started this year.

Building operations in Asquith are also becoming brisk, the local contrac-

tors have quite a lot of work on hand. F. Dingwall is building a residence on Charles street, P. Taylor is building a machine shop on Railway avenue, the machinery for which has arrived. Contractor Pointer has begun construction work on the new school, G. B. Griffith has doubled the capacity of his hardware store while J. F. Cairns has largely increased his establishment.

Perdue, a growing town west of Asquith, is also showing building activity. Besides other buildings, two stores have been commenced and a three-storey hotel. The contractor for the latter is W. May. A rifle club has been organized just lately. The C.P.R. steel-laying gang is now in the vicinity of Perdue, but it will be some time before there is a train service.

Steel-laying operations have not yet begun on the Goose Lake line south-west from here. The crops are well advanced in the district and the delay is causing the farmers considerable anxiety, many of them having increased their crop acreage fully expecting that they would have the railway before fall to haul out the grain. The material for the road arrived some time ago, but as yet there are no signs of the company going ahead with the work.

VANCOUVER.

July 4.—Discussion on the proposal of the Esquimalt Water Company to enter into competition with the B.C. Electric Railway Company in Victoria has brought out the report that the officials of the latter company have considered the bringing of electricity from the mainland. Water is a scarce article around Victoria in sufficient quantities to supply the city and afford the companies means of securing power, hence the consideration of the transmission the long distance across the Gulf of Georgia. Here the B. C. Electric Railway has the best of water-powers in the form of a couple of lakes connected by tunnel. The point comes up whether electricity could profitably be transmitted this distance, especially if cables are laid under the water, which is the method at present suggested.

Walter Thomas, manager of the Vancouver Gas Company, has invented an improved pressure gauge for gas. It is designed to show on a common dial the difference in pressure of gas or air from two different positions in a pipe or vessel or from two sources of supply, and is a convenient improvement on what is known as Kings pressure gauge.

McLennan, McFeely & Co. is the second wholesale warehouse in Vancouver to lose a large quantity of goods through the thefts of persons in their employ. In following up an outside clue, a private detective discovered that there was a regular conspiracy of robbery among some of the employees. Three confessed when confronted with proofs of their dishonesty, but owing to the prominence of their families prosecutions have not followed and the names have not been made public. The goods ranged from knives to stoves, teamsters being in the league, and the value is

estimated at \$10,000. One of the caches was discovered and some of the goods recovered. A few months ago, the wholesale grocery of Kelly, Douglas & Co., was the victim of the same kind of robbery. In that case, one who turned King's evidence was let go, while another was sent to goal for a couple of years.

The value of building permits issued during June totalled \$330,900, a little less than last year. The total for the half year ending the 30 ult., however, showed an increase of \$1,183,535, as compared with last year. Several large blocks are being constructed, and the contract for another was signed this week. This will be a three-storey stone and brick building on Granville St., and will have a front of pressed brick. At Mission Junction, construction is also going on, the principal building being that erected by H. Windebank. It will cost \$12,000.

Coal has been found in False Creek, in the heart of Vancouver city, but whether it is in paying quantities or not or at a payable depth, remains to be proven. A seam of bituminous coal was struck the other day at a depth of 560 feet. This was only 14 inches thick and it is expected to strike another and much larger seam pretty soon. The presence of a large body of coal would mean much for Vancouver's industries.

Archibald Bros., who conduct a plumbing establishment in New Westminster, had a close call from fire the other morning, and as it was considerable damage was done, a large hole being burned in the floor.

F. S. Bonnell and G. R. Baird, two young men, have taken over the hardware business of Spencer Sanderson, at 882 Granville St. They have been with McLennan, McFeely for a long time, and have an intimate knowledge of the business, Mr. Bonnell having had 12 years' experience. They started in last Saturday morning.

James Bros., Kelowna, are sizing up the proposition of installing an electric lighting plant in Penticton.

J. H. Vickers, of the contracting firm of J. H. Vickers & Sons, Nottingham, England, has come to Vancouver to live.

The Gurney Stove Company is making preparations to start in Prince Rupert, and the excavation is now going on for the store.

Victoria has extensive waterworks on hand with a cost that will approximate three-quarters of a million. It is the intention to provide a greater supply for domestic purposes, and also have a system with salt water for fire purposes. Lack of water has been a drawback there, and the system now about to be laid will be under the supervision and along the lines laid down by Arthur Adams, a San Francisco expert. The Staunton Iron Works, of Nottingham, Eng., will supply the pipes and the specifications for the pumps are now in hand.

Condensed or "Want" Ads.

AGENTS WANTED.

This is the problem of many manufacturers who are anxious to get a foothold in Western Canada. It will be easily solved if HARDWARE AND METAL is given the opportunity to solve it.

AN old established British firm of glue manufacturers are desirous of arranging for representation in various parts of Canada. Correspondence to "Glue," care of HARDWARE AND METAL, 88 Fleet Street, London, E.C., England. (17f)

CUTLERY—Canadian Agent wanted by well-known Sheffield cutlery house. Commission basis. Address Box 731, HARDWARE AND METAL, Toronto. (29)

WANTED in every town and village, a representative to take charge of the circulation of our various publications:—Hardware and Metal, Canadian Grocer, Financial Post, Plumber and Steamfitter, Dry Goods Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery, and Busy Man's Magazine. Good financial standing and business connection a strong recommendation. Just the position for a retired business man for his spare time. The MacLean Publishing Company, Limited, Toronto.

WANTED—A reliable retail merchant as agent in every town in Canada to sell Cementum, the best advertised adhesive on the market. Write at once for territory to Dillons, Limited, 455 St. Paul Street, Montreal. (28)

FOR RENT

FOR RENT—Large, airy moulding shop, well situated, for all kinds of work. Walker Bros., Orillia. (28)

FOR SALE—Automobile Runabout, \$400. Thoroughly overhauled. Box 175, Hamilton.

LITHOGRAPHY

HIGH CLASS COLOR WORK; Commercial Stationery, Posters. The Hough Lithographing Co. Limited, Office—No. 3 Jarvis St., Toronto, Telephone, Main 1576. Art, Good Workmanship; Business Methods.

MISCELLANEOUS

AN EXTRA 1 PER CENT. PROFIT.—A National Cash Register will earn at least an extra 1 per cent. profit for any retail merchant. The National Cash Register Co., F. E. Mutton, Canadian Manager, 129 West King Street, Toronto, Ont.

TO TINSMITHS AND APPRENTICES.—Do you want to learn how to draw patterns? If so, now is your chance to secure a course at half-price with 8 months in which to pay for same. Write at once for our special offer. The Sheet Metal School, Box 419, Galt, Ont. (28)

SITUATIONS WANTED.

Travellers, clerks, or tinsmiths, wishing to secure new positions, can engage the attention of the largest number of employers in their respective lines, by giving full particulars as to qualifications, etc., under "Situations Vacant."

SITUATION WANTED by practical tinner as traveller for stoves, furnaces, tinware, paints, oils, or hardware, etc. Have been in the retail business. Box 732, HARDWARE AND METAL, Toronto. (30)

YOUNG MAN, 25 years of age, wants situation as hardware clerk; 10 years experience; first-class references. Box 733, HARDWARE AND METAL, Toronto. (28)

SITUATIONS VACANT.

You can secure a "five-thousand-a-year" manager, or a "five-hundred-a-year" clerk, by stating your wants under "Situations Vacant."

SALES MANAGER.—Good position for energetic young man, not afraid of work. Good prospects for advancement. Must know both languages, be good correspondent and willing to learn details of business. Answer in own handwriting, stating age, business training and experience, and salary expected. All correspondence confidential. Box 734, HARDWARE AND METAL, Toronto.

WESTERN CANADA HARDWARE MARKETS

Corrected by telegraph up to 12 noon Friday, July 10, Room 511, Union Bank Bldg., Winnipeg.

There is little change in the general business situation. Wholesale hardware trade is experiencing a gratifying renewal of activity and the outlook is becoming brighter every day. The biggest crop in the history of the West is now an assured certainty to be realized in a few weeks' time and already the more optimistic feeling abroad is having its effect. There is renewed confidence in the business situation and wise retail buyers looking ahead to the fall rush are placing their orders now to ensure delivery when the goods are actually required. While money is none too plentiful and the loan companies are still asking high rates, wholesale houses report that payments have been met surprisingly well. Business is on a sound basis now and the activity now commencing means a renewal of prosperity.

Wire—Barbed wire, 100 pounds, \$3.25; plain twist, \$3.40; staples, \$3.40; annealed wire, \$2.90 base; oiled, 10c extra; bright iron, \$3.10 base; brass spring wire, 32c base; plain galvanized wire, 6, 7, and 8, \$3.70; No. 9, \$3.40; No. 10, \$3.70; No. 11, \$3.80; No. 12, \$3.45; No. 13, \$3.55; No. 14, \$4.10.

Poultry Netting—57½ per cent. Horseshoes—Iron, No. 0 to No. 1, \$4.65; No. 2 and larger, \$4.40; snowshoes, No. 0 to No. 1, \$4.90; No. 2 and larger, \$4.65; steel, No. 0 to No. 1, \$5; No. 2 and larger, \$4.75.

Horsenails—M.R.M. cold forged process—No. 3, 36c; 4, 32c; 5, 30c; 6, 28c; 7, 26c; 8, 24c; 9, 23c; 10, 11 and 12, 22c. Discounts 50 and 10 p.c. Capewell brand quotations on application; "C" brand list prices per box 25 lbs.; No. 4, \$5.25; 5, \$4; 6, \$3.50; 7 to 9, \$3.25; 10 to 14, \$3. Discounts on application.

Wire Nails—\$3 Winnipeg, and \$2.55 Fort William.

Cut Nails—Now \$2.90 per keg. Pressed Spikes—½ x 5 and 6, \$4.75; 5-6 x 5, 6 and 7, \$4.40; ½ x 6, 7 and 8, \$4.25; 7-16 x 7 and 9, \$4.15; ½ x 8, 9, 10 and 12, \$4.05; ½ x 10 and 12, \$3.90. All other lengths 25c extra, net.

Screws—Flat head, iron, 80, 10, 10 and 10; brass, 75; round head, iron, 80; brass, 70; coach, 65.

Bolts—Carriage, 3-16 and ½, 65; 5-16 and ¾, 60; 7-16 and larger, 55; machine, ¾ and under, 60 and 5; 7-16 and over, 55; bolt ends, 52½; sleigh shoe ¾ and under, 55; 7-16 and over, 45; machine screws, 60; plough bolts, 50; square and hexagon nuts, cases, 2½; small lots, 2½; stove bolts, 70 and 10 per cent.

Rivets and Burrs—Iron rivets, 60 and 10; copper: No. 7, 29c; 8, 29½c; 9, 30½c; 10, 31½c; 12, 34c. Copper burrs, No. 7, 39c; 8, 40c; 10, 43c; 12, 46c. Copper rivets and burrs: No. 8, 30½c; 9, 33c per lb.

Green Wire Cloth—\$1.75, 100 sq. ft. Coil Chain—¼, \$7; 3-16, \$5.50; ¾, \$4.90; 7-16, \$4.70; ½, \$4.40; ⅝, \$4.20; ¾, \$4.05.

Shovels—40 and 5 p.c. Harvest Tools—50, 10 and 5 p.c. Axe Handles—Turned, s.g. hickory, \$3.15; No. 1, \$1.90; 2, \$1.60; octagon, extra, \$2.30; 1, \$1.60.

Axes—Bench, 40 and 5; broad, 5½ to 7½, \$21 per dozen; 7½ to 8½, \$23 per dozen; Royal Oak, per doz., \$6.25; Maple Leaf, \$8.25; Model, \$8.50; Black Prince, \$7.25; Black Diamond, \$9.25; Standard flint edge, \$8.50; Copper King, \$8.25; Columbian, \$9.50; handled axes, North Star, \$7.75; Black Prince, \$9.25; Standard flint edge, \$10.75; Copper King, \$10.50 per doz.

Auger Bits—"Irwin" bits, 47½; other lines, 70 and 10 p.c.

Blocks—Steel 35; wood, 60 p.c. Hinges—Light "T" and strap, 65 p.c.

Hooks—Brush, heavy, per doz., \$8.75; grass, \$1.70.

Files—Arcade, 75; Black Diamond, 60; Nicholson's 62½ per cent.

Stove Pipes—6-in., \$9.25; 7-in. \$10. Builders' Hardware, etc.—45 p.c.

Tinware, Etc.—Pressed, retinned, 70; plain, 75 and 2½; pieced, 25; japanned ware, 35; Famous enamelled ware, 50; Imperial, 50 and 10, one coat, 60; Premier, 50; Colonial, 50 and 10; Royal, 60; Victoria, 45; White, 70 and 5; Diamond, 50; Granite, 60 p.c.

Galvanized Ware—Pails, 37½ p.c.; other galvanized lines, 33 1-3 p.c.

Solder—21c per lb.

Lanterns—Cold blast, per dozen, \$7; coppered, \$9; dash, \$9.

Wringers—Royal Canadian, \$36; B.B., \$40.75 per doz. Churns, 45 and 5.

Rope—Sisal, 10½; pure manila, 14½c. British manila, 11½. Lath yarn, 10½c.

Building Paper—Sunrise, plain, 50c; Surprise, plain, 50c; Lion, plain, 55c; Anchor, plain, 60c; Cyclone, plain, 60c; Victoria, plain, 67½c; Triumph, plain, 67½c; Buffalo, plain, 67½c; Anchor, Joliette and Buffalo, tarred, 62½c; Victoria, Triumph and Joliette, tarred, 84c; Cyclone, tarred, 78c; Perfection Sulphite, \$3.75 per 100 lbs.

Corrugated Iron and Roofing, Etc.—Corrugated iron, 28 gauge, painted, \$3; galvanized, \$4.10; 26, \$3.35 and \$4.35. Pressed standing seamed roofing, 28, \$3.45 and \$4.45. Crimped roofing, 28, painted, \$3.20; galvanized, \$4.30; 26, \$3.55 and \$4.55.

Ammunition—Cartridges, rim fire, Canadian, 50; American, 33; pistol sizes, Canadian, 25; American, 5; military, Canadian, 20; American, 10 p.c. advance. Primers, \$1.55. Loaded shells. English and Canadian makes, 12 gauge, black, soft, \$18; 10, \$22.50; 12, smokeless, chilled, English, \$24; Canadian, \$23; 10, smokeless, chilled, English, \$28; Canadian, \$27. Shot: Drop, per 100 lbs., \$6.25; chilled, \$6.60; buck, \$6.95; 28 ball, \$7.30. Powder, F.F., keg, Hamilton, \$4.75; F.F.G., Dupont's, \$5. Bar iron, \$2.50. Swedish iron, \$4.95; sleigh shoe steel, \$2.75; spring steel, \$3.25; machinery steel, \$3.50; tool steel, Black Diamond, 100 lbs., \$9.50; Jessop, \$13.

Pig Lead—\$5.50. Lead pipe, \$7.

Sheet Zinc—Casks, \$8; broken lots, \$8.50.

Copper—Planished copper, 29½c per pound; tinned, \$26½c.

Iron Pipe—Black pipe. ½ in., \$2.50; ¾, \$2.85; 1, \$3.50; 1½, \$4.65; 2, \$6.60; 2½, \$9.00; 3, \$10.75; 4, \$14.40; 5, \$24.40; 6, \$31.50; 8, \$39.50; 10, \$45.00; 12, \$52.00; 14, \$58.00; 16, \$75.00; Galvanized: ½ in., \$3.50; ¾, \$3.80; 1, \$4.25; 1½, \$5.75; 2, \$8.50; 2½, \$11.50; 3, \$13.90; 4, \$18.50; 5, \$24.00; 6, \$30.50.

Fittings—Wrought couplings, 55; nipples, 70; classified malleable fittings, 25; malleable bushings, 50; malleable unions, 55 p.c.

Galvanized Iron—Apollo, 16-gauge, \$4.15; 18 and 20, \$4.40; 22 and 24, \$4.65; 26, \$4.65; 28, \$4.50; 30-gauge or 10½-oz., \$5.20; Queen's Head, 20, \$4.60; 24 and 26, \$4.90; 28, \$5.15.

Tin Plates—I. C. charcoal 20x28, full box, \$9.50; ¼ box, \$5; IX full box, \$11.50, ¼ box, \$6; IXX, full box, \$13.50; ¼ box, \$7.

Terne Plates—I.C. plates, \$9.

Canada Plates—Half polish, 6 and 7 inch, \$3.25; 8-inch, \$3.50; full polish, 6 and 7 inch, \$4; 8 inch, \$4.25.

Lubricating Oils—600 W. cylinders, 80 cents; Maple Leaf cylinder, \$1 per gal.; 700 A. cylinder, 75c; Sterling cylinder, 55c; 600 A. cylinder, 50c; Capital cylinder, 59c and 54c; Solar red engine, 32c; Atlantic red engine, 29c; heavy castor, 29c; medium castor, 28c; Ruddy harvester, 30c; standard gas engine oil, 36c. Renown engine oil, 38c.

Petroleum and Gasoline—Silver Star, in bbls., per gal., 20c; Sunlight, 22c; case, \$2.45; Eocene, gal., 24c; case, \$2.60; Pennoline, gal., 25c; Silver Light 22c; Starlight, 20c; Sterling Light, 24c. Engine gasoline, gal., 24c; f.o.b. Winnipeg, cases, \$2.60.

Paints and Oils—White lead, pure, \$6.50 to \$7.50, according to brand, bladder putty, in bbls., 2½c; in kegs, 2½c; turpentine, barrel lots, 74c. Linseed oil, raw, 62c; boiled oil, 3c per gallon advance on these prices.

Bluestone—7c lb.

EDMONTON MARKETS.

July 10.—Barb wire, \$4 per 100 lbs.; plain twist wire, \$4.25; brt. wire staples, \$4.20; poultry netting, 50 p.c. Horseshoes, M.R.M., \$5.15 base; C horse nails, in 25-lb. boxes, No. 4, \$4.95 per box net. In less quantities than 25-lb. boxes add 1c per lb.

Wire nails, \$3.55 base. Screws, flat head, bright, 85; brass, 75; round head, bright, 75 and 10; brass, 70 p.c.

Bolts, carriage, 3-16 and ½, 60 p.c.; 5-16 and ¾, 4-inch and shorter, 55 p.c.; ¾ (longer than 4-inch), 50 p.c.; 7-16 and up, 45 p.c.; machine, ¾ and under, 55 p.c.; 7-16 and over, 45 p.c.; plow, 45 and 5 p.c.; stove, 70 p.c.

Green wire cloth, \$1.85, 100 sq. ft. Shovels, first grade, \$11.55; fourth grade, \$7.60 per dozen.

Harvest tools, 50-10 p.c. Brush hooks, \$9 per dozen. Files, Arcade or Eagle, 70-10-5 p.c. Solder, 23c per lb.

Lanterns, No. 2 cold blast, \$8 doz. Wringers, Royal Can., \$38 per dozen. Churns, 45 p.c.

Rope, sisal, 11½c per lb.; British manille, 12½c; pure manilla, 15½c.

Building paper, plain, 62c per roll; tarred, 82c per roll.

Linseed Oil—Boiled, 75c; raw, 72c per gal. in barrel lots.

Ammunition—Primers, \$1.55 per M.; loaded shells, English and Canadian make, 12 gauge, black, soft, \$19 per M.; 10, \$23.65; 12, smokeless, chilled, English, \$25; 10, \$29; 12, Canadian, \$24;

Fire Escapes

Circular Stairs

Coal Chutes and

Ornamental Iron for Buildings

Are lines which local hardware men should look after. We are pleased at all times to submit tenders on work of this kind.

THE MANITOBA IRON WORKS Limited
WINNIPEG, MAN.

Ross Bros.

LIMITED

Harvest TOOLS

Edmonton, Alberta

Our stock is complete,
our prices are right and
we make shipment within
twelve hours of the re-
ceipt of your order.

10, Canadian, \$28; shot drop, \$7.50 per 100 lbs.; chilled, \$7.90; buck, \$8.30; 28 ball, \$8.70; powder, F.F., Hamilton, \$5.25 per keg.

SUDBURY SENDS GREETINGS.

The interest Sudbury merchants are taking in the opening of the new C.N.O. line from Toronto to that town, and incidentally their interest in the MacLean papers, is shown by the following telegram received on the eve of the opening of the new line:

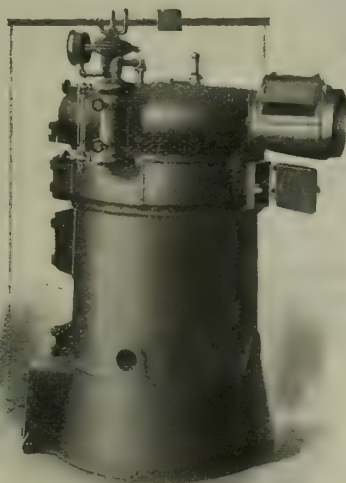
"Col. J. B. MacLean,

MacLean Newspapers, Toronto:

"Sudbury merchants are to-night celebrating the opening of the Canadian Northern Railway from Toronto to Sudbury and congratulate McKenzie & Mann on the building of their competitive line, bringing these two cities closer together. The Board of Trade sends greetings to the readers of your paper. JAS. PURVIS,

Pres. Board of Trade."

Here's Another Money-Maker!



Pease Economy Round Steam Boiler

The construction of this splendid steam boiler is quite similar to that of our Economy Hot Water Boiler. The water travels upward around the specially constructed corrugated fire pot through seven radial arms over the concave centre at the top of the fire pot, then up into the horizontal boiler sections. All the way up it is getting the benefit of the most intense heat, which results in a great

REDUCTION OF FUEL COST

The steam dome has double water chambers allowing the heat and smoke entering the flue to get in some final work by passing between the two sections. The dome provides ample space for vaporization. The complete set of trimmings with this boiler includes steam gauge, water column and glass, safety valve, and damper regulators, as well as the firing tools and flue cleaner.

Send for Our Catalogue

Pease Foundry Co., Ltd.

TORONTO

Pease-Waldon Co., Ltd.

WINNIPEG

Manufacturers of Furnaces, Combination Heaters, Round and Sectional Boilers for Hot Water or Steam, Registers, &c.

We maintain an engineering department. Ask for our assistance when you have an out-of-the-way heating or ventilating problem to solve.

BEST ELBOWS

—FOR—

CONDUCTOR PURPOSES

BEAR TRADE MARK

F. Dieckmann

PLAIN ROUND.

CORRUGATED.

Crimps outside no obstructions inside.

Only elbow holding in position without solder.



For Sale by the TRADE

Write for prices,
catalogue and
samples to

JOBBERS AND

THE FERD. DIECKMANN CO.

1180-82-84 HARRISON AVE.,
CINCINNATI, O., U. S. A.

Novelties and New Goods

New and Simple Saw Stand—Compact and Novel Machine for Boring—Useful Bathroom Fixture—Clean Utensils for Dairy Use.

NEW TRIPOD SAW STAND.

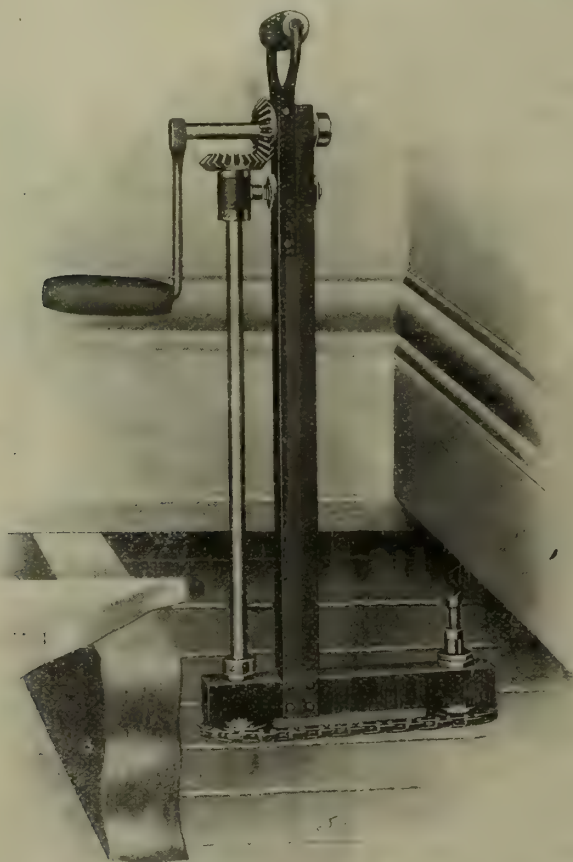
Spear & Jackson, Sheffield, England, have recently brought out a new stand, which is specially made for the exhibition of saws. It is called the "Tripod Saw Stand," and is made of metal in tripod shape with three racks, one above another, on which hand saws may be displayed. It can be exhibited either on the counter or in the window, and cannot easily be knocked over. The stand, too, sets off the saws to better advantage than when hung on the wall. The "Tripod" is neatly made of good material and nicely finished in dull black. Spear & Jackson will answer all inquiries received.

A NOVEL BORING MACHINE.

A useful and novel machine for boring holes in narrow places is the "Standard Boring Machine," made by the Ford Auger Bit Co., Holyoke, Mass., which is illustrated below. The machine is less than three inches from front to rear, and any length bit can be used. The machine has handles that can be adjusted to any position. The

internal ratchets are made to last a lifetime, though duplicate parts may be obtained in case of accident. The machine has outfits for work both overhead and below the floor and a special base partition fixture does away with

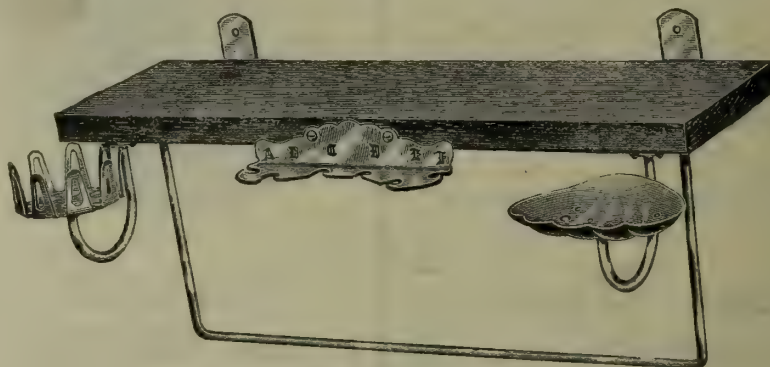
the necessity for tearing off baseboards. The Ford Company will supply further information on request.



A Novel Boring Machine.

FOR THE BATH ROOM.

A new bathroom accessory is the "Lenox Outfit," manufactured by the Forsyth Mfg. Co., Buffalo, N.Y. It is a shelf to which a number of fixtures are



A Convenient Bathroom Fixture.

attached, and the whole outfit may be screwed to the wall. The shelf is made from selected wood and is finished to give a "mission" effect. The fixtures are made in two qualities from both steel and solid brass, and present a fine finish. There is a towel bar, a tumbler holder, a bracket soap tray and a toothbrush holder. The illustration will show more clearly the striking points of the "outfit," and the company will be pleased to answer inquiries.

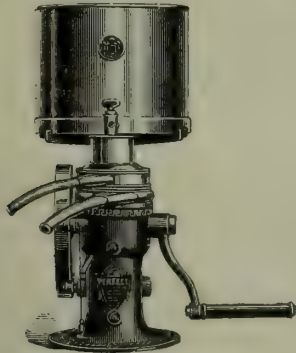
CLEANLINESS IN THE DAIRY.

The vital necessity of cleanliness in all dairy utensils is becoming more and more recognized and insisted upon. The health of the country demands that nothing should be left undone to keep milk absolutely pure, and the ingenuity of man is constantly devising new methods of overcoming many of the difficulties that beset dairymen and farmers in this direction. A great trouble has always been in keeping the ordinary milk cans clean, owing to the seams and crevices inside collecting dirt. This great difficulty has been solved by the improved milk can which Burmeister & Wain, of Copenhagen, Denmark, who have branches all over the world, have put upon the Canadian market. These cans are pressed out of one or two pieces of steel plate, and are consequently completely smooth on the inside. Their rounded corners offer no obstacle to cleaning, and with the absence of seams and crevices dirt and bacilli cannot collect. These cans are tinned three times in a certain way, and with the high quality of steel used are extremely durable.

Rust formation is another difficulty which troubles the farmer and dairymen using the old style can. Burmeister & Wain after many years of experimenting have discovered a method which prevents rust. On the inside of the bottom

of the can is soldered a piece of metal about the size of a dollar piece. This metal has a strong electro positive power which in an effective way counteracts rust formation. The firm also have several ingenious milk strainer and pails of great hygienic qualities.

Burmeister & Wain, whose separator factory is the oldest in the world, have also upon the market a separator which is unique of its kind. The principal drawback connected with separator systems hitherto has been their great delicacy



The Perfect Separator.

with regard to the balancing of the cylinder. In the "Perfect" separator of Burmeister & Wain this disadvantage has been avoided in a very clever way. The cylinder in the "Perfect" separator is self balancing, and remedies every side-heaviness itself. It has, therefore, never to be rebalanced, and saves the user from the expense and stoppage of work caused thereby. Other advantages of the separator are that the feeding pipe plates are inserted in any order, and may be kept in stock as spare parts, which is also the case with the other parts of the cylinder. The working is exceptionally smooth, as the fric-



The Perfect Milk Can.

tion on the moving parts has been reduced to a minimum on account of the self-balancing qualities of the cylinder.

Fred Voss, of St. John Street, Montreal, is representing Burmeister & Wain. Mr. Voss has had considerable experience in farming and dairy work, and has practical knowledge of farming conditions in the Northwest. He can therefore speak with authority upon many points which arise in connection with the purity of milk.



There's Money in the Sherwin-Williams Agency Proposition.

That is why we want you to know about it. Sherwin-Williams stands for what is best in paints and varnishes, and for this reason there is satisfaction in handling the Sherwin-Williams line.

THE SHERWIN-WILLIAMS AGENCY

not only means success in paint and varnish selling, but it will put more life into your *entire business*. Our agency is founded on the principle of co-operation. We do not merely sell you the goods and then let you shift for yourself—we work for you and with you and give you the advantage of our forty years of experience in the paint business to help you make your sales. Among these helps are our Indoor and Outdoor Displays, National Magazine Advertising, Newspaper Electros, Color Cards, Window Trims, and Personal Letters to Property Owners, Architects, Painters, etc.

We want a live agent in every town and village in the Dominion. Will you take this opportunity that is knocking at your door? Or are you going to let the other fellow get it? Write at once for particulars regarding our agency.



THE SHERWIN-WILLIAMS CO.
LARGEST PAINT AND VARNISH MAKERS IN THE WORLD.

Canadian Headquarters and Plant: 639 Centre St., Montreal, Que.
Warehouses: 86 York St., Toronto, and Winnipeg, Man.



386

Sheet Metal Building Material

Galvanized Cornices, Shingles, Ventilators and Finials.
Pressed Zinc Ornaments: Fireproof Windows, Doors and Shutters.

Metallic Shingles, Siding, Ceiling and Lath.

Corrugated Iron: Curved or Straight, Painted or Galvanized.

Everything that is reliable and artistic in Sheet Metal Building Material.

Reliable, active agents wanted in many districts.

WRITE FOR PARTICULARS

The Metallic Roofing Co.

LIMITED

Manufacturers

Toronto and Winnipeg

BUILDING AND INDUSTRIAL NEWS

For additional items see the correspondence pages. Information is solicited regarding building and industrial news, the incorporation of companies, establishment or enlargement of mills, factories or foundries, municipal water works and sewerage systems, railway or mining news, etc.

Industrial Development.

J. A. Gregory is building a new saw-mill on the Lepreaux River, N.B.

An extensive addition to the Kent Canning Works, Chatham, is planned.

The London Concrete Machinery Co. will erect a large new factory in this city.

The Cliff Brick Co.'s plant at Medicine Hat was destroyed by fire, loss \$60,000.

Willis MacPherson has opened a foundry and machine shop at St. Mary's Ferry, N.B.

Machinery is arriving at Welland for the Canadian plant of the "Quality Beds" company.

A factory for the manufacture of corrugated iron pipe is to be erected in Stratford this summer.

W. H. Hutchison is refitting his old mill at Prince Albert with new machinery for sawing shingles.

The American Can Company, New York, has purchased the plant of the Acme Can Works, Montreal.

The Incandescent Lamp Co., Toronto, has commenced work on the construction of its new \$79,000 factory.

The C.P.R. has placed an order for 20 freight locomotives with the Locomotive and Machine Co., Montreal.

A quarter of a million dollars are being spent on improvements in the Granby copper mines in British Columbia.

A stampede has taken place to Tasso Harbor, on Moresby Island, B.C., where a new rich copper belt has been located.

The pulp mills at Sault Ste. Marie, recently burned, are again in operation, and turning out 100 tons of pulp per day.

The Canadian Consolidated Gold Dredging Co., Vancouver, B.C., is placing orders for four new dredges, to cost \$460,000.

W. H. Phelps, Seattle, and E. F. Mitchell, Vancouver, are erecting a \$35,000 sawmill on the Skeena River, near Aberdeen, B.C.

A syndicate has bought for \$20,000 the Copper Coin copper property on Moresby Island, B.C., and will at once begin active operations.

Peterboro is after a Yorkshire, Eng., manufacturer, who contemplates erecting a brickmaking and grinding machinery works in Canada.

An American lumber concern is looking for a site at Blaine, B.C., on which to locate a large mill in order to compete in the Canadian market.

The Helen Mines at Michipicoten, Ont. are at present being worked to their fullest capacity, and heavy shipments of ore are being sent out.

The Consolidated Mining and Smelting Co., Trail, B.C., is shipping 15 cars of high grade matte per month. A recent carload was valued at \$32,000.

The Algoma steel plant at Sault Ste. Marie is again running full time and the company has a large number of rail orders for railway construction work.

The Inglewood Pulp Company, St.

John, N.B., have begun the work of loading their cribs with blocks for the Mispec mill which is about to begin operations.

An incendiary fire damaged Armstrong & Co.'s flour and feed store and Frost & Wood's agricultural implement branch store at Wallaceburg to the extent of \$8,000.

Fire destroyed 7,000,000 feet of lumber, 13 railway cars, and a large quantity of finished product at A. G. Chew's mill at Tannersville, Ont. Loss about \$130,000.

Negotiations have been going on for some time, and are now reaching what is believed will be a satisfactory conclusion, for the granting by the Canadian government of a yearly bonus of 3 per cent. for 20 years upon the cost of the proposed drydock at the Bridgeburg yards of the Canadian Shipbuilding Co.

Building Notes.

A \$2,500 school will be built at Picton, Ont.

Plans have been prepared for a \$10,000 school at Morris, Man.

John Hayman will build a \$50,000 apartment house at London.

The Tyrrell Block, Chatham, Ont., is to be completely remodeled.

St. Thomas' building permits for June were valued at \$34,000.

About 800 buildings, large and small, are being erected in Winnipeg.

The building trade is reported to be very active at Prince Rupert, B.C.

Building permits in Toronto for the week ending July 4 totalled \$117,300.

Alterations to cost \$22,000 will be made to the Wellesley Public School, Toronto.

A new Presbyterian Church is to be erected at New Edinburgh, Ont., this season.

A new Shea's Theatre, to cost about \$150,000, will be erected in Toronto this summer.

An addition to the city power station will be built at Calgary to house the new machinery.

The Council of Ingersoll, Ont., are considering a by-law to raise \$16,000 for school purposes.

The First Church of Christ Scientist propose erecting a new church to cost, including site, \$250,000.

McGregor & Black have the contract for seven new residences at the R.N.W.M.P. Barracks, Regina.

The contract for the erection of the Gratton School, Regina, has been awarded to Murphy & Martin.

Bridgewater, N.S., is enjoying a building boom, no less than 29 structures being under construction.

P. Lyall & Son, Montreal, have the contract for the Legislative Buildings at Regina, the price being \$1,424,150.

The Preston, Ont., School Board has awarded the contract for the addition to the Public School to Franch Fach.

J. J. Dissette, has the contract for the \$45,000 business block to be erected at Vancouver for H. D. Wright, of Seattle.

The congregation of Holy Trinity Church, Fairview, B.C., will either extend their present building or erect a new edifice.

The contract for the Arcolo, Sask., courthouse has been awarded to Thos. Grayson, Moosomin, the contract price being \$27,045.

Plans of Storey & VanEgmond have been accepted for the Collegiate Institute at Regina, which is estimated to cost \$150,000.

The Hamilton, Ont., North End Improvement Society has appointed a committee to secure a site for the erection of a new hall.

In addition to a number of stores and a new bank building, there are twenty-five residences under construction in Moncton, N.B.

The Northern Bank has purchased property in Red Deer, Alta., with a view to the ultimate erection of a new business block.

Montreal's building permits for June numbered 127, valued at \$416,080, as against 184, valued at \$864,266 for the same month last year.

The Hamilton Separate School Board will erect a four-roomed school in the extreme east end of the city at an estimated cost of \$12,000.

The Hamilton Separate School Board has appointed a committee to proceed with the erection of St. Ann's School, estimated to cost \$8,000.

A site has been selected by the Finance Committee of Calgary, Alta., for the \$50,000 drill hall to be erected this year by the Government.

Toronto's June building permits were \$1,055,405, as against \$1,445,230 a year ago. The permits numbered 2,605, against 2,024 in June last year.

The ratepayers of Guelph will on July 13 vote on a by-law to raise \$10,000 for the purpose of extending the buildings for the Winter Fair.

Vancouver's building permits for the first six months of the year represented an expenditure of \$3,351,550, an advance of 50 per cent. over the same period a year ago.

The governors of Acadia College, Wolfville, N.S., have awarded the contract for the Carnegie Science Building to Rhodes, Curry & Co., of Amherst. Construction work has commenced.

William McKay, President of the London & Lancashire Life Assurance Company, is reported to have forwarded to London a recommendation in favor of erecting in Winnipeg a seven-storey office building.

Alberta is at present erecting a number of public buildings in various parts of the Province—Parliament Buildings at Edmonton; Courthouse at Wetaskiwin; Normal School and Land Titles Buildings at Calgary; Courthouse and Jail at Lethbridge; Asylum at Ponoka, and Telephone Exchange at Strathecona.

Recent building permits in Hamilton include: Stewart & Witton, church building, corner Holton and Main Streets, \$11,000; Stewart & Witton,

INGOT

ANTIMONY
COPPER
LEAD
ZINC
TIN

IN STOCK

A. C. LESLIE & CO.,
LIMITED
MONTREAL

Sticks Everything, But Is Not Sticky

sounds like a paradox, but it's not, it applies to CAEMENTIUM, the greatest ADHESIVE ever discovered. It is a LIQUID PORCELAIN not a FISH GLUE.

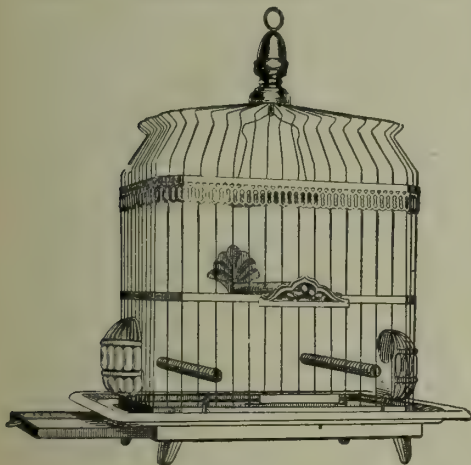
It is unaffected by HEAT, DRYNESS, MOISTURE and ACIDS. Where workers have to affix GLASS, PORCELAIN or METAL this adhesive is unsurpassed.

Electricians will ask for it. Plumbers and Automobile Men will want it. Why not stock this need?

IT MEANS MONEY TO YOU ALSO.
WHY NOT BE OUR AGENT?

DILLONS LTD., 455 St. Paul St.
MONTREAL

Write to-day, we need you and you need us.



This is one of our New lines of **FANCY JAPANNED CAGES**. Handsomely ornamented and complete with **WRIGHT'S PATENT SEED CUPS**, Swings and Perches. Also a complete line of Brass Cages and **BREEDING CAGES**. Send for our Cage Catalogue with prices.

E. T. WRIGHT & CO.
HAMILTON, ONT.

When writing to advertisers, kindly mention having seen the advertisement in this paper.

Hammer the Hammer



**YOU
MUST
PULL THE
TRIGGER**

**ACCIDENTAL
DISCHARGE
IMPOSSIBLE**

The Iver Johnson isn't a bomb—it's a revolver. It goes off only when a revolver should—when you pull the trigger. You can drop it, strike it against table corners, or hammer the hammer, with perfect impunity. But the instant that you do pull the trigger in earnest you will find the Iver Johnson a quick, sure, straight shooter.

Our advertising has made "Hammer the Hammer" a familiar phrase. Be sure of the Owl's Head on the grip and our name on the barrel. Our guarantee stands back of them.

These are not premium goods. They are sold straight. Advertised in all the big magazines and sportsmen's periodicals, but never sold by mail where a dealer will supply the demand.

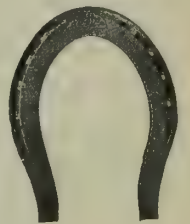
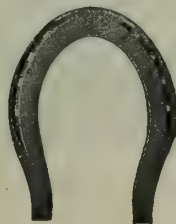
Send for Dealer's Catalogue or order from your jobber.

IVER JOHNSON'S ARMS & CYCLE WORKS

330 River Street, Fitchburg, Mass.

Pacific Coast Branch: Phil. B. Bekeart Co., San Francisco, Cal.
IVER JOHNSON SINGLE BARREL SHOTGUNS AND TRUSS BRIDGE BICYCLES.

IVER JOHNSON
SAFETY AUTOMATIC REVOLVER



Horse Shoes

The saving to the consumer specifying for an article that has a reputation for quality is emphasized by "M.R.M." Horse Shoes.

Every shoe a perfect one.

Made from the best material and made right.

Each shoe carefully inspected before leaving our factory.

Satisfaction for the farrier means more trade for the dealer handling this line.

The Montreal Rolling Mills Co.

brick addition and alterations to A. M. Souter's store, corner King and Park Streets, \$4,000; W. Kerr, two brick houses, Sophia Street, \$3,600; Mrs. Ann Gould, three-storey brick store, corner James and Robert Streets, \$4,000.

Municipal Improvements.

West Toronto is considering a proposition of the Artesian Water Co., of Whitechurch to supply that city with water.

The St. Louis, Que., council will submit a by-law to the ratepayers for the purpose of laying water pipes to cost \$180,000.

Dobson & Jackson, Vancouver, have obtained a contract for sewer construction on May and Nairn Streets, Elmwood, B.C.

The ratepayers of Fort William will vote on August 5 on a by-law to raise \$95,000 for improving and extending the waterworks system.

Hintonburg, Ont., is now supplied with water from the Ottawa waterworks. That city has also taken over the Ottawa East waterworks.

The contract for 4,200 feet of cast iron water pipe for the Oak Bay municipality, Victoria, B.C., has been awarded to W. G. Winterburn.

The Concrete Engineering & Construction Company, Limited, have obtained the contract for section "C" of Preston's, Ont., sewerage system.

E. A. Wallberg, Montreal, is putting in sewerage and waterworks systems at the I.C.R. buildings at Moncton, N.B. The cost is estimated at \$60,000.

The V. Stanton Iron Co., of London, Eng., has received an order for 300,000 tons of iron piping for water, gas and other public works from the council of Victoria.

The Dominion Government is calling for tenders for the installation of a waterworks plant at the new Prince Albert penitentiary, which is to be erected a mile and a half west of the town.

Railroad Construction.

Efforts are being made in the United States to finance the Hamilton, Waterloo and Guelph Electric Railway.

A by-law is being prepared to enable the Brantford Street Railway Company to extend their tracks from Mohawk Park to the T. H. & B. bridge at Cainsville.

On July 1 the C.P.R. opened three branches in Ontario—Linwood to Listowel, 16 miles; Saugen Junction to Hanover, 27 miles, and Embro to St.

J. D. McArthur & Co., Winnipeg, have been awarded the contract for the extension of the C.P.R. from Moose Jaw to the new townsite of Outlook, 123 miles distant.

The Dalmeny to Carlton branch of the C.N.R. is just about completed and the grading outfit has been ordered to start work on the C.N.R. extension to Battleford through the Shellbrook district. This line will be continued through to Calgary.

The Canadian Northern are proceeding with construction work on their line from Regina through the Fairvale and Cottonwood districts. The road will also be continued through to Calgary this season if the Governments of Saskatchewan and Alberta will guarantee the bonds for the work.

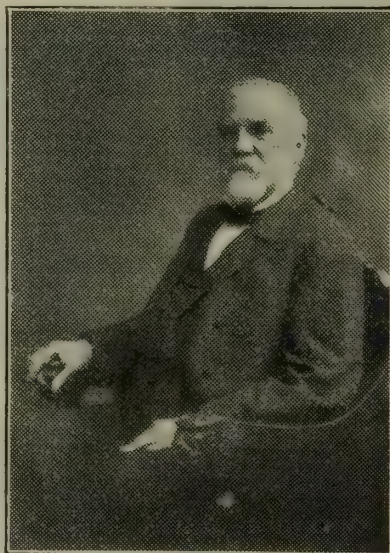
The special street railway committee of Calgary is calling tenders for supplying and laying rails on nine blocks of the

city streets. Eighty-pound rails will be used on the principal streets and sixty-pound on the others. The total length of the railway as laid out by the committee will be $7\frac{1}{2}$ miles, with extensions already outlined for the future: Mary's, 18 miles.

The C.P.R. are replacing the present rails of their line between London and Detroit with heavy 80-pound steel. The work will be extended over two or three seasons, and each year a certain portion of the present line will be thus improved. This year the section between Hyde Park and Caradoc is being relaid.

DEATH OF SAMUEL DISSTON.

Samuel Disston, chairman of the board of directors of Henry Disston & Sons, died at his home in Philadelphia on June 27, aged 70 years. Although confined to his bed but a fortnight, Mr. Disston's health for some time past had been such as to preclude his giving his business that close attention which has been one of his characteristic traits, and



The Late Samuel Disston.

this caused him to retire from the active duties of secretary and general manager of the concern in May last, after 58 years of continuous service.

Mr. Disston was born in Nottingham, England, and when 12 years of age went to the United States, entering the employ of Henry Disston. He served his apprenticeship as saw-maker, held various positions in the office and was also traveler for the firm. In 1894 he was made secretary and general manager of the concern. Mr. Disston held various important offices outside his business, and was an ex-president and director of the Hardware Merchants' and Manufacturers' Association of Philadelphia, and a member of the executive of the American Hardware and Manufacturers Association. The Disston company now has branches in many United States cities, and Toronto, Ont., as well as representatives in the large cities all over the world.

J. G. Lewis, of Lewis Bros., Montreal, and C. F. Smallpiece, a director of the same company, were in Toronto early this week.

Hardware Letter Box

Any questions on trade subjects will be answered by the editor in this department. Do you want any address, any special line of goods, anything relating to the hardware trade? Ask us. Letters from manufacturers, jobbers, travelers, retailers or clerks are solicited. Suggestions for trade improvement or discussions on trade evils are invited.

Cork Life Preservers.

The National Fence Co., Prescott, asks for the addresses of Canadian firms making or selling cork life preservers.

S. H. Ewing & Sons, Montreal, and the Freyseng Cork Co., Toronto, are makers; and J. J. Turner & Sons, Peterboro; John Leckie and D. Pike Co., Toronto; Robt. Soper, Hamilton; and Geo S. Oldreive, Kingston, are dealers in cork life preservers.—Editor.

Table Slides.

A. H. Duke, Port Carling, Ont., writes: "Kindly inform me where I can buy table slides for extension tables?"

Geo. McLaglan, Stratford; National Table Co., Owen Sound; and The Knechtel Co., Hanover, are makers of this class of goods. If they do not make the specific article, these firms will be able to tell where they are made.—Editor.

PRESERVATIVE PAINT FOR VESSELS.

The boring of worms in and the adhesion of barnacles to the bottoms of wooden vessels have been the bane of the life to vessel owners and sailing men the world over. An invention which is calculated to prevent these two annoyances is called "New York Copper Paint," and Benjamin Moore & Co., West Toronto, makers of "Mureseo" paints, have just secured the sole right to manufacture this paint in Canada and Newfoundland. It has been tested and found to be high-class, and is now being used by the United States Government, which has given this paint their endorsement. The company suggest that painters would do well to write them in regard to prices and fuller information.

CATALOGUE NO. 63.

The Gurney Foundry Co., Toronto, has issued a new illustrated stove catalogue and price list for the "Oxford" lines of coal and wood stoves and ranges. The various stoves put out by this company are illustrated and described in the 74-page catalogue. A series of ten pointed paragraphs bring forward in a striking manner the principal features of the Oxford O.K. steel range, which is made for coal and wood, and which is also made in a coal and gas combination. Copies of this catalogue, as well as others, describing the various lines manufactured by the Gurney Co., will be forwarded on request.

News of the Paint Trade

PURE PAINT IN THE STATES.

At a recent meeting of the American Society for Testing Materials, held at Atlantic City, John M. Peters, speaking on the subject of pure paint laws as related to improvement in the quality of paints, said: "It has been stated repeatedly during the last two years by those who claim to speak authoritatively that the production of mixed paints amounts to about 100,000,000 gallons a year. As we have a fairly accurate knowledge of the production of the leading pigments, and also of linseed oil, a consideration of these figures will be of interest to compare with the estimate just referred to.

"The production of white lead, including lead sulphate and zinc lead, amounts to about 140,000 tons a year. Of this amount fully 80,000 tons are ground in oil by the corrodors and sold pure in paste form. Of the remaining 60,000 tons probably 5,000 tons are consumed outside of the paint industry. A considerable amount is also used by paint manufacturers in grinding combination paints. But let us estimate that there are 55,000 tons of lead available for mixed paints, and that there are also available for this purpose about 60,000 tons of zinc oxide. This gives a total of about 115,000 tons of white pigments of admitted value for use in mixed paints.

"The analyses of Dr. Ladd and his associates, as published in the bulletins of the North Dakota Agricultural College, show an average of about nine pounds of pigments to the gallon of paint, or, say, 225 gallons to the ton. If only lead and zinc were used the 115,000 tons would yield an output of 25,000,000 gallons. But it must be borne in mind that many colored paints contain little or no white pigment, so that the amount of the latter available would represent, in connection with the iron oxides and other valuable pigments, an output of possibly 45,000,000 gallons if no so-called 'extractors' were used.

Linseed Oil Not Used.

"The production of linseed oil in this country is about 55,000,000 gallons annually. Of this quantity fully 10,000,000 gallons are consumed by corrodors, in grinding the pure lead sold in paste form and by the painters in reducing it to the consistency of paint. At least an equal quantity is consumed by industries outside of the paint trade, and it is estimated that 7,500,000 gallons are used in the manufacture of varnishes. The remainder, possibly 30,000,000 gallons, is available for the manufacture of mixed paints, and, as Dr. Ladd's analyses show that the average quantity of vehicle in a gallon of paint is two-thirds of the value, the 30,000,000 gallons would produce about 45,000,000 gallons of paint, or, with the addition of 10 per cent. of drier and turpentine, say 50,000,000 gallons.

If you wish to cultivate the kind of customers that make paint selling profitable, you can do so by stocking

FLOORGLAZE ENAMEL.

Particular customers who will pay for and appreciate a good article are looking for it.

While designed particularly for Floors, it can be used with splendid results for any kind of painting. **In 10 Shades.**

Manufactured only by

The Imperial Varnish & Color Co.

LIMITED

TORONTO, CANADA.

Stocks at

VANCOUVER, B.C. IMPERIAL VARNISH & COLOR CO. Ltd. 542 Beatty St.
WINNIPEG, MAN., c/o MASON & HICKEY, 108 Princess St.

Queen City Water White Oil

GIVES PERFECT LIGHT

FOR SALE BY DEALERS EVERYWHERE

"If, therefore, only pigments of real value and pure linseed oil and driers were used, we could have a production of not to exceed 50,000,000 gallons of mixed paints. I am not prepared to attest the accuracy of the estimate of 100,000,000 gallons as the annual output of mixed paints, nor shall I question it; but if it be correct it is obvious that a very considerable portion of that enormous aggregate is composed largely of pigments other than those which have any covering properties, and that the vehicle employed in many of them is something else than linseed oil.

As evidence of this it may be stated that of seventy samples of paint from forty different manufacturers, the North Dakota analyses showed twenty to be composed of lead and zinc only, while four contained 5 per cent. or less of other materials, ten contained over 5, but not to exceed 15 per cent. of the so-called "extenders," and thirty-two contained from 20 to 70 per cent. The average of these thirty-two samples was 36 per cent. of materials, having only negative value. In the use of vehicle there

was more uniformity, in a large majority of cases the oil found being linseed, and the amount of drier not exceeding 10 per cent. Out of seventy-two samples twenty-four were found to be practically free from water, thirteen had between 1 and 2 per cent., and thirty-five contained from 2 to 24 per cent., these thirty-five averaging 11.60 per cent. of water. Assuming that the adulteration of pigments and vehicle were fairly represented by the average of these analyses, the total production might be extended to 60,000,000 gallons. The composition of the remaining 40,000,000 gallons must be the subject of conjecture.

False Branding of Paints.

"There is evidence that the legislation thus far enacted and the discussion of the subject in connection with other proposed laws have had the effect of reducing the false branding of paints. Manufacturers who for years used the term 'white lead' as a generic name for every combination of white pigments in paste form have largely abandoned the

practice and either omit the name of any pigment from their brand or so far qualify it as to indicate that it is used in combination with other pigments. It was not uncommon a few years ago to find the words 'pure white lead' used on combinations in which there was no trace of that pigment, or in which it appeared in varying proportions. But the agitation of the subject, aided by the passage of laws in some States, has

practically put a stop to this dishonest practice. In the case of mixed paints also many of the false or misleading claims as to their composition have been removed. Whether the quality of the paint has been improved by this change I am not prepared to say, but the cause of honesty has at least been subserved, and the consumer who reads the label has some notification of the character of the goods offered to him."

PAINT AND OIL MARKETS

TORONTO.

Compared with a year ago the paint trade at present is fully as good. Orders for ready mixed brands are more numerous, though the volume of business is not so great. Other lines are as active as they were this time last year.

All prices remain unchanged from last week. Jobbers are discussing the cut in white lead in Montreal, but have made no reduction in price locally.

Both turps and oil went remarkably well this past week, and unless the hot weather of the past few days eases off the demand another good week is in prospect. Supplies of turpentine in this section are said to be small and the jobbers are not taking in large stocks. This, too, applies to oil. Oil has declined again slightly on the English market, but it is still about seven cents higher than it is here.

Ready mixed paints are still going fairly well, though the past week does not compare favorably with the previous one. Turps and oil were the sellers this past week.

Turpentine—A splendid demand existed for turps during the week, and the master painters bought quite freely. Jobbers, apparently, did not stock up, however, and supplies in their hands are therefore rather low. The quotation of a week ago remains, 61c being asked for barrel lots, though some shading was done at 60c, which is the cash price of turps in bulk quantities.

Linseed Oil—Like turpentine, oil was one of the best sellers of the week, and is expected to continue in fair demand this week, if weather conditions remain unchanged. Prices remain at 53c and 56c for raw and boiled, respectively.

White Lead—The cut in Montreal has not yet affected the Toronto market and jobbers here anticipate a coming-together of interested parties, which will firm up rather than reduce white lead prices here. In the meantime quotations remain at \$5.90 for genuine and \$5.65 for No. 1. Red lead is still at \$4.50 for genuine in casks. Demand for both lines is about normal.

Paris Green—Barrels at 24½c and drums at 25½c per pound are the quotations this week, which are unchanged from last week's prices. Business has been light.

Glass and Putty—These two articles are the quietest in the whole range of the whole paint trade. The prospects for the fall season, while good, are not expected to be above normal. The backwardness of building generally throughout the country has much to do with this feeling. There have been some not-

able examples of industrial revival, however, in various sections of Canada. St. Thomas and some other smaller centres in western Ontario are spending more money on building than they did a year ago; and Montreal has recently put a spurt on. The west, too, is showing its progressiveness, and nearly all the larger towns west of the lakes clear to the coast are coming to their own again. Putty at \$1.65 for bulk in barrels, and \$1.90 for bladders in barrels, remain the quotations for the week.

Stains and Varnishes—Pure white shellac is still at \$2 per barrel and pure orange is yet quoted at \$1.95 per barrel, the quotations of a week ago.

Petroleum—Pure white petroleum continues at 13½c; water white, 15c, and Pratt's astral 17½c. Benzine is 15½c per gallon in barrel lots and motor gasoline is 17½c. These prices are ex Toronto.

MONTREAL.

Montreal, July 10.—Business shows a tendency to ease off. Orders received during the spring months have all been attended to, and specifications are now of a hand-to-mouth character as is usual during the summer months. Prices remain unchanged with the exception of ground white lead.

Turpentine—The erratic article has stopped for a time its pendulum-like swing, and has become locally much steadier. Good business is doing, and prices are firm and unchanged. We quote 61c for single barrels.

Linseed Oil—A fair call is still being experienced for linseed oil. Local crushers seem to have no difficulty in keeping up with the demand. Prices are unchanged at: Raw, 1 to 4 barrels, 51c; 5 to 9 barrels, 50c; boiled 1 to 4 barrels, 54c; 5 to 9 barrels, 53c.

Ground White Lead—Orders are not numerous, and with a view to stimulating business, quotations have been cut 30c. We now quote Government Standard, \$5.35; No. 1, \$5.10.

Red Lead—There is a good call for red lead throughout the Dominion. Quotations are well maintained at: Genuine red lead, in casks, \$4.75; in 100-lb. kegs, \$5; in less quantities, at \$5.75 per 100 lbs.; No. 1 red lead, casks, \$4.50; kegs, \$4.75, and smaller quantities, \$5.50.

Paris Green—The demand is very erratic. Some days orders pour in, while on other days there is little doing. Al-

DISTINCTIVE— DIFFERENT

There are a
great many
Paints made—
Of course!
They can be
very much
divided into
two classes,
but "English"
Paint is distinctly
different from
all other Paints.
It is the
ONLY
Liquid Paint in
which the
ONLY
White Lead used is
Brandram's B.B.
Genuine.

BRANDRAM-HENDERSON,
LIMITED

Montreal
St. John

Halifax
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Marshall-Wells Co., Winnipeg
Distributors for Western Canada

New York Copper Paint

For Wooden Vessels Bottoms

Prevents the boring of worms and the adhesion of barnacles, etc. We have just secured from the original inventor the sole right to manufacture the New York Copper Paint in Canada and Newfoundland. This is unquestionably one of the best Copper Paints in the world. It has been tested against the best brands on the market (and there are only three or four) and found to have no superior. It is now used by the United States Government, who have given it their endorsement.

We solicit a trial order. Put up in quart, half-gallon and gallon cans, 12 gallons to a case each size.

Benjamin Moore & Co., Limited

WEST TORONTO, CANADA

New York, Chicago, Cleveland

If you are not handling MURESCO and TRIP-L-BODY WHITE, write for information and prices. They are being used by the best painters throughout Canada and the United States.

Are You Awake?

Don't let competition catch you asleep at the switch on the paint proposition, Mr. Dealer. Don't be satisfied with what trade straggles into your store. Be a live one and make a robust bid for the bulk of the business in your town. Why not? There's a way to get it. Get a paint you can enthuse over, and then make a noise that will wake up every paint consumer in your community. Show them the money-saving advantage of using a better paint. We'll help you convince them that

Martin-Senour 100 Percent Pure Paint

is the paint they ought to use. It is noticeably so much better than other paints that customers once using it become audible advertisements for the dealer who supplied them. They talk out loud for **Martin-Senour Paint**. The neighbors hear the story and see the evidence with their own eyes—that starts them too to the dealer's store, and the good work and the good news spreads.

If you want to be the liveliest paint man in your town our plan for turning the paint trade your way will interest you. Write for it today.

The MARTIN-SENOUR CO., LTD.

Pioneers of Pure Paint

MONTREAL

CHICAGO

The Winnipeg Paint &
Glass Co., Ltd.,
Winnipeg

The Maritime Paint &
Varnish Co., Ltd.,
Halifax, N. S.



together, however, fair business is being transacted.

White Zinc—A limited inquiry is reported, but it is thought that shipments are quite equal to those going out at the same time last year. V. M. Red Seal, 7½c; Red Seal, 7c; French V.M., 6c; Lehigh, 5c; white zinc, ground in oil, pure, 8½c; No. 1, 7c; No. 2, 5½c.

Putty—The putty market is quiet and no exceptional feature is reported. Pure linseed oil putty, bulk, 800-lb. cask, \$1.75; in 25-lb. iron drums, \$2.05; in 25-lb. tins (3 in a case), \$2.15; bladder putty, in barrels, \$1.95.

NEW WALL COVERING.

A correspondent writing from Calcutta, gives the following account of a damp-resisting wall covering: Much complaint has always been made by occupants of houses in Calcutta on account of damp walls, especially in the rainy season of the year. To remedy this it is proposed to use a new kind of damp-proof paper, made of "raw copper," and varying in thickness from 0.0012 of an inch to 0.006. It is said to be capable of being worked into all sorts of patterns. It is claimed to be insect-proof and damp-proof, and can go six or seven years without being cleaned. It is used in the same way as wall paper. Ordinary wall paper is of little use in the damp climate of Calcutta, and the new invention holds out many inducements.

PAINT NOTES.

Gareau & Levac, painters, Montreal, have been registered.

F. E. Phillips, Toronto, has the contract for painting the \$20,000 Gooderham residence in Rosedale.

John Cornelius, wall paper importer, Belleville, has assigned.

SUPPLY AND DEMAND OF ALUMINIUM.

In view of the many inquiries from Canada received at the office of the Dominion Trade Commissioner for Canada at Birmingham, Eng., with regard to aluminium, Commissioner P. B. Ball has collected the following facts for publication:—

The following table gives the figures for production and price of aluminium for the period of 1897-1907. The prices are the average of those quoted by the British Aluminium Company for 98-99 per cent. ingot metal in one-ton lots.

Year	Estimated Production in tons	Price.
1897	3,327	£155
1898	3,953	148
1899	5,459	148
1900	7,192	148
1901	7,420	148
1902	7,750	120
1903	8,102	120
1904	8,550	120
1905	9,000	150
1906	12,000	200
1907	19,000	167

As regards demand, the high prices quoted for aluminium and its alloys during the first half of 1907 undoubtedly curtailed its use, while the depressed

condition of the motor-car industry further reduced the consumption of this metal. The price reductions which have been announced since July, 1907, have, however, opened up new outlets for aluminium and some of its alloys, and the year closed with a satisfactory and increased demand, especially for electrical purposes. The older works are, it is believed, still producing the metal to the full limit of their capacity.

Manufactures and Outputs.

The British Aluminium Company has works operating at Foyers, Kinlochleven and Stangford, Norway, while others are in course of erection at Loch Leven and Orsieres, Switzerland. The share capital of the company was increased from £700,000 to £1,300,000 in February, 1907, in order to provide further funds for the large water power development schemes now in hand. The estimated output of aluminium by this company in 1907 was 1,500 tons. This total will be largely increased in 1908, owing to the operation of the new works at Stangford and Kinlochleven. The Aluminium Industrie Aktien-Gesellschaft has three works in operation at Neuhausen, Rheinfelden and Lend Gastein. It has also works in course of construction at Navigense, Switzerland. It is the oldest of the European companies manufacturing aluminium. The estimated output of aluminium by this company in 1907 was 4,500 tons.

American Aluminium Plants.

The Pittsburg Reduction Company has works in operation at Niagara Falls and Shawenegan Falls, and also at Massena. The name of this company was changed in 1907 to the Aluminium Company of America, and its output in 1907 was 8,000 tons.

Other companies are the Societe Electrometallurgique Francaise, and they have works at Froges, La Praz and St. Michel, and the Campagnie des Produits Chimiques d'Alais et de la Carmargue. The estimated output of aluminium by these works in 1907 was 5,000 tons. A new company is the Aluminium Corporation which has two works in progress at Wallsend-on-Tyne and Dolgarrog, North Wales. The company was floated last year with a capital of £500,000. Another flotation of last year is the Anglo-Norwegian Aluminium Company, with works in progress at Vigeland Falls, Norway, and a capital of £110,000. In addition to the works already named, a company with headquarters in Rome, is promoting the manufacture of aluminium in Italy, and works situated near Bussi, in the valley of Pescara, are believed to be now in operation. No details of the capital or output of this company are available.

No Reduction in Costs.

It is evident that under the new conditions obtaining in the industry, namely, lapsed patents and unrestricted competition, a large output may be anticipated. It has been estimated by competent authorities that aluminium can be manufactured by the electrolytic method now in general use at a cost of 10½d. or 21 cents per pound, and therefore a small margin of profit exists, even at the present low selling prices of the metal and its alloys. No marked reduction, it is said, in the cost of manufacture is likely to occur, until some cheaper material than refined alumina is used in the electrolytic baths.

THE CANADA PAINT CO'S

No. 1 BROWN

JAPAN

A universal
DRYER It is indispensable in all painting establishments where time is a factor in getting out work. Our No. 1 Brown Japan is strong and should be used with discrimination. Remember, "A little goes a long way."

All surfaces to be coated should be free from dust. The contents of package, when not in use, must be carefully corked or sealed, to prevent evaporation. Keep from excessive cold or heat. Do not expose to the sun's rays in the window. Brushes should be clean and soft and paint applied with an even light coat.

THE CANADA PAINT CO. LIMITED

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MONTREAL-TORONTO
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FOR PAINT PEOPLE TO WATCH!

PARIS GREEN

With the hot weather on us and bugs all around us, don't forget your Paris Green. Farmers will be wanting more every day and will rush for it at the season's end. Don't be out of it! A dearth of stock often occurs about this time. Our green is highest quality, government standard. Pure guaranteed. We have it in 1 lb. boxes or bulk. Wire or write. Orders shipped same day.

TURPENTINE

The market seems favourable for a purchase, the price is low, and we have good stocks on hand. Send orders or ask for prices.

LINSEED OIL

Don't forget a pure bright oil, pure all the way through to the last drop in the barrel, no sludge, no dregs, is worth more than the other kind. Ramsay's Oil is a standard.

WINDOW GLASS

Large stocks now arriving. Send us your specification. We can serve you. A few boxes or a lot.

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A. RAMSAY & SON CO.
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Paint Makers

GREATER PAINT SALES

are possible to you if you are not yet handling

NEW ERA PAINT

You will agree with us that if you offer a better quality paint at a reduction in price, the people will take advantage. New Era Paint has absolutely no peer in quality. At the same time, it sells at a lower price than other paints which claim to be of high quality.

Standard Paint and Varnish Works Co.
WINDSOR, - ONTARIO LIMITED

SUNLIGHT GOLD PAINT

Patented 1906.

BEST ON THE MARKET.

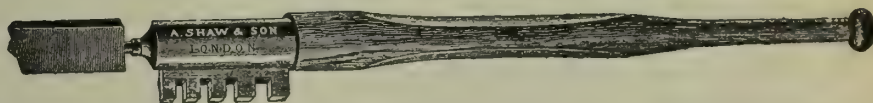
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R. E. Thorne & Co.
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RAILWAY, CARRIAGE AND BOAT VARNISHES.
HIGH-GRADE FURNITURE and HOUSE VARNISHES
MONTREAL.



GLAZIERS' DIAMONDS OF PROVED WORTH

Having a Century's Reputation for Reliability.

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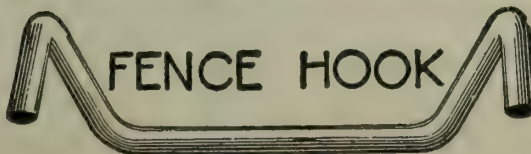
A. SHAW & SON, London, Eng.

CANADIAN AGENT

GODFREY S. PELTON, - 201 Coristine Building, Montreal

GALVANIZED FENCE HOOK

For Fastening Wooden Picket or Wire Fences



WIRE NAILS, COILED SPRING BARB and PLAIN FENCE WIRE, OILED and ANNEALED, CLOTHES LINE WIRE, STAPLES, etc.

The Western Wire and Nail Co., Limited, - London, Ont.

ESTABLISHED IN 1796

English
For all



Varnish
Purposes

"LACKERITE"

An ideal finish for Floors, furniture or other woodwork in the home on new or old work.

Dries hard over night, with a brilliant and durable gloss.

It imitates the natural grain of the wood.

In 12 different Colors and put up in sizes from ¼ Pint Tins to Gallons.

Send for Shade Cards.

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Branches:—Liverpool, Mexico City, Paris, Alexandria, Bombay, Karachi, Calcutta, Madras, Colombo, Rangoon, Hong Kong, Shanghai, Penang, Singapore, Soerabaya, Kobe, Yokohama, Melbourne, Sydney, and Agencies all over the world.

FRANCIS C. REYNOLDS, Can. Manager.



Even with the best city fire department it is almost impossible to put out a gasolene fire. Are you letting poorly stored gasolene menace your property?

A Bowser Gasolene Tank

Installed at your store will guarantee you absolute safety.

Gasolene stored in a Bowser cannot possibly explode.

Safe outfits are described in Bulletin 205. Sent free upon request.

S. F. Bowser & Co.

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We again find it necessary to add to our buildings shown in above cut and we are erecting an addition to accommodate our Handle Plant in order to make room for other machinery. We are bound to maintain our standing as having the most complete Brush and Broom Plant in Canada.

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Port Elgin, - Ontario

McArthur, Corneille & Co.

MONTREAL

GLUE AND GELATINE

An extensive assortment, to suit all requirements.
WILL BE PLEASED TO SUBMIT SAMPLES AND PRICES

Manufacturers and Importers of

**White Lead, Oils and Colors,
Prepared Paints, Window
Glass, Varnishes, etc.**

Selling Agents in Canada

For the GENUINE

Imperial French Green

OF JOHN LUCAS & CO.,
PHILADELPHIA

And CELEBRATED

English Varnishes

OF CHAS. TURNER & SON,
LONDON

Please mention "Hardware and Metal" when writing.

A "Rubbed" Finish Without "Rubbing"

Seems paradoxical, doesn't it? But it isn't. It's an actual result that is accomplished by using

Flattine Wood Finish

The usual thing is for your painter customer to get a dull finish on wood by laboriously rubbing the glossy varnished surface with pumice stone and oil or water. But the up-to-date method by which the painter can get a better dull finish, and get it quicker, is to use Flattine Wood Finish. A small trial order from us will convince you that the painters of your locality want this excellent article, and that it pays you to supply them.

Price List on Request.

INTERNATIONAL VARNISH CO., Limited
TORONTO, CANADA

Manufacturers of Lacqueret, Elastica, Gutta Percha, and Flattine Floor Finishes, and Flattine Cabinet Finish.

Branch of the Standard Varnish Works,

NEW YORK,

CHICAGO,

LONDON, ENG.,

BERLIN,

BRUSSELS.



NOW YOU SEE IT



NOW YOU DON'T

That's the Way with Some Greens. For a few days they look beautiful—attractive. Then the Sun plays the magician and they vanish.

LUCAS IMPERIAL FRENCH GREENS

STAY GREEN

Brilliant in Color—Rich in Tone—Practically Non-Fading

Watch the Fakir who } Imitates the Label
 } Imitates the Package
 } Imitates the Name

Our special process of manufacture insures unmatched quality, freedom from Arsenic or other poisonous properties.

Insist on the **GENUINE LUCAS IMPERIAL FRENCH GREENS.**

JOHN LUCAS & CO.

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NEW YORK

CHICAGO

BOSTON

SAY, MR. HARDWAREMAN,

Are you prepared to meet all emergency calls for roofing material?
You can make no mistake in carrying

Black Diamond Tarred Felt—Joliette Cyclone Sheathing— Genasco Ready Roofing

Might as well "Do It Now," as our prices are right.

ALEX. McARTHUR & CO., Limited

82 McGill Street, MONTREAL

F. J. COX, Winnipeg is our Sole Agent for the Northwest Provinces

CURRENT MARKET QUOTATIONS.

July 11, 1908

These prices are for such quantities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS. ANTIMONY.

Cookson's per lb. 0 09 1/2
Hallett's 0 09

BOILER PLATES AND TUBES.

	Montreal	Toronto
Plates, 3/16 inch, per 100 lb.	2 40	2 40
Heads, per 100 lb.	2 65	2 65
Tank plates, 3-16 inch.	2 60	2 50
Tubes, per 100 feet, 1 1/2 inch.	8 25	9 00
" " 2 " "	8 25	8 50
" " 2 1/2 " "	10 50	10 50
" " 3 " "	12 00	12 10
" " 3 1/2 " "	15 00	15 30
" " 4 " "	19 25	19 45

BOILER AND T.K. PITTS.

Plain tinned and Spun, 40 per cent. off list.

BABBIT METAL.

Canada Metal Company—Imperial, genuine 60c.; Monarch, genuine, 60c.; White Brass, 50c. Metallic, 35c.; Harris Heavy Pressure, 25c. Hercules, 25c.; White Bronze, 15c.; Star Frictionless, 14c.; Aluminum, 10c.; No. 4; 9c. per lb.
James Robertson Co.—Extra Monarch, 60c.; Monarch, genuine, 50c.; Monarch Crown, 40c.; Swastika babbitt metal, 25c.; King, 22c.; Fleur-de-lis, anti-friction, 20c.; Thurber, 15c.; Philadelphia, 12c.; Canadian 10c. per lb.

BRASS.

Rod and Sheet, 14 to 30 gauge	0 22
Sheets, 12 to 14 in.	0 24
Tubing, base, per lb 5-16 to 2 in.	0 26
Tubing, iron pipe size, 1 inch base.	0 22
" seamless base	0 28
Copper tubing, 3 cents extra.	

COPPER.

	Per 100 lb.
Casting ingot.	14 00 13 50
Out lengths, round, bars, 1/2 to 2 in.	23 00
Plain sheets, 14 oz.	21 00
Plain, 16 oz., 14x48 and 14x60	21 00
Tinned copper sheet, base	24 00
Planished base	30 00
Braziers (in sheets), 4x8 ft., 25 to 30 lb. each, per lb., base.	0 23 0 24

BLACK SHEETS.

	Montreal	Toronto
10 gauge	2 50	2 55
12 "	2 50	2 50
14 "	2 40	2 35
16 "	2 40	2 45
18 "	2 40	2 45
20 "	2 40	2 45
22 "	2 40	2 45
24 "	2 45	2 50
26 "	2 45	2 50
28 "	2 55	2 55
30 "	2 60	2 60

CANADA PLATES.

Ordinary, 52 sheets	2 40
All bright	3 60
Galvanized—Dom. Crown.	Ordinary
18x24x52	4 45
60	4 70
20x28x80	8 90
	9 40

GALVANIZED SHEETS.

	B.W.	Queen's	Fleur-de-Lis	Gordon	Colborne	Gorbals
16-20	3 85	3 70	3 65	3 65	3 65	3 65
22-24	4 10	3 95	3 75	3 75	3 75	3 75
26	4 35	4 20	4 15	4 15	4 15	4 15
28	4 60	4 45	4 35	4 35	4 35	4 35

Less than case lots 10 to 25c. extra.

Apollo Brand.

24 gauge, American	3 70
26 "	3 95
28 " (equal to 26 English)	4 40
10 1/2 oz.	4 70
25c. less for 1,000 lb. lots.	

IRON AND STEEL.

	Montreal	Toronto
Canadian foundry, No. 2	18 75	
Middlesboro, No. 3 pig iron	18 00	
Summerlee, No. 2	20 00	
Carron No. 1	22 50	
Carron, special	20 75	
Carron, soft	19 50	
Clarendon, No. 1	18 50	
Clarendon, No. 3	18 00	
Radnor, charcoal iron	32 00	
Angles	2 75	
Common bar, per 100 lb.	1 90	
Forged iron	2 05	
Refined "	2 15	
Horseshoe iron	2 15	
Band iron, No. 10 gauge base	2 00	
Mild steel	1 95	
Sleigh shoe steel	1 95	
Iron finish machinery steel (domestic)	2 05	
Iron finish steel (foreign)	2 25	
Reeled machinery steel	2 85	
Tire steel	2 00	
Sheet cast steel	2 05	
Toe calk steel	2 45	
Mining cast steel	0 07 1/2	
High speed	0 60	
B.P.L. tool steel	0 10 1/2	
Black Diamond tool steel	0 08	
Corona tool steel	0 06 1/2	
Silver tool steel	0 12 1/2	

INGOT TIN.

Lamb and Flag and Straits—56 and 28-lb. ingots, 100 lb. \$31 50 30 00

TIN PLATES.

	Per box.
M.L.S., Famous (equal Bradley)	\$6 00
I.C., 14 x 20 base	6 50
IX, 14 x 20	7 50
IXX, 14 x 20 base	7 50

	Per box.
Raven and Vulture Grades—	
I.C., 14 x 20 base	5 00
IX	6 00
IXX	7 00
IXXX	8 00

	Per box.
'Dominion Crown Best'—Double Coated, Tinsed.	
I.C., 14 x 20 base	5 50
IX, 14 x 20	6 50
IXX, 14 x 20	7 50

	Per box.
'Allaway's Best'—Standard Quality.	
I.C., 14 x 20 base	4 50
IX, 14 x 20	5 25
IXX, 14 x 20	6 00

Bright Cokes.

Bessemer Steel—	
I.C., 14 x 20 base	4 00
20x28, double box	8 00

Charcoal Plates—Terne.

Dean or J. O. Grade—	
I.C., 20x28, 112 sheets	7 25
IX, Terne Tin	9 00

Charcoal Tin Boiler Plates.

Cookley Grade—	
X, 14x56, 50 sheet box.	6 75
" 14x60, "	7 00
" 14x65, "	
Tinned Sheets.	
72x30 up to 24 gauge, case lots	7 50
" 26 "	8 00

LEAD.

	Montreal	Toronto
Imported Pig, per 100 lb.	3 60	
Bar,	4 10	
Sheets, 2 1/2 lb. sq. ft., by roll	5 00	
Sheets, 3 to 6 lb.	4 75	
Out sheets to per b., extra.		

SHEET ZINC.

5-owt. casks	6 95
Part casks	6 50

ZINC SPELTER.

Foreign, per 100 lb.	5 00
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COLD ROLLED SHAFTING.

9-16 to 11-16 inch	0 06
1 1/2 to 17-16 "	0 05 1/2
17-16 to 3 "	0 05
30 and 5 per cent.	

OLD MATERIAL.

Dealers buying prices:

	Montreal	Toronto
Heavy copper and wire, lb.	0 10 1/2	
Light copper bottoms	0 09	
Heavy red brass	0 10 1/2	
" yellow brass	0 08	
Light brass	0 05 1/2	
Tea lead	0 02 1/2	
Heavy lead	0 02 1/2	
Scrap zinc	0 02 1/2	
No. 1 wrought iron	11 00	
Machinery cast scrap, No. 1	13 00	
Stove plate	10 00	
Malleable and steel	9 00	
Old rubbers	0 06 1/2	

PLUMBING AND HEATING

BRASS GOODS, VALVES, ETC.

Standard Compression work, 65 per cent.
Cushion work, 50 per cent.
Fuller work, 70 p.c.; No. 0 and 1 basin cocks, 75 p.c.
Flatway stop and stop and waste cocks 60 and 10 per cent.; roundway, 50 and 10 p.c.
J.M.T. Globes, Angle and Check Valves, 50; Standard, 40 per cent.
Kerr standard globes, angles and checks, 60 p.c.; high grade, 55 p.c.
Kerr Jenkins' disc, standard valves, 60 and 10 p.c.
Kerr copper alloy disc standard globe, angle and check valves, 60 p.c.
Kerr standard radiator valves, 70 p.c.; Jenkins disc and quick-opening hot-water radiator valves, 75 p.c.
Kerr brass, Weber gate valves, 50 p.c.; I. B.M. Weber gate and swing check valves, 65 and 5 p.c.
Kerr N.P. Union elbows, 75 and 5 p.c.
J.M.T. Radiator Valves 55; Standard, 60; Patent Quick-Opening Valves, 70 p.c.
Jenkins' Valves—Quotations on application to Jenkins' Bros., Montreal.
No. 1 compression bath cock, net 1 75
No. 4 " " " 1 70
No. 7 Fuller's " " " 2 00
No. 4 " " " 2 10
Patent Compression Cushion, basin cock, hot and cold, per doz., \$16.20
Patent Compression Cushion, bath cock, No. 2208 " 2 35
Square head brass cocks, 50; iron, 60 p.c.
Thompson Smoke-test Machine \$25.00 net

BOILERS—COPPER RANGE.

Copper, 30 gallon, \$33, 80 per cent.
BOILERS—GALVANIZED IRON RANGE
30-gallon, Standard, \$4.50; Extra heavy, \$7.50
COPPER LINED BATH TUBS.

Steel clad copper lined, 25 per cent.

CART IRON SINKS.

16x24, \$1; 18x30, \$1.15; 18x36, \$1.95.

ENAMELED BATHS, SINKS, ETC.

List issued by the Standard Ideal Company on March 9, 1908, now governs prices.

HEATING APPARATUS.

Stoves and Ranges—45 to 50 per cent.
Furnaces—45 per cent.
Registers—70 per cent.
Hot Water Boilers—55 and 10 per cent.
Hot Water Radiators—55 p.c.
Steam Radiators—55 and 25 per cent.

Wall Radiators—50 and 5 p.c. Specials—40 p.c.

LEAD PIPE.

Lead Pipe, 30 p.c. off.
Lead waste, 30 p.c. off.
Caulking lead, 4 1/2c. per pound.
Traps and bends, 50 per cent.

IRON PIPE.

Size (per 100 ft.)	Black	Galvanized
1/2 inch	2 03	2 86
3/4 "	2 28	3 03
1 "	2 63	3 48
1 1/4 "	3 54	4 71
1 1/2 "	5 11 1/2	6 74
2 "	6 97 1/2	9 22
2 1/2 "	11 16 2 1/2	14 76
3 "	17 82 2 1/2	23 57
3 1/2 "	23 40 3	30 95
4 "	29 46 3 1/2	38 95
4 1/2 "	33 48 4	44 28

Malleable Fittings—Canadian discount 37 1/2 per cent.; American discount 25 per cent.
Cast Iron Fittings 65; Standard bushings 60; headers, 60; flanged unions 60, malleable bushings 60; nipples, 75 and 10; malleable lipped unions 60 p.c.

SOIL PIPE AND FITTINGS

Medium and Extra heavy pipe and fittings, up to 8 inch, 70 per cent.
7 and 8-lb. pipe, 40 per cent.
Light pipe, 60 p.c.; fittings, 70 p.c.

OAKUM.

Plumbers per 100 lb. 4 50 4 75

STOCKS AND DIES.

American discount 25 per cent.

SOLDERING IRONS.

1-lb. to 1 1/2 per lb. 0 40

2-lb. or over " 0 35

SOLDER.

	Per lb.
Bar, half-and-half, guaranteed	0 19 0 19
Wiping	0 18 0 18

PAINTS, OILS AND GLASS.

BRUSHES

Paint and household, 70 per cent.

CHEMICALS.

	In casks per lb.
Sulphate of copper (bluestone)	0 08
Litharge, ground	0 05 1/2
" flaked	0 05 1/2
Green copperas (green vitrol)	0 01
Sugar of lead	0 09

COLORS IN OIL.

Venetian red, 1-lb. tins pure.	1 08
Chrome yellow	0 16
Golden ochre	0 10
French "	0 18
Chrome green	0 60
French permanent green	0 13
Signwriters' black	0 15
Marine black 2 1/2 lb. tins	0 04 1/2

GLUE.

Domestic sheet, in barrels	0 00 1/2
French medal	0 10

PARIS WHITE.

In bbls 1 00

PARIS GREEN.

Barrels	0 24 1/2
25-lb. drums	0 28 1/2

PIGMENTS.

Orange mineral, casks	0 09
" 100-lb. kegs	0 09 1/2

CLAUSS BRAND BARBERS' SHEARS

Fully Warranted.

Solid Steel and Steel Faced. Hand forged from Finest Steel. These Shears are especially tempered for the purpose they are intended.



FULL NICKEL PLATE FINISH.

Write for Trade Discounts

The Clauss Shear Co., - Toronto, Ont.

PREPARED PAINTS.

	Quart cans	
Barn (in bbls.)	0 60	0 90
Sherwin-Williams paints	1 60	
Canada Paint Co's pure	1 40	
Standard P. & V. Co's "New Era"	1 30	
Benj. Moore's "Ark" B'd	1 25	
Moore's pure linseed oil, H.O.	1 35	
Brandram-Henderson's "English"	1 45	
Ramsay's paints, Pure, per gal.	1 30	
Thistle	1 10	
Martin-Senour 100 p.c. pure	1 60	
Senour's Floor Paints	1 35	
Jamieson's "Crown and Anchor"	1 40	
Jamieson's floor enamel	1 75	
Sanderson Peary's, pure	1 25	
Robertson's pure paints	1 25	

PUTTY.

Bulk in bbls.	1 65
Bladders in bbls.	1 90
25-lb. tins.	2 00
Bulk in 100-lb. irons.	1 90

SHINGLE STAINS.

In 5-gallon tins.	0 75
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TURPENTINE AND OIL.

Prime white petroleum	per gal.	0 13 1/2
Water white	"	0 15
Fratt's astral	"	0 17 1/2
Castor oil, per lb.	0 09 1/2	0 10 1/2
Motor Gasoline single bbls.	"	0 18
Benzine, per gal single bbls.	"	0 17
Turpentine, single barrels	0 60	0 62
Linseed Oil,	raw	0 51
"	boiled	0 54

WHITE LEAD GROUND IN OIL. Per 100 lb.

	Montreal	Toronto
Canadian pure	5 35	5 60
No. 1 Canadian	5 10	5 65
Munro's Select Flake White	5 85	6 15
Elephant Genuine	5 85	6 15
Decorators' Pure	5 60	6 15
Tiger Pure	5 65	6 15
Essex Genuine	6 10	6 15
Brandram's B. B. Genuine	6 75	6 90
"Anchor", pure	5 50	5 65
Ramsay's Pure Lead	5 65	6 15
Ramsay's Exterior	5 25	5 80
"Crown and Anchor", pure	5 50	5 65
Sanderson Peary's	5 60	6 00
Robertson's O.P. lead	5 60	6 00

RED DRY LEAD.

Genuine, 560 lb. casks, per cwt.	4 50	4 75
Genuine, 100 lb. kegs,	5 00	5 25

WINDOW GLASS

Size Under	Inches	Star	Double Diamond
Under 25		\$4 25	\$6 25
26 to 40	4 1/2	6 75	
41 to 50	5 10	7 50	
51 to 60	5 35	8 50	
61 to 70	5 75	9 75	
71 to 80	6 25	11 00	
81 to 85	7 00	12 50	
86 to 90		15 00	
91 to 95		17 50	
96 to 100		20 50	

Toronto. List 20 p.c. Broken boxes 50 p.c.

WHITING.

Plain, in bbls.	0 60
Gilders bolted in barrels.	0 90

WHITE DRY ZINC.

Extra Red Seal, V.M.	0 67
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WHITE ZINC IN OIL.

Pure, in 25-lb. irons	0 08 1/2
No. 1,	0 07
No. 2,	0 05 1/2

HELLAC VARNISH

Pure White, in barrels.	2 00
Pure Orange,	1 90
No. 1 Orange,	1 55

VARNISHES.

	Per gal. cans
Carriage, No. 1	1 50
Pale durable body	3 50
hard rubbing	3 00
Finest elastic gearing	3 00
Elastic oak	1 50
Furniture, polishing	2 00
Furniture, extra	1 15
" No. 1,	0 90
" union	0 86

Light oil finish	1 30
Gold size japan	2 00
Brown japan	1 00
No. 1 brown japan	0 95
Baking black japan	1 35
No. 1 black japan	0 90
Benzine black japan	0 70
Crystal Damar	2 50
No. 1	2 21
Pure asphaltum	1 40
Oilcloth	1 50
Lightning dryer	0 75
Elastiline varnish, per gal.	2 00
Granite floor varnish, per gal.	2 50
Maple Leaf coach enamel, size 1	1 20
Sherwin-Williams' kopal varnish, gal.	2 50
Canada Paint Co's sun varnish	2 00
"Kyanize" Interior Finish	2 40
"Flint-Lac," coach	1 80
B.H. Co's "Gold Medal," in cases	2 50
Jamieson's Copaline, per gal.	2 50
Fla-tine floor finish, per gal.	3 01
Elastica exterior finish, 1 gal. can.	4 25

MISCELLANEOUS.

Stovepipe varnish, 1/2 pints, \$8 per gross.	
Beeswax, per lb., 40 cents.	
Pine tar, half pint tins, 70 cents per doz.	
Plaster of Paris, per bbl., \$2 25.	

BUILDERS' HARDWARE

BELLS.

Brass hand bells, 60 per cent.	
Nickel, 55 per cent.	
Gongs, Sargant's door bells, 5 50	8 00
American house bells, per lb., 0 35	0 40
Peterboro' door bells, 3 1/2 and 10 off new list.	

ONTARIO AND QUEBEC.

Slater's felt per roll	0 70
O. K. paper, No. 1, per roll	0 75
O. K. paper, No. 2,	0 70
Dry Cyclone, per roll	0 51
Tarred Cyclone	0 60
Surprise, per roll	0 40
Resin sized, per roll	0 45
Dry Sheathing, per roll	0 32
Tarred	0 40
Heavy straw, dry & tarred, per ton.	37 50
In Maritime Provinces	42 50
Carpet felt, per 100 lbs.	2 75
Warred felt, per 100 lb.	2 00
Pitch, Boston or Sydney, per 100 lbs	0 75
Pitch, Scotch, per 100 lbs.	0 65
Heavy Fibre, 3 1/2 & 60', per 100 lbs	3 00
2 Ply Ready Roofing, per roll	0 90
3	1 15
2 Ply complete, per roll	1 30
3	1 50
Cement, barrels, per gal.	0 15
tins	0 20
Coal Tar, per barrel	3 50
Coal Tar, tins, per gal.	0 15
Reinforced Coal Tar, per barrel	4 50
Shingle varnish, per barrel	4 50
Caps and Nails, per lb.	0 05
Mop cotton, per lb.	0 15

BUTTS.

Wrought Brass, net revised list.	
Oast Iron Loose Pin, 60 per cent.	
Wrought Steel Fast Joint and Loose Pin,	
65 and 100 per cent.	

CEMENT AND FIREBRICK.

Canadian Portland	1 85	2 00
Belgium	1 60	1 90
White Bros. English	2 00	2 05
" Lafarge " cement in wood	3 40	
" Iron Clad " cotton	2 10	
Iron Clad " paper	2 15	
wood	2 25	
Fire brick, Scotch, per 1,000	27 00	30 00
English	17 00	21 00
" American, low	23 00	25 00
" high	27 50	35 00
Fire clay (Scotch), net ton	4 95	
Paving Blocks per 1,000.		
Blue metallic, 9"x4"x3", ex wharf	35 00	
Stable pavers, 12"x6"x3", ex wharf	50 00	
Stable pavers, 9"x4"x3", ex wharf	36 00	

DOOR SETS.

Peterboro, 45 and 100 per cent.	
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DOOR SPRINGS.

Torrey's Rod	per doz.	1 75
Coil, 9 to 11 in.	"	0 95
English	"	2 06
Chicago and Reliance Coil 25 per cent.		

ESCUTCHEONS.

Discount 50 and 10 per cent., new list	
Peterboro, 45 and 10 per cent.	

ESCUTCHEON PINS.

Steel, discount 45 per cent.	
Brass, 50 per cent.	

HINGES.

Blind, discount 50 per cent.	
Heavy T and strap, 4-in 100 lb. net.	7 25
" " 5-in. "	7 00
" " 6-in. "	6 75
" " 8-in. "	6 50
" " 10-in. and larger.	6 25

Light T and strap, discount 65 p.c.

Screw hook and hinge—	
under 12 in. per 100 lb.	4 75
over 12 in.	3 75

Crate hinges and back flaps, 65 and 5 p. c.

Chest hinges and hinge hasps, 65 p.c.

SPRING HINGES.

Spring, per gro., No. 5, \$17.50	No. 10, \$18;
No. 20, \$10.80;	No. 120, \$20;
No. 50, \$27.50	
Chicago Spring Butts and Blanks 1 1/2 percent.	
Triple End Spring Butts, 30 and 10 per cent.	
Chicago Floor Hinges, 3 1/2 and 5 off.	
Garden City Fire House Hinges, 1 1/2 p.c.	
"Chief" floor hinge, 50 p.c.	

CHEST IRON HOOKS.

Bird cage	per doz.	0 50	1 10
Clothes line, No. 61	"	0 00	0 70
Harness	"	0 60	12 00
Hat and coat	per gro.	1 10	10 00
Chandelier	per doz.	0 50	1 00
Wrought hooks and staples—			
1/2 x 5	per gross	2 65	
5-16 x 5	"	3 30	

Bright wire hooks, 80 p.c.

Bright steel gate hooks and staples, 40 p.c.

Orsant hat and coat wire, 60 per cent.

Screw, bright wire, 65 per cent.

KNOBS.

Door, japanned and N.P., doz	1 50	2 50
Bronze, Berlin	per doz.	2 75
Bronze, Genuine	"	6 00
Shutter, porcelain, F. & L.		
screw	per gross	1 30
White door knobs	per doz.	2 00
Peterboro knobs, 45 and 10 per cent.		
Porcelain, mineral and jet knobs, net list.		

KEYS.

Lock, Canadian 40 and 10 per cent.

LOCKS.

Peterboro, 45 and 10 per cent.	
Russell & Erwin, steel rim \$2.50 per doz.	
Eagle cabinet locks, discount 30 per cent.	
American padlocks, all steel, 10 to 15 per cent.; all brass or bronze, 10 to 25 per cent.	

SAND AND EMERY PAPER.

B. & A. sand, discount, 35 per cent	
Emery, discount 35 per cent.	
Garnet (Ruton's), 5 to 10 per cent. advance	

SASH WEIGHTS.

Sectional	per 100 lb.	2 00	2 25
Solid	"	1 50	1 75

SASH CORD.

Per lb.	0 31
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BLIND AND BED STAPLES.

All sizes, per lb.	0 07 1/2
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WROUGHT STAPLES.

Galvanized	2 75
Plain	2 50
Coopers', 45 per cent.	
Poultry netting staples, 40 per cent.	
Bright spear point, 75 per cent.	

TOOLS AND HANDLES.

ADZES.

Discount 22 1/2 per cent.	
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AXES.

Single bit, per doz.	6 00	9 00
Double bit,	10 00	11 00
Bench Axes, 40 per cent.		
Broad Axes, 25 per cent.		
Hunters' Axes	5 50	6 00
Rops' Axes	6 25	7 00
Splitting Axes	7 00	7 00

Handled Axes	7 00	9 00
Red Ridge, boys', handled	5 75	
hunters	5 25	

BITS.

Ford's auger bits, 30 and 10 per cent.	
Irwin's auger, 4 1/2 per cent.	
Gilmour's auger, 60 per cent.	
Rockford auger, 50 and 10 per cent.	
Jennings' Gen. auger, net list.	
Gilmour's car, 4 1/2 per cent.	
Clark's expansive, 40 per cent.	
Clark's gimlet, per doz	0 65
Diamond, Shell, per doz	1 00
Nail and Spike, per gross	2 25

German	per doz.	7 00	9 00
American	"	12 00	18 00

CHALK.

Carpenters' Colored, per gross	0 45	0 75
White lump.....per cwt.	0 60	0 65

CHISELS.

Warnock's, discount 70 and 5 per cent.

P. S. & W. Extra, discount, 70 per cent.

CROSSCUT SAW HANDLES.

S. & D., No. 3	per pair	0 13
S. & D., " 5	"	0 11 1/2
S. & D., " 6	"	0 18
Boynton pattern	"	0 20

CROWBARS.

3 1/2 c. to 4 c. per lb.

DRAW KNIVES.

Coach and Wagon, 75 and 5 per cent.

Carpenters' 75 per cent.

DRILLS.

Miller's Falls, hand and breast. net list.

North Bros., each set, 50c.

DRILL BITS.

Moore, discount 3 1/2 to 40 per cent.

Standard, discount 50 and 5 to 55 per cent.

FILES AND RASPS.

Great Western, Disston's, Arcade, Kearney & Foot, American, J. Barton Smith, McClellan, Eagle and Globe, in ordinary quantities, 70 and 10 per cent.; Nicholson 66 1/2 p.c.; Black Diamond, 60 and 10 p.c. Jovitt's, English list, 27 1/2 per cent.

GAUGES.

Stanley's discount 50 to 60 per cent.

Winn's, Nos. 26 to 33 each 1 65 2 40

HANDLES.

PLAIN AND TARRED BUILDING PAPERS.

The Paterson Manufacturing Co., Limited
TORONTO MONTREAL WINNIPEG

"Singalese" and "Alaska" Nevada silver flatware, 42 p.c.

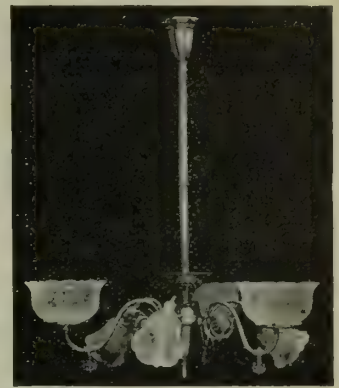
Do You Sell Lighting Fixtures?

There's good profit in it! Our list contains a great variety of up-to-date, practical designs in Gas, Electric and Combination Lighting Fixtures. You ought to have it. Send for it to-day.

The Barton Netting Company, Limited

Mantles, Grates, Tiles,
Fire-place Furnishings, Mosaics, Etc.

38 Ouelette Ave., Windsor, Ontario



SHEARS.
Clausen, steel scissors and shears, 60; Japan, 65; tailors, 40; pruning, 70.
Seymour's, 51 and 10 per cent.

HOUSE FURNISHINGS.

APPLE PARERS.
Hudson, per doz., net 5 75

BIRD CAGES.
Brass and Japanned, 40 p.c.

COPPER AND NICKEL WARE.
Copper boilers, kettles, teapots, etc. 45 p.c.
Copper pitta, 30 per cent.

KITCHEN ENAMELED WARE.
White ware, 75 per cent.

London and Princess, 50 per cent.

Canada, Diamond, Premier, 50 and 10 p.c.

Pearl, Imperial, Crescent and granite steel, 80 and 10 per cent.

Premier steel ware, 40 per cent.

Star decorated steel and white, 25 per cent.

Japanned ware, 45 per cent.

Hollow ware, tinned cast, 35 per cent. off.

KITCHEN SUNDRIES.

Asbestos mats, 50 p.c.

Can openers, per doz. 0 40 0 75

Mincing knives per doz. 0 50 0 80

Duplex mouse traps, per doz. 0 65

Potato mashers, wire, per doz. 0 60 0 70

wood. 0 50 0 60

Vegetable slicers, per doz. 2 25

Universal meat chopper No. 1. 1 15

Enterprise chopper, each 1 30

Spiders and fry pans, 50 per cent.

Star Al chopper 5 to 32 1 35 4 10

" 100 to 103 1 35 2 00

Kitchen hooks, bright 0 60

Toasters, 50 p.c.

LAMP WICKS.

Discount, 60 per cent.

LEMON SQUEEZERS.

Porcelain lined per doz. 2 20 5 60

Galvanized " 1 87 3 85

King, wood " 2 75 2 90

King, glass " 4 00 4 50

All glass " 0 50 0 90

METAL POLISH.

Tandem metal polish paste 6 00

PICTURE NAILS.

Porcelain lined per gross 1 35 1 50

Brass head " 0 40 1 00

Tin and gilt, picture wire, 75 per cent.

SAD IRONS.

Mrs. Potts, No. 55, polished per set 0 90

" No. 50, nickel-plated, 0 95

" handles, japanned, per gross 9 25

" nickled, 9 75

Common, plain 4 25

plate 5 50

Asbestos, per set 1 50

TINWARE.

CONDUCTOR PIPE.

2-in. plain or corrugated, per 100 feet, \$3.30; 3 in., \$4.40; 4 in., \$5.80; 5 in., \$7.45; 6 in., \$9.90.

FAUCETS.

Common, oak-lined, 35 per cent.

EAVETROUGHS.

10-inch per 100 ft. 3 30

FACTORY MILK CANS.

Discount off revised list, 35 per cent.

Milk can trimmings, discount 25 per cent.

Creamery Cans, 45 per cent

LANTERNS.

No. 2 or 4 Plain Cold Blast per doz. 6 75

Lift Tubular and Hinge Plain, " 6 00

Japanning, 50c. per doz. extra.

Prize globes, per doz., \$1.20.

OILERS.

Kemp's Tornado and McClary's Model

galvanized oil can, with pump, 5 gal-

lon, per dozen 10 92

Davidson oilers, 40 per cent

Zinc and tin, 50 per cent.

Coppered oilers, 30 per cent. off.

Brass oilers, 50 per cent. off.

Malleable, 25 per cent

PAIS (GALVANIZED).

Dufferin pattern pais, 45 per cent.

Flaring pattern, 45 per cent.

Galvanized washtubs 40 per cent.

PIECED WARE.

Discount 35 per cent off list, June, 1899.
10-qt. flaring sap buckets, 35 per cent.
6, 10 and 14-qt. flaring pails 35 per cent.
Copper bottom tea kettles and boilers, 30 p.c.
Coal hods, 40 per cent.

STAMPED WARE.

Plain, 75 and 12½ per cent. off revised list.
Retinned, 72½ per cent. revised list.

SAP SPOUTS.

Bronzed iron with hooks per 1,000 7 50

Eureka tinned steel, hooks 8 00

STOVEPIPES.

5 and 6 inch, per 100 lengths 7 64

7 inch 8 18

Nestable, discount, 40 per cent.

STOVEPIPE ELBOWS.

5 and 6-inch, common per doz. 1 32

7-inch " 1 48

Polished, 15c. per dozen extra.

THERMOMETERS.

Tin case and dairy, 75 to 75 and 10 per cent

TINNERS' SNIPS.

Per doz. 3 00 15 00

Clausen, discount 35 per cent.

TINNERS' TRIMMINGS.

Discount, 45 per cent.

WIRE.

ANNEALED CUT HAY BAILING WIRE.

No. 12 and 13, \$4; No. 13½, \$4.10;
No. 14, \$4.25; No. 15, \$4.50; in lengths 6' to
11', 25 per cent.; other lengths 20c. per 100
lbs. extra; if eye or loop on end add 25c. per
100 lbs. to the above.

BRIGHT WIRE GOODS.

Discount 60 per cent.

CLOTHES LINE WIRE.

No. 7 wire solid line, No. 17, \$4.90; No.
18, \$3.00; No. 19, \$2.70; 6 wire solid line,
No. 17, \$4.45; No. 18, \$3.10; No. 19, \$2.87.
All prices per 1000 ft. measure; 6 strand, No.
18, \$2.60; No. 19, \$2.90. -F.o.b. Hamilton,
Toronto, Montreal

COILED SPRING WIRE.

High Carbon, No. 9, \$2.95; No. 11, \$3.50;
No. 12, \$3.21.

COPPER AND BRASS WIRE.

Discount 50 per cent.

FINE STEEL WIRE.

Discount 25 per cent. List of extras
In 100-lb. lots: No. 17, \$5.12; No. 18,
\$5.50; No. 19, \$6.00; No. 20, \$6.65; No. 21,
\$7.00; No. 22, \$7.30; No. 23, \$7.65; No. 24,
\$8.00; No. 25, \$8.30; No. 26, \$8.65; No. 27,
\$9.00; No. 28, \$9.30; No. 29, \$9.60; No. 30, \$9.90;
No. 31, \$10.20; No. 32, \$10.50; No. 33, \$10.80; No. 34,
\$11.10. Extras net-tinned wire, Nos. 17-25
\$2.00; Nos. 26-31, \$4.00; Nos. 32-34, \$6.00. Coppered,
75c.-oiling, 10c.-in 25-lb. bundles, 15c.-in 5
and 10-lb. bundles, 25c.-in 1-lb. hanks, 25c.
-in 1-lb. hanks, 35c.-in 1-lb. hanks, 50c.
packed in cases or cases, 15c.-bagging r
papering, 10c

FENCE STAPLES.

Bright. 2 80 Galvanized ... 3 20

HAY WIRE IN COILS.

No. 13, \$2.70; No. 14, \$2.80; No. 15, \$2.95;
f.o.b., Montreal.

GALVANIZED WIRE.

Per 100 lb. - Nos. 4 and 5, \$3.95 -
Nos. 6, 7, 8, \$3.40 - No. 9, \$2.90 -
No. 10, \$3.45 - No. 11, \$3.50 - No. 12, \$3.05
-No. 13, \$3.15 - No. 14, \$4.00. Base sizes,
Nos. 6 to 9, \$2.35 f.o.b. Cleveland in car
lots. List for cut and straightened wire per
100 lbs. Extras for cutting.

LIGHT STRAIGHTENED WIRE.

Gauge No. Over 30 in. 10 to 20 in. 5 to 10 in.
0 to 5 \$0.50 \$0.75 \$1.25
6 to 9 0.75 1.25 2.00
10 to 11 1.00 1.75 2.50
12 to 14 1.50 2.25 3.50
15 to 16 2.00 3.00 4.50

SMOOTH STEEL WIRE.

No. 9-9 gauge, \$2.40; No. 10 gauge, 6c
extra; No. 11 gauge, 12c extra; No. 12
gauge, 20c extra; No. 13 gauge, 30c extra
No. 14 gauge, 40c extra; No. 15 gauge, 55c.
extra; No. 16 gauge, 70c extra. Add 60c.
for coppering and 30c. for tinning.
Extra net per 100 lb. - Oiled wire 10c.,
spring wire \$1.25, bright soft drawn 15c.,
charcoal (extra quality) \$1.25, packed in cases
or cases 15c., bagging and papering 10c., 50
and 100-lb. bundles 10c., in 25-lb. bundles
15c., in 5 and 10-lb. bundles 25c., in 1-lb.
hanks, 50c., in 1-lb. hanks 75c., in 1-lb.
hanks \$1.

POULTRY NETTING.

2-in. mesh, 19 w. g., 60 and 5 p.c. off. Other
sizes, 60 and 5 p.c. off.

WIRE CLOTH.

Painted Screen, in 100-ft. rolls, \$1.70, per
100 sq. ft.; in 50-ft. rolls, \$1.75, per 100 sq. ft.

WIRE FENCING.

Galvanized barb 3 00
Galvanized, plain twist 3 35
Galvanized barb, f.o.b. Cleveland, \$2.75 for
small lots and \$2.60 for carlots.

WIRE ROPE.

Galvanized, 1st grade, 6 strands, 24 wires, \$.
\$5; 1 inch \$16.80.
Black, 1st grade, 6 strands, 19 wires, \$.
\$5 1 inch \$15.10. Per 100 feet f.o.b. Toronto

WOODENWARE.

BROOMS.

Boeck's 4 string 2 55 3 40
Nelson's 2 25 3 65
" bamboo 2 95 3 95

CHURNS.

No. 0, \$9; No. 1, \$9; No. 2, \$10; No. 3,
\$11; No. 4, \$13; No. 5, \$16. f.o.b. Toronto
Hamilton, London and St. Marys, 30 and 30
per cent; f.o.b. Ottawa, Kingston and
Montreal, 40 and 15 per cent.

CLOTHES PINS.

Cane's, 5 gross loose, per case 0 60
" 4 " packages, per case 0 70

CLOTHES REELS.

Davis Clothes Reels, 40 per cent.

FIBRE WARE.

Star pails, per doz. \$ 3 00
1 Tubs, 14 00
2 " 12 00
3 " 10 00
" 8 50

ICE CREAM FREEZERS.

White Mountain, 50 p.c.

LADDERS, EXTENSION.

3 to 6 feet, 12c. per foot; 7 to 10 ft., 13c.
Wagoner Extension Ladders, 40 per cent.

MOPS AND IRONING BOARDS.

" Best " and " 900 " mops 1 25

Folding ironing boards 12 00 16 50

REFRIGERATORS.

Discount, 40 to 50 per cent.

SCREEN DOORS.

Common doors, 2 or 3 panel, walnut
stained, 4-in. style per doz. 8 00

Common doors, 2 or 3 panel, grained
only, 4-in. style per doz. 8 30

Common doors, 2 or 3 panel, light stair
per doz. 10 55

WASHBOARDS.

Cane's, per doz. 1 10 3 35

WASHING MACHINES.

Round, re-acting per doz. 80 00
Square 60 00
Eclipse, per doz 54 00
Downwell 39 00
New Century, per doz 75 00
Daisy 54 00
Stephenson 74 00

WOODEN PAIS.

Cane's wire hoop, 2-hoop 1 90

" 3-hoop 2 95

WOODEN TUBS.

Cane's wire hoop, per doz., No. 0, \$11; No. 1
\$9; No. 2, \$7.50; No. 3, \$6.50.

WRINGERS.

Royal Canadian, 11 in., per doz. ... 35 00
Royal American, 11 in. ... 35 00
Eze, 10 in., per doz 36 75

MISCELLANEOUS

AXLE GREASE.
Ordinary, per gross 6 00 7 00
Best quality 10 00 12 00

BELTING.

Extra, 60 per cent.
Standard, 60 and 10 per cent.
No. 1, not wider than 6 in., 60, 10 and 10 p.c.
Agricultural, not wider than 4 in., 75 per cent.
Lace leather, per side, 75c.; cut laces, 80c.

BOOT CALKS.

Small and medium, ball per M 2 25

Small heel 4 50

CARPET STRETCHERS.

American per doz. 1 00 1 50

Bullard's 6 50

CASTORS.

Bed, new list, 55 to 57½ per cent

Plate, discount 52½ to 57½ per cent.

PULLEYS.

Hothouse per doz. 0 55 1 00

Axle " 0 22 0 33

Screw " 0 22 1 00

Awning " 0 35 2 50

PUMPS.

Canadian cistern 1 40 3 00

Canadian pitcher spout 1 80 3 16

Berg's wing pump, 75 per cent.

ROPE AND TWINE.

Sisal 0 10

Pure Manila 0 13½

"British" Manila 0 11

Cotton, 3-16 inch and larger 0 21 0 23

" 5-32 inch 0 25 0 27

" 1 inch 0 25 0 28

Russia Deep Sea 0 16

Jute 0 09

Lath Yarn, single 0 09

" double 0 10

Sisal bed cord 48 feet per doz. 0 65

" 60 feet 0 80

" 72 feet 0 95

Twine.

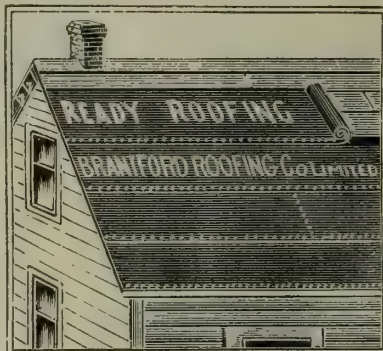
Do not confuse our roofing with the ordinary tar paper kind, for Brantford Roofing is a distinctly superior article. The basis is pure wool felt completely saturated with asphalt. Waterproof, fireproof, acidproof. A roofing that you can recommend with confidence to your trade. Sell on sight. Samples free. Our prices are right.

No. 1 "Asphalt" 60 lbs.
No. 2 " " 70 lbs.
No. 3 " " 80 lbs.
per 100 square feet

No. 1 "Rubber" 32 lbs.
No. 2 " " 42 lbs.
No. 3 " " 52 lbs.
per 100 square feet

Put up in rolls 32 in. wide, protected by our patent ends. Nails and cement are in the core of each roll—ready to lay.

"Brantford" Roofing



Brantford Roofing Co. Limited Brantford, Canada

Montreal Agency: P.O. Box 1053—Chas. A. Sullivan
Ottawa } Agents—General Supply Co. of
Winnipeg } Canada, Ltd.
Sherbrooke } Agents—J. S. Mitchell & Co.
Quebec }
British Columbia Agents: Fleck Bros., Limited, Vancouver, B.C.

Amatite ROOFING



THIS advertisement will bring to your attention the best and cheapest ready roofing on the market. Here is how we prove it the best.

In the first place Amatite is made in one standard thickness, whereas, other ready roofings range from a thin, flimsy half-ply to a three-ply thickness.

The three-ply thickness (which by the way is only one sheet of felt) is the only kind that can be compared with Amatite.

But right here is the point. Amatite is better made, has better waterproofing material, and weighs more per square foot than the three-ply grade of other makes, and costs much less.

These facts make Amatite the most desirable roofing made.

But in addition to its superiority in material and manufacture, Amatite has one distinction which makes it stand out above all others. It has a real mineral surface.

It is hardly necessary to state the advantages of such a mineral surface, the freedom from painting or coating, the perfect protection against all kinds of weather, the great durability.

This mineral surface is embedded in a layer of Pitch, the greatest known waterproofing material. Beneath this in turn are two layers of the best grade of wool felt—cemented together by more Pitch, making the whole a roofing that is absolutely waterproof.

No other ready roofing can compare with this mineral-surfaced, waterproof, weather-proof, durable roof. That's why we say—Don't buy your roofing until you have seen Amatite.

Free Sample and Booklet

Send for Free Booklet and Sample to-day. It will pay you to get acquainted with Amatite. Address nearest office.

The Paterson Manufacturing Co., Ltd.
Toronto, Montreal, Winnipeg, St. John, N.B. Halifax, N.S.

TRINIDAD ASPHALT

The attention of CONTRACTORS

and others is called to the quality of Trinidad Asphalt, dug from the vicinity of the celebrated Lake in the Island of Trinidad. This asphalt has, for years past, proved highly satisfactory for

Street Paving and Insulating Purposes

Apply to
Lucien F. Ambard & Son,
Port-of-Spain, Trinidad, B.W.I.

"For the Hardwareman — reputation makes Success and the 'GALT KIND' makes reputation."



Galt Expanded Steel Lath

Builders and Plasterers are rapidly discarding wooden lath for the more easily erected and fire-proof "GALT" Expanded Steel Lath, which does not crack or stain the plaster, holds it in place forever and on account of its "key" requires far less plaster than other laths. "GALT" Expanded Steel Lath is made by the rotary process which ensures flat, rigid sheets—no bags, no bulges, no bad ends.

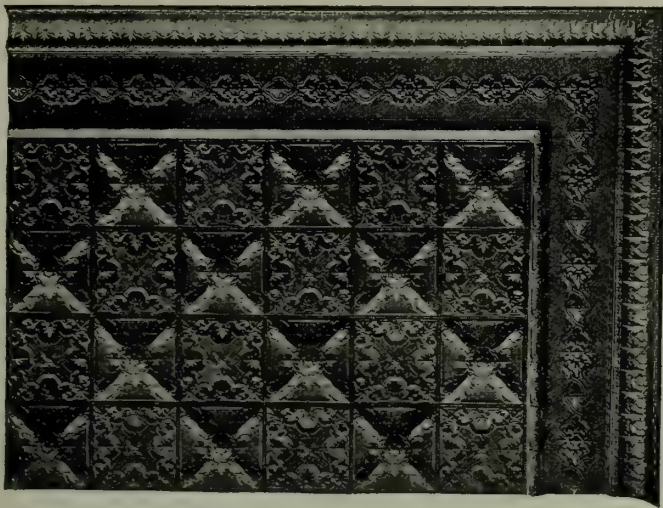
Let the plasterers in your locality know that you can supply "GALT" Expanded Steel Lath and quote prices thereon. Send us their names and we will mail them samples, etc., and refer them to you as our agent.

THE GALT ART METAL CO.,

LIMITED
GALT, - - - ONTARIO

DUNN BROS., **W. D. BEATH & SON,**
Winnipeg and Regina. Toronto, Ont.

Get After the Ceiling Trade!



Is there a church in your town with a cracked plaster ceiling? Are there any lodge rooms, stores or hotels which could be improved at small expense by installing our CLASSIFIED METAL CEILINGS? Of course there are! This business is waiting for you if you get after it. You make a double profit—both on the material, and on the labor of erecting it. And you can give your customers their choice of the most handsome and most distinctive designs on the market by showing them our catalogue.

"WE WORK WITH THE TRADE."

The Metal Shingle and Siding Co., Limited
PRESTON, ONT. MONTREAL, QUE.

GENERAL SALES AGENTS:

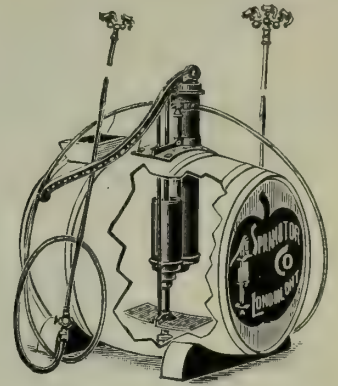
EMERSON & FISHER, LTD., St. John, N.B.

CLARE & BROCKEST, Winnipeg.

W. N. O'NEILL AND CO., Vancouver.

J. A. BERNARD, Quebec.

ELLIS & GROGAN, Calgary.



Only ONE Spramotor

And it is the sprayer made by us. We are the only manufacturers with the right to use this word. Spramotor is our trademark. It is a word of great renown among fruit, vegetable and grain growers. It will help you to increased sales.

W. F. HEARD

1245 King St., London, Ont.

When writing advertisers kindly mention having seen the advertisement in this paper.



BANNER
COLD
BLAST
LANTERNS

*The best made—
 write for our
 Catalogue*



THESE
LANTERNS
ARE THE STRONGEST
BEST FINISHED
ON THE MARKET.
THEY ARE
WARRANTED
WIND-PROOF
OUR PATENT
LOCK
NEVER FAILS
TO HOLD THE
LANTERN OPEN.

ONTARIO LANTERN & LAMP CO
Hamilton, Ontario, Canada. **LIMITED**

SWASTIKA

LONG



LIFE

BABBITT

Best Babbitt Value in the World.

SWASTIKA LONG LIFE BABBITT


Will stand High Speed and Heavy Pressure, Grade High, Price Low.

Write for Price

The JAMES ROBERTSON Co., Ltd., 144 William St., Montreal

H. BOKER & CO.'S

RADIUM DOUBLE-ACTION

 Note vertical motion.

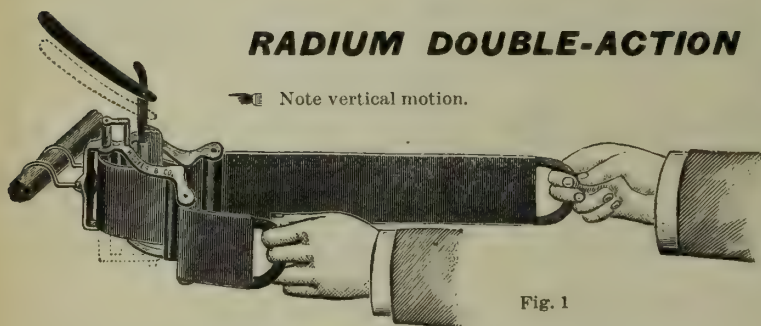


Fig. 1

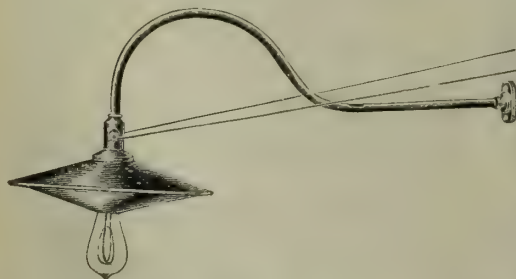
STROPPING

MACHINE

With the Radium Double-Action Machine, when you pull the strop the razor moves vertically, and the strop laterally (see Figure 1), giving heel to the movement, representing a perfect imitation of the skilled barber's hand.

FOR SALE BY LEADING WHOLESALE HARDWARE HOUSES

No Waste Circulation in **HARDWARE AND METAL.** Try the "want columns" and see.



What do you know about this?

**OUR LINE OF STREET HOODS THE FINEST IN THE MARKET.
A DIRECT RESULT OF MAKING THIS LINE A SPECIALTY.**

VERY STRONG AND DURABLE.

ECONOMICAL.

GIVE US A CHANCE TO PROVE IT TO YOU.

A Post Card Will Bring You Full Information.

Tell us your requirements we do the rest.

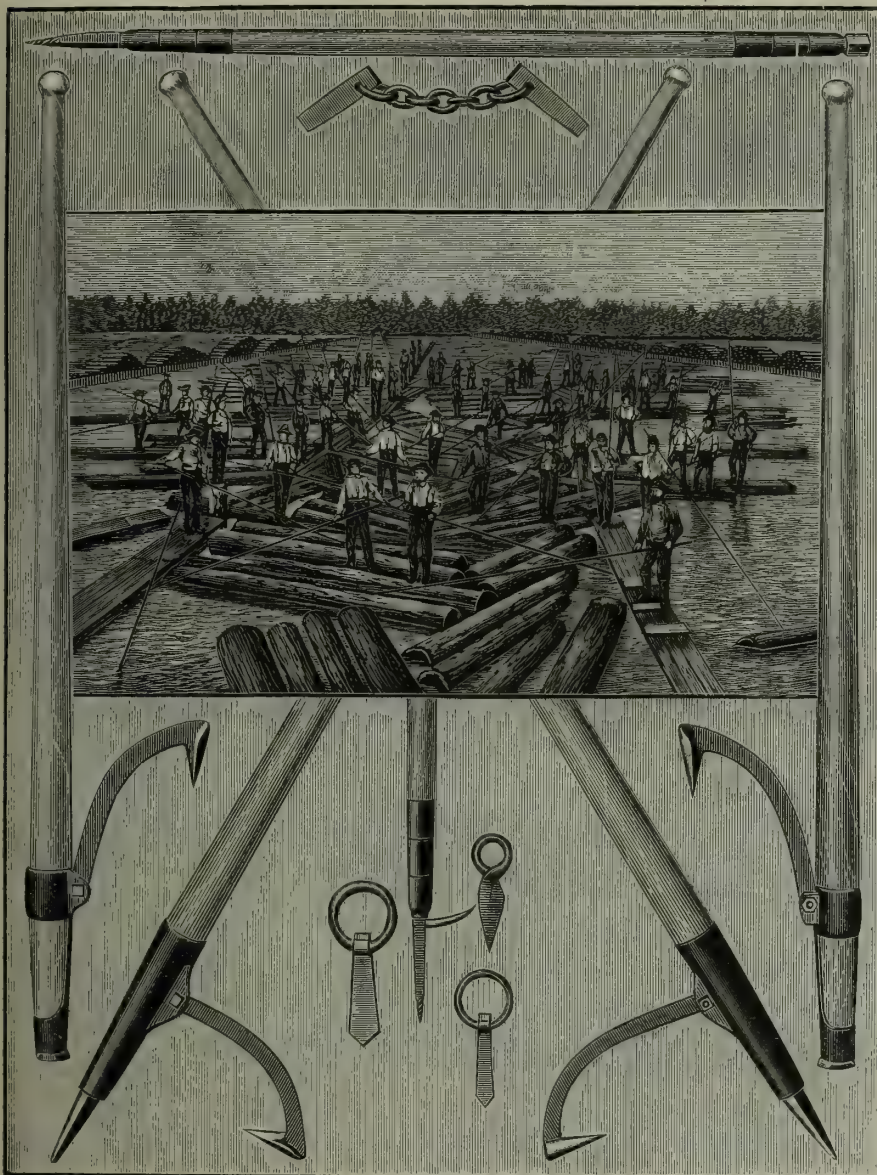
The R. E. T. Pringle Company, Limited

MONTREAL, QUE.

WINNIPEG, MAN.

Best Logging
Tools are

The Soo Line



MANUFACTURED BY THE

Canadian Logging Tool Co., Limited

Sault Ste. Marie, - Ontario

The
New
Model
No 24

Marlin



Repeating Shotgun

This new 6-shot model is the simplest, surest, and fastest 12-gauge repeater made.

It has the solid top, side ejection and double extractors—special *Marlin* features of comfort and convenience. The closed-in breech keeps the action clean and the shells dry—keeps out rain, snow, dirt, leaves, twigs and sand.

The new take-down construction allows you to take gun apart in ten seconds for cleaning or packing, yet the joint is always as firm and rigid as in a solid frame, non-take-down gun.

The fat forearm fits your hand and helps quick operation.

The full choked guns are guaranteed close-shooting, hard-hitting guns, and are unequalled for ducks, geese, foxes and all long-range work.

A circular giving large illustration, with full description of this handsome new gun, sent free on request or with our complete 136-page catalog for 3 stamps.



*The Marlin
Firearms Co.*

91 Willow Street

NEW HAVEN, CONN.

Less than **4c.** a week

There are many lines sold in grocery stores which you could handle with profit. You can keep posted on these through The Canadian Grocer for less than 4 cents per week

Annual Subscription \$2.00

THE CANADIAN GROCER

MONTREAL

TORONTO

Do You Sell Hose Couplings?

Then you ought to be selling the

Time - Saver Hose Coupler

Costs no more than the old-fashioned kind, but is infinitely superior. Makes an absolutely watertight joint instantaneously assuring the hose user the full pressure from the tap. All standard sizes.

PRICE LIST ON REQUEST

The Time Saving Coupler Co., Ltd.

166 BAY ST., TORONTO

Rust or Corrosion

is absolutely prevented by using

Esco Steel Coating

Recommended for:—

Breweries

Tanneries

Structural Steel and Bridges

Cold Storage Plants

Metal Shingles and Sidings

Smoke Stacks or

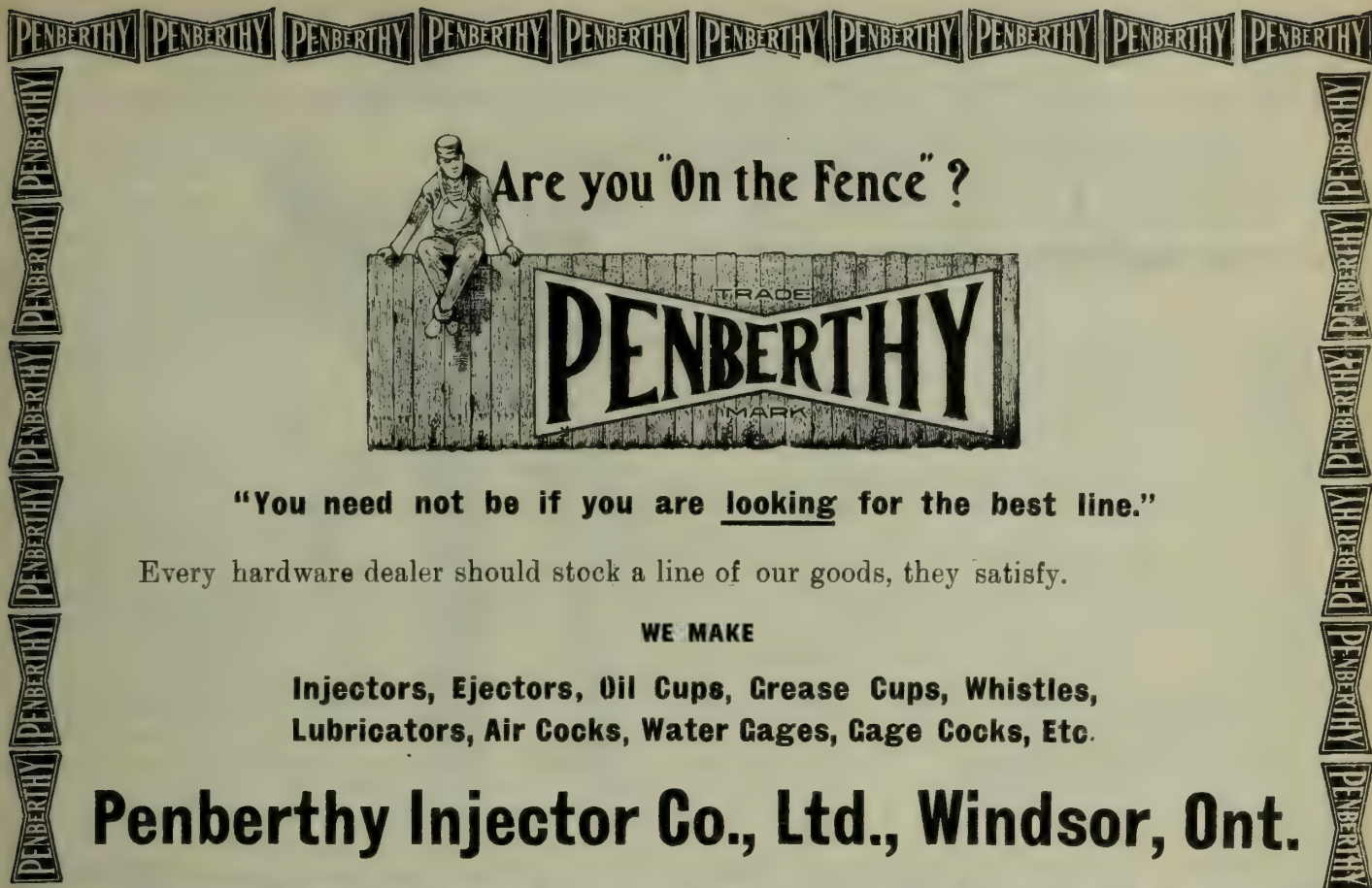
**All other places where conditions are unusually
severe.**

Circulars, etc., on application

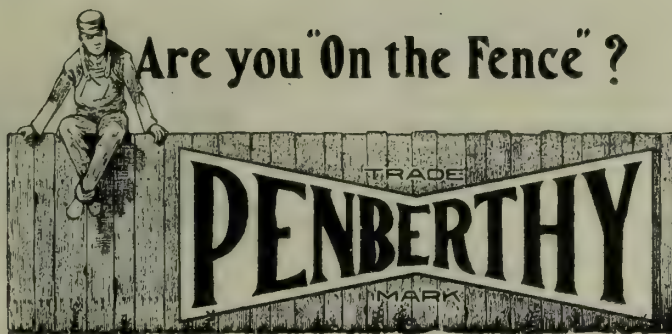
EADIE-DOUGLAS CO.,

22 ST. JOHN STREET

Montreal, Canada



Are you "On the Fence" ?



"You need not be if you are looking for the best line."

Every hardware dealer should stock a line of our goods, they satisfy.

WE MAKE

**Injectors, Ejectors, Oil Cups, Grease Cups, Whistles,
Lubricators, Air Cocks, Water Gages, Gage Cocks, Etc.**

Penberthy Injector Co., Ltd., Windsor, Ont.

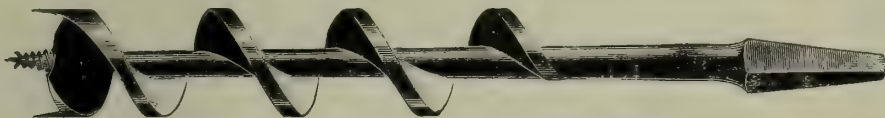
Secure the Trade of the Best Mechanics

BY SELLING

RAPID AUGER BITS



They all have our patent **Gulde Point**. They are made of specially good material, and are the cleanest fastest cutters on the market.



The Rapid Tool Company, Limited

Peterborough, Ont.

World's Best Cutlery

A★1



Made by the **BERG CUTLERY CO.**, and bearing this **TRADE MARK**, OUR **BRANDS** lead the market; they are **FAVORITES** with your customers and will bring back **SATISFIED** trade.

You have the strength of our GUARANTEE
of the

HIGHEST QUALITY OF STEEL, SUPERIOR FINISH AND UNEXCELLED WORKMANSHIP

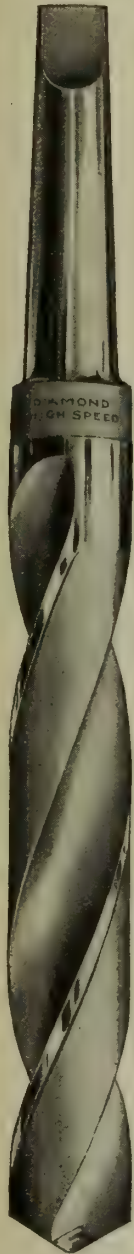
All the leading WHOLESALERS stock Berg goods. They are first.

F. W. LAMPLOUGH & CO.,

9 Debresoles Street.

MONTREAL

THE SERVICE TEST COUNTS



"Diamond" High Speed Twist Drills make good in actual work, which is really the only test that means anything.

The following letter from The James T. Clark Co., Newark, N.J. tells what "Diamond" High Speed Twist Drills are doing for them:—

"Referring to 1/4 in. "Diamond" High Speed Drills recently purchased through your Philadelphia representative, would advise that same have more than met our expectations. We are drilling on an automatic 6 spindle upright drill press, ten thousand (10,000) wheels per day, each casting having a hole 1/4 in. x 1 in. long.

We do not find it necessary to grind the drills more than once an hour, and in that time we drill one thousand (1,000) castings. We have drilled one hundred thousand (100,000) castings with one dozen drills, using about one and one half inches of the twist, same being too short for further use.

"We trust this information will prove to be of interest to you, and with best wishes we remain,"

They will do as much for you, and to convince you, all we ask is a trial order.

The WHITMAN & BARNES MFG. CO.

Canadian Factory and Sales Office



ST. CATHARINES,
ONTARIO



ESTABLISHED 1820

F. JOYCE & CO., LTD., LONDON, ENG.



ears and Years
of Work To-
wards Perfec-
tion

has made OUR ammunition superior to ALL others. It is easy to say but we can prove that. ECONOMY IN MANUFACTURE, the sifted experience of generations enables us to lay

down at your store CARTRIDGES that give you a BETTER profit and YOUR CUSTOMERS a BETTER product. REMEMBER NITROS, BALLISTITES, WALTHAMS and IDEALS are all GUARANTEED.

To a BRAINY man of business sense, that settles all argument.

MADE FOR ALL STANDARD GUNS.

J. H. ROPER, SOLE CANADIAN AGENT,

82 St. Francois Xavier St., Montreal.

For F. JOYCE & CO., LONDON, ENG.

The Howland Pump Oiler



FOR SALE
BY ALL
CANADIAN
JOBBER.

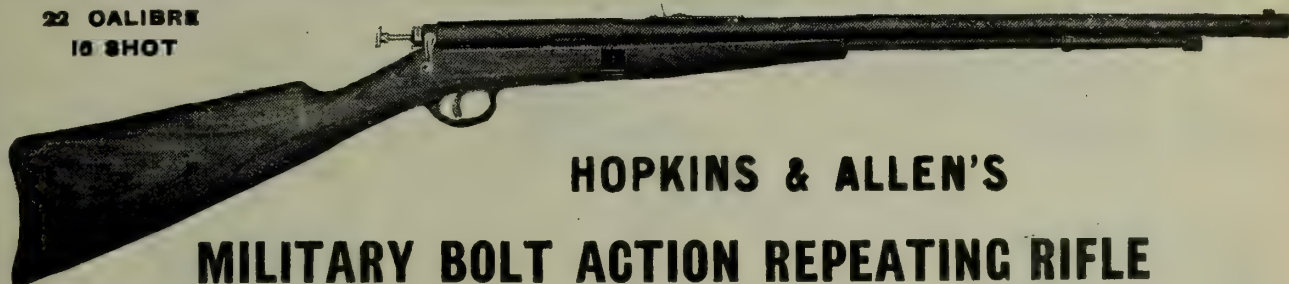
A slight
pressure of the
thumb-piece
pumps the oil
to the
bearings.

Maple City Manufacturing Co.

Monmouth, Illinois

A RECORD BREAKING SELLER

22 CALIBRE
16 SHOT



HOPKINS & ALLEN'S

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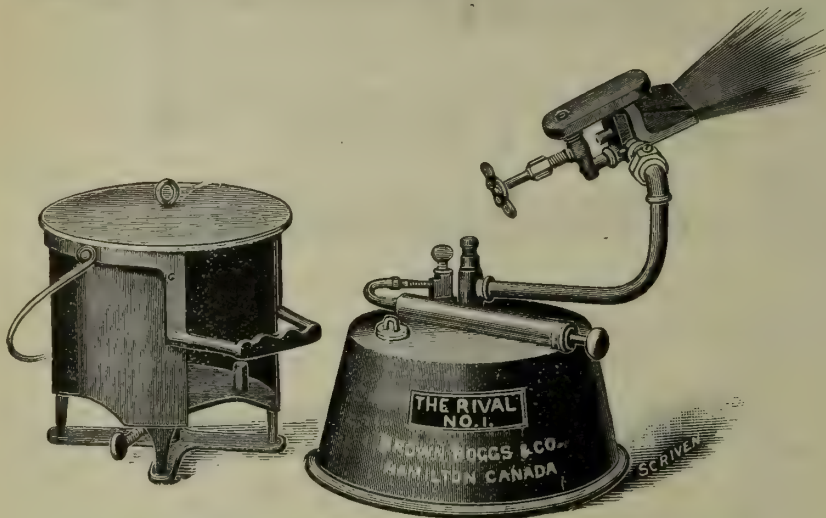
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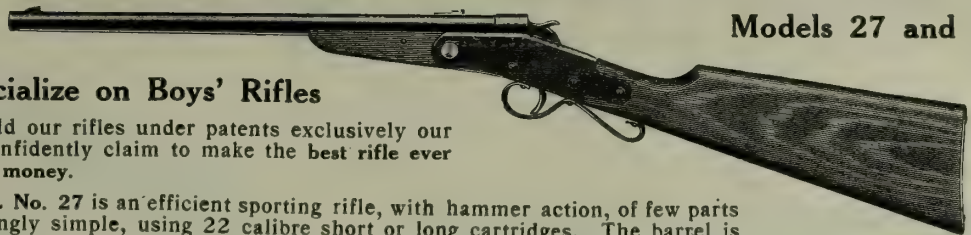
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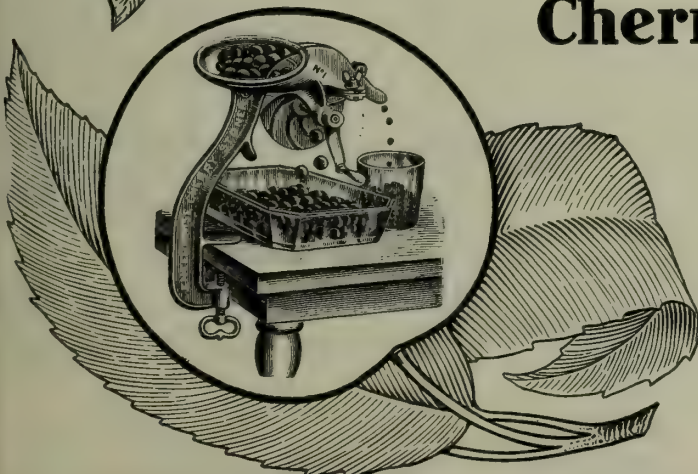
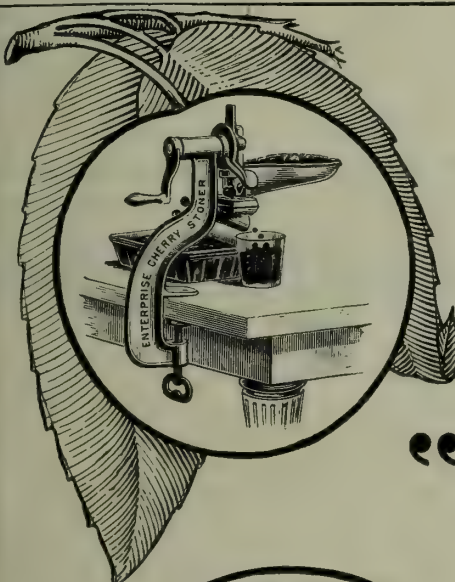
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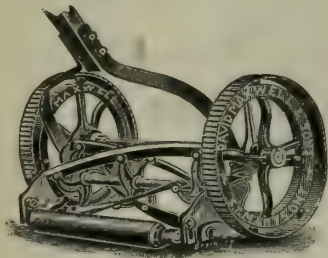
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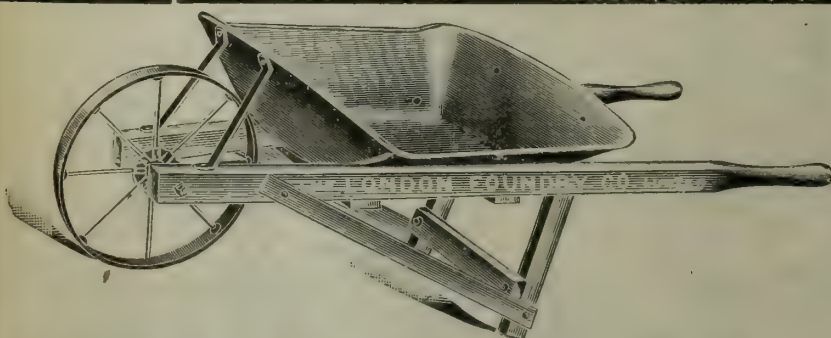


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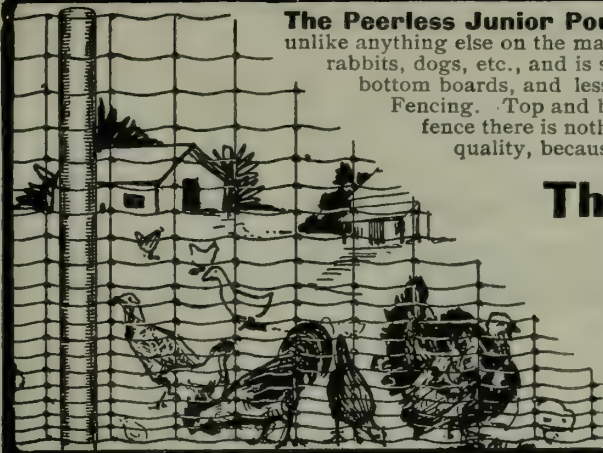
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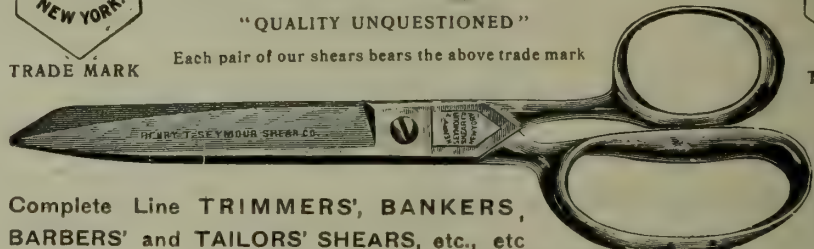
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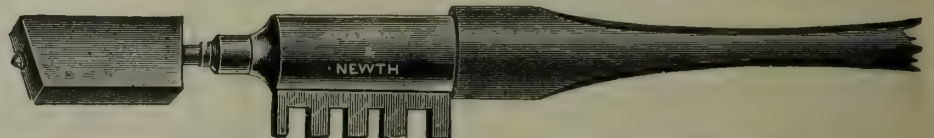
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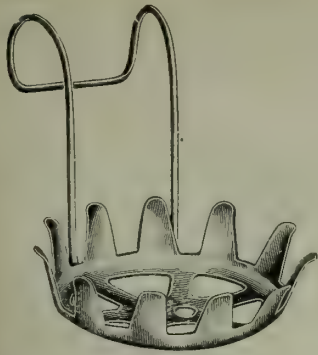


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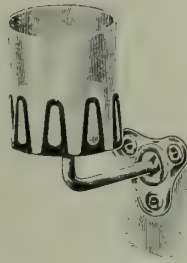


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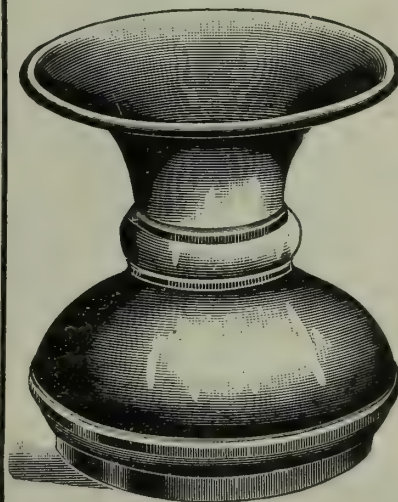
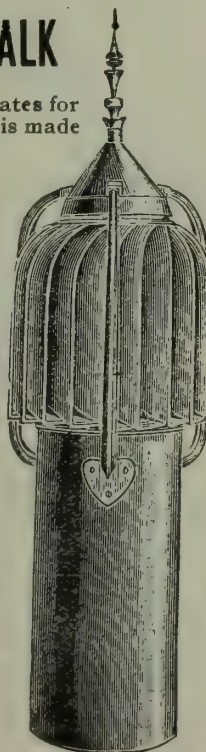
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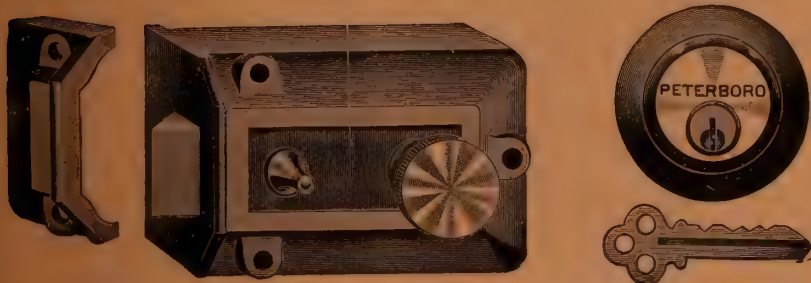
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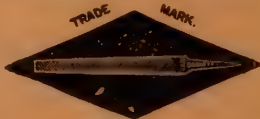
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NO. 29.

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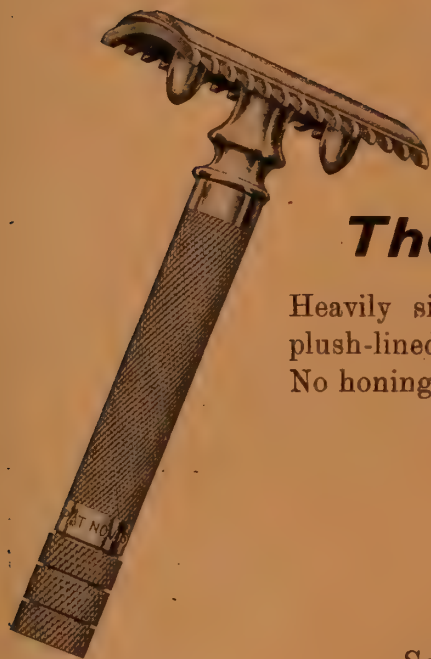
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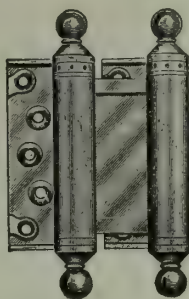


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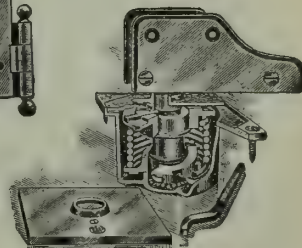
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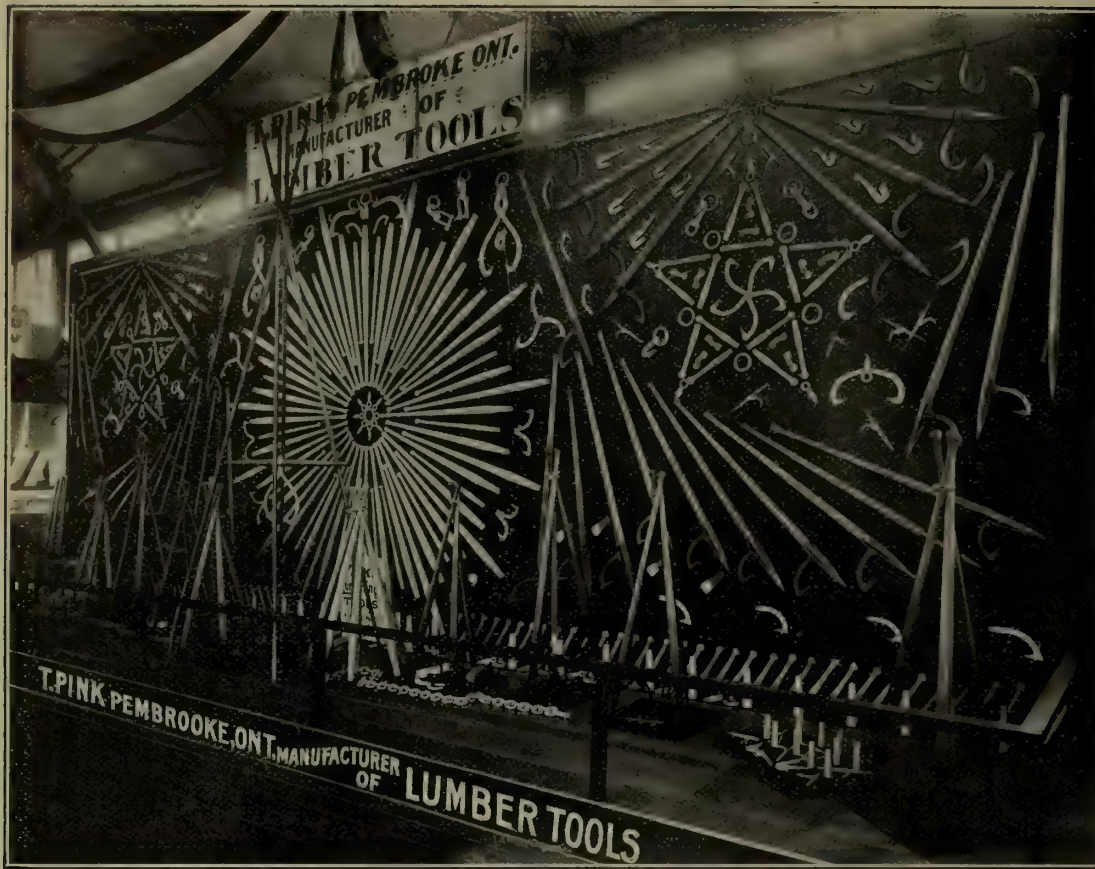
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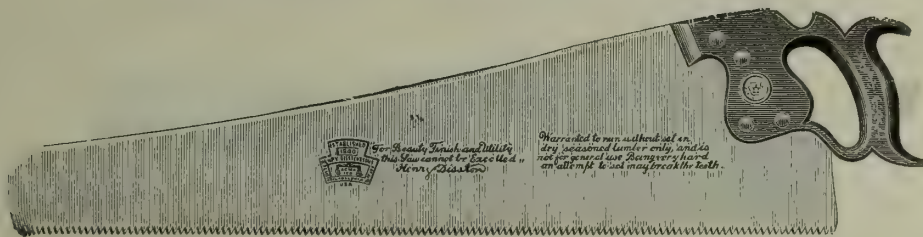
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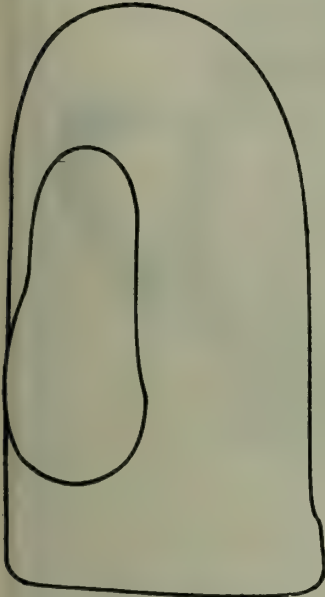
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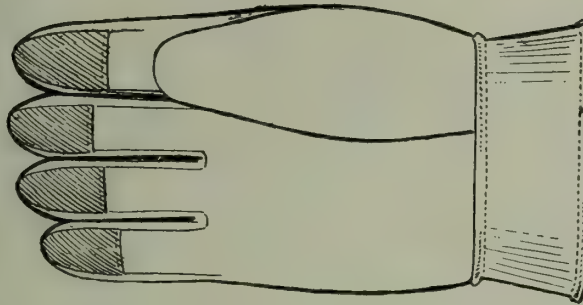
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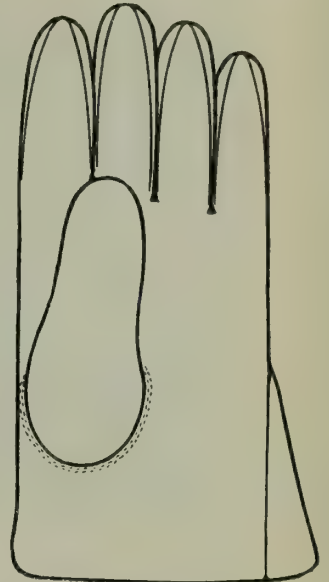
Gloves and Mitts



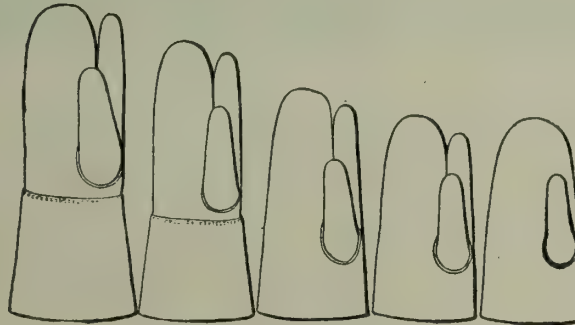
Leather Mitts
10, 10½ in. long.



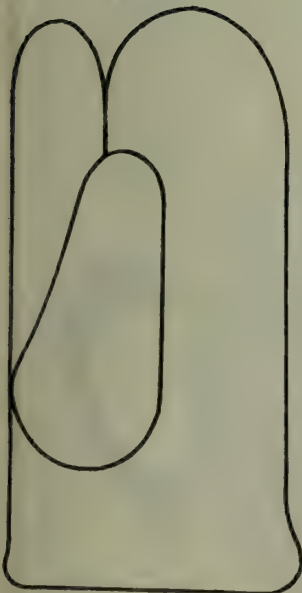
Cotton Gloves, with Leather Tipped Fingers.



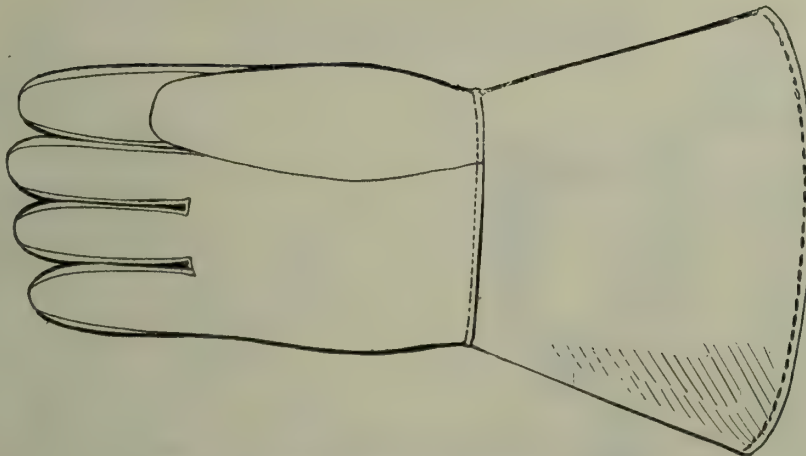
Leather Gloves
10 in. long.



Leather Harvest Mitts
10 to 16 in. long.



Leather Mitts
10 in. long, one Finger.



Cotton Gloves, with Gauntlet.



Leather Mitts
11, 12½, 15 in. long.

For fuller particulars see our Hardware Catalogue.

H. S. HOWLAND, SONS & CO., LIMITED

Opposite Union Station

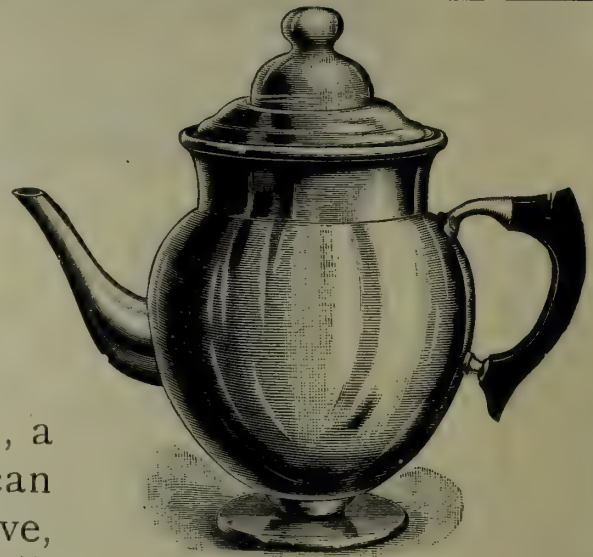
GRAHAM NAILS ARE THE BEST
Factory—Dufferin Street, Toronto

We Ship Promptly

Our Prices are Right

UNIVERSAL COFFEE PERCOLATORS

All lovers of good coffee must admit that no other machine equals the "Universal." The "Universal" Coffee Percolator makes perfect coffee, free from bitter taste caused by boiling and retaining all the delicious aromatic fragrance of the coffee bean, a healthful, appetizing beverage. It can be used upon any kind of stove, whether burning wood, coal, gas or oil.



Empire Pattern

The construction of the pot is such that all the heat is concentrated around the little chamber below the automatic valve, and in a minute or two after it is put upon the stove the water gradually increasing in temperature is pumped up through the tube and filters down through the coffee. In about fifteen minutes the coffee is ready to serve.

They are made of pure aluminum and have genuine ebony handles. Four sizes—four, six, nine and fourteen cups.

WRITE FOR PRICES



Colonial Pattern



Sectional View Showing Operation



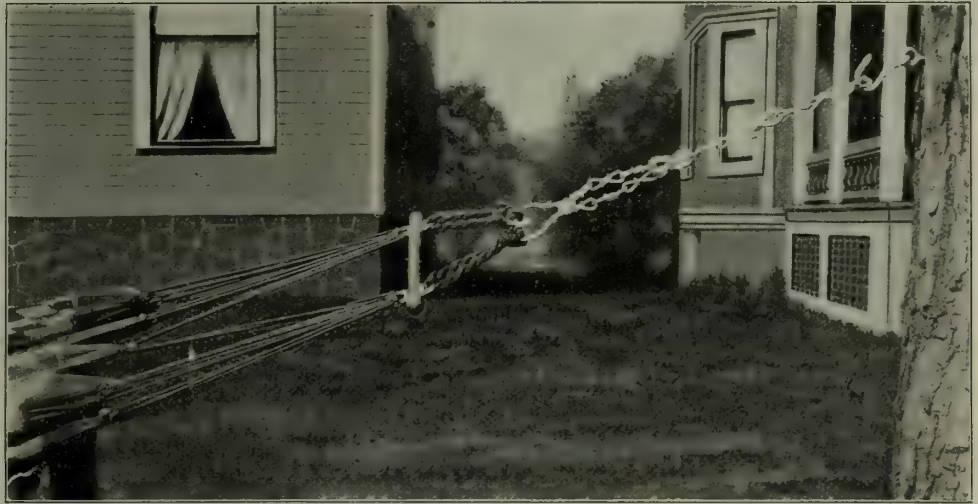
FROTHINGHAM & WORKMAN, Ltd.

WHOLESALE HARDWARE AND IRON MERCHANTS
MONTREAL, - CANADA

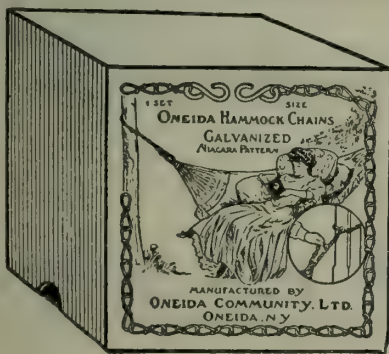


Oneida Galvanized Hammock Chains

make the use of rope for suspending hammocks criminal negligence. They are much easier to adjust than ropes. They



can be fastened to a tree or post without the aid of any other attachment, or used on any hammock hook. They are tested to hold 1500 pounds and not break. They are made of galvanized steel wire chain, and will not rust. Two lengths are made, 3 and 6 feet, and are put up one pair in a box, making a neat and attractive shelf package.



Put them in stock and display them. They will be sure to sell. They will secure safety to your customers and generous profits to yourself.

Caverhill Searmont & Co

Hardware, Iron and Steel

Head Office and Warehouse, MONTREAL. Warehouse at WINNIPEG, MANITOBA.

Showrooms, TORONTO, 77 York St. OTTAWA 111 Sparks Street,
QUEBEC. FRASERVILLE.



THE LARGEST
HOCKEY STICK

Manufacturer in Canada
The BEST and CHEAPEST
Stick on the market.

Salyerd's Special

Takes the lead through Can-
ada and the United States.

Wholesale and Jobbing Trade
only supplied.

Manufactured by

E. B. SALYERDS,

Preston, Ont., Can.

Please note the address.



Save Money!

Use a

**National
Cash
Register**

OUR new prices leave
no excuse for any
merchant being without
one.

Price \$40, new.

Guaranteed new National Detail Adders,
\$30.00, \$40.00 and \$50.00. Other kinds
generally sold by jobbers, like the Detroit, Victory, Western,
Peninsular, etc., \$25.00 each, new.

We guarantee the public to sell a better Cash Register for
less money than any other concern in the world. We stand un-
contradicted. Investigate for yourself.

We have a new line of Total Adders, unequalled in the
world, \$60.00 up. We supply Registers from \$15.00 to \$900.00,
suitable to any business. All Registers sold on easy terms.

The National Cash Register Co.

F. E. MUTTON, Canadian Manager

129 West King St.

TORONTO, ONT

Let In The Daylight

There's no need for anyone in your locality to occupy a gloomy building which
requires artificial light in the day-time. You can make a very tidy profit by
introducing

MAXimum LIGHT GLASS

to the owner of any such building. Maximum Light Glass embodies a new
prismatic principle and is really the only daylight increasing glass. It can be
effectively used when placed directly in the window sash, where ordinary
prismatic glass would be useless. While daylight lasts outside, Maximum
Light Glass will flood the darkest corner of a room with light.

Better Get Our Catalogue, Anyway!

It tells all about Maximum and our other lines as well.

The HOBBS MANUFACTURING CO., Limited

TORONTO

LONDON

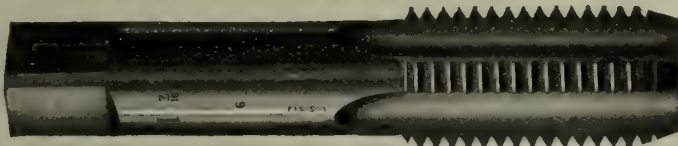
WINNIPEG

MANUFACTURERS of Leaded Art Glass, Bevel Plate, Mirrors, Etc.

IMPORTERS of Rolled Plate Glass, Sheet Window Glass, Ornamental Figured Glass, Muffled and
Cathedral Tints, Polished British Plate Prismatic Sheet Glass, and Sole Canadian Agents for
Maximum Light Glass.

PRATT & WHITNEY SMALL TOOLS

The PRATT & WHITNEY factory at Dundas, Ont., is equipped with the most modern machinery for the production of the highest grade tools.



TAPS

Our special process taps are made uniform, and have one-third longer life than any other made.

ADJUSTABLE REAMERS

Size accurately adjusted without regrinding; will go to the bottom of a blind hole, as there is no obstruction at front end.

RATCHET DRILLS

The Renshaw ratchet is the lightest and strongest made; each part of drop-forged steel; feed automatic.

MILLING CUTTERS

All sizes, kinds and shapes; standard and special.

PUNCHES AND DIES

Spiral punches are easy on the plate, and on the machine. All sizes in stock.

ECHOLS' PATENT TAPS

The interrupted thread tap is the only one for tough steel, copper, etc. Clears itself where others clog and wedge.

THE CANADIAN FAIRBANKS CO., LTD.

MONTREAL

TORONTO

ST. JOHN

WINNIPEG

CALGARY

VANCOUVER

Sole Selling Agents

Seasonable Lines



FIG. 395.

WATER COOLERS

Nicely Japanned
in Fancy Colors
and
Attractively Ornamented.
Nickel Plated Tap.
Made
in Six Sizes
2, 3, 4, 6, 10, 15 galls.
Can also be supplied with
Excellent Carbon Filters
in four sizes only
3, 4, 6, 10 galls.

WATERING POTS

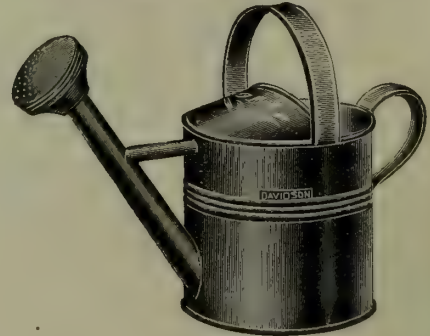


FIG. 397.

Japanned in Bright Green and fitted
with Patent Rose
7 Sizes—Quarts: 1, 2, 3, 6, 10, 14, 16.
GALVANIZED
Strong and made to last.
3 Sizes—Quarts: 10, 16, 20.

WRITE FOR PRICES

The THOS. DAVIDSON M'F'G CO., Ltd., Montreal and Winnipeg

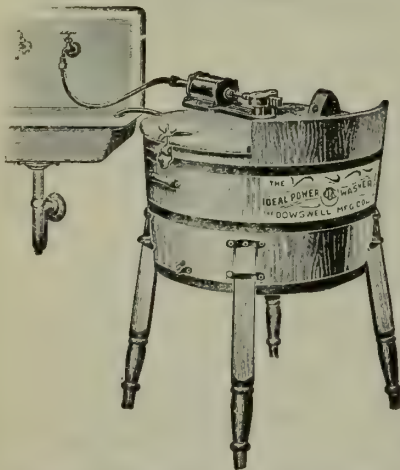
A PAIR OF MODERN LABOR SAVERS

The machine that runs itself

Their Equal Not Made Yet.

and

The next thing to it



Perfectly Simple and Simply Perfect

The Leaders of a trade winning line of up-to-date and exclusive styles of Washing Machines, Wringers and Churns, of National Reputation, Undisputed Popularity and Superior Quality, that have been extensively advertised and a demand created.

DEALERS

This line is a powerful asset and one you cannot well afford to overlook.

The Dowsell Mfg. Co. Ltd.

HAMILTON, - ONT.

W. L. Haldimand & Son, 36 St. Dizier St., Montreal, Que.
Eastern Agents.



New Century Style "B"

The Toronto Plate Glass Importing Co., Limited

(HILL & RUTHERFORD, Managing Directors.)

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR AND
ORNAMENTED GLASS.

Works: Don Speedway, also Victoria St.,

TORONTO

DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines. These enquiries come from Wholesalers, Manufacturers and Retail Dealers, who usually intimate they have looked through Hardware and Metal, but cannot find any firm advertising the line in question. In the majority of cases these firms are anxious to secure the information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay them to advertise in larger space.

BUYER'S GUIDE

Canada's Manufacturers Industrial Blue Book

1909 - SUBSCRIPTION ONLY 1909

THE MANUFACTURERS' LIST CO.,
Publishers
MONTREAL and TORONTO

CEMENT.

The Hanover Portland Cement Co.,
Limited,
HANOVER, ONTARIO
Manufacturers of the celebrated
"Saugeen Brand"
OF PORTLAND CEMENT.
Prices on application. Prompt shipment.

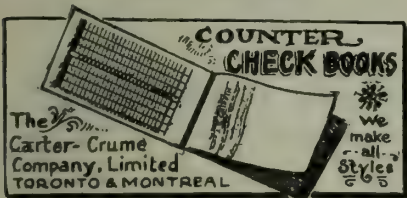
CLIPPERS.

PRIEST'S CLIPPERS
Largest Variety
Toilet, Hand, Electric Power
ARE THE BEST.
Highest Quality Grooming and
Sheep-Shearing Machines.
WE MAKE THEM.
SEND FOR CATALOGUE TO
American Shearer Mfg. Co., Nashua, N.H., U.S.A.
Wiebusch & Hilger, Limited, special New York
representatives, 106-110 Lafayette Street.



CHECK BOOKS

**COUNTER
CHECK BOOKS**
The Carter-Crume
Company, Limited
TORONTO & MONTREAL
We make
all
Styles



FIRE ESCAPES.

James & Reid Improved Folding
Fire Escape and Roof Ladder.
Reasonable in price and of simple
construction. Made of 3/8 round,
high-grade steel. Sections and
hooks 12 inches long.
Write for further particulars.
JAMES & REID, Sole Manufacturers
PERTH - ONT.



FLOOR SPRINGS.

The Best Door Closer is . . .
NEWMAN'S INVINCIBLE FLOOR SPRING
Will close a door silently against any pressure of
wind. Has many working advantages over the ordinary
spring, and has twice the wear. In use throughout
Great Britain and the Colonies. Gives perfect
satisfaction. Made only by
W. NEWMAN & SONS,
Hospital St. Birmingham

GALVANIZING.

GALVANIZING
Work and Prices Right
ONTARIO WIND ENGINE & PUMP
CO., Limited
Toronto, Ont.

GALVANIZING AND TINNING
The CANADA METAL CO.
Toronto, Ontario.

METAL STAMPING.

STEEL STAMPINGS
We design stampings to replace castings of all
kinds. Send sample for estimate.
ACME STAMPING and TOOL WORKS
HAMILTON, ONT.

PULLEY BLOCKS & CARGO GINS

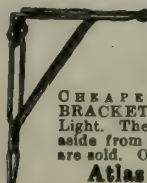
IMPROVED CARGO GINS,
LEAD AND HEEL BLOCKS,
with Self-Oiler Sheaves, Steel Centres
DAVEY & CO.
88 West India Dock Road, London, Eng.

RIVETS & STEEL PRODUCTS

The PARMENTER & BULLOCH CO., Ltd.
GANANOQUE, ONT.
Iron and Copper Rivets, Iron and Copper Burrs,
Bifurcated and Tubular Rivets, Wire Nails,
Copper and Steel Boat and Canoe Nails,
Escutcheon Pins, Leather Shoe and Overshoe
Buckles, Bit Braces, Felloe Plates.

SHELF BRACKETS.

Will Hold Up a Shelf
That's what a shelf bracket's for.
For this purpose there can be
NOTHING BETTER, NOTHING
CHEAPER than the BRADLEY STEEL
BRACKET. It is well Japanned, Strong and
Light. The saving on freight is a good profit
aside from the lower price at which the goods
are sold. Order direct or through your jobbers
Atlas Mfg. Co., New Haven.



SPRAYERS.

We are manufacturers of Hand and Com-
pressed Air Sprayers, Gas Hot Plates, one,
two, three and four Burners, and up-to-date
Hardware Specialties.

Write for our Catalogue.

THE COLLINS MFG. CO.
TORONTO

TANKS.

GALVANIZED STEEL
WATER BOWLS & STANCHIONS
A new, up-to-date line:
GALV. STEEL THRESHERS TANKS
STREET SPRINKLING TANKS
STEEL HOG RACKS.
Get our prices - they are low!
The Steel Trough & Machine Co., Limited
TWEED - ONT.



TOOLS.

ARMSTRONG CUTTING-OFF TOOLS
are correctly designed and the blades
are bevel rolled from special Self-
Hardening Steel. Straight and Offset
shaping. 7 sizes each. Write for Catalog
ARMSTRONG
Armstrong Bros. Tool Co.
106 N. Francisco Ave.
CHICAGO, U. S. A.



VENTILATOR



My patent rotary ventilator is
backed by a guarantee. It is the
best ventilator on the market. Write
for particulars, handsome booklets
of testimonials and information
mailed free.

GEORGE D. PEARSON & CO.
Office and Works
17 Pontiac St. - Montreal

WIRE WORK.

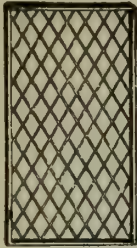
Crescent Wire and Iron Works KINGSTON, ONT.

We have added a tinning plant, estimates
given on Tin Dipped Wire Goods, Refrigerator
Shelves, etc., also manufacturers of Wire Guards,
Fencing and Railings.

PARTRIDGE & SONS Proprietors

PARKER WIRE GOODS COMPANY
1 Assonet St., WORCESTER, MASS., U.S.A.
General and special Wire Hardware
Write us for prices
New York Office, 107 Chambers St.

"If It's Made of Wire We Make It"



Let us quote you when in need of
**Wire Cloth, Coal and Gravel Screen-
ing, Window Guards, Spark
Guards and Grille Work.**

We are offering a splendid selling line of
**ORNAMENTAL FENCING AND GARDEN
BORDER**

Illustrated Price List on application.

**THE CANADA WIRE GOODS MFG. CO.,
HAMILTON, ONT.**

GLUES, GELATINES, SIZE, Etc.

When in the market for these lines, send for
our quotations.

Or better still, send for them now, and keep
them on file.

The GROVE CHEMICAL CO., LTD.

ESTABLISHED 1856

Appley Bridge, Wigan, Lancs., England

THE MOST PROFITABLE

fittings are those
which your cus-
tomers can ab-
solutely rely upon



"Diamond" Brand Fittings

are the most reliable fittings made,
being perfect in material, threading
and finish.

WHOLESALE ONLY

**OSHAWA STEAM & GAS FITTING CO., Limited
OSHAWA, CANADA**

HOSE JOINTS DON'T LEAK

When the sections are coupled together
and to the tap with the

Time - Saver Hose Coupler

Neither can you lose washers—because they can't
fall out. All your hose-owning customers need
the Time Saver. Have you got our price list?

Send for it to-day!

The Time Saving Coupler Co., Ltd.

166 BAY ST., TORONTO, ONT.



Ford's Auger Bit

is an all round Bit, boring smoothly, and well
suited to the finest work. For many difficult
jobs it is the only tool that can be used. Give it
a trial, and afterwards you will sell only one line
of high-grade Bits, and that line will be Ford's.

FORD AUGER BIT CO.,

108 Cabot Street, HOLYOKE, MASS., U.S.A.

RODGERS' Cutlery & Plate

NONE GENUINE unless bearing the TRADE MARK:



**James Hutton & Company
Montreal**

Sole Agents for Canada.

ELECTRIC FAN MOTORS

FOR

Direct or Alternating Circuits

are a good side line for hot
weather.

Write for Catalogue and trade
prices.

Canadian General Electric Company Limited

Head Office: Toronto, Ont.

District Offices: Montreal, Halifax, Ottawa, Winnipeg, Vancouver, Roseland

"BUGO" GARDEN CULTIVATOR



Handle 1-2 feet
long

Teeth are Oil Tempered and
Tested Steel Springs, adjustable
to width. This tool is being largely
advertised in the rural papers, and
is, on account of its excellent quali-
ties and publicity, coming largely
into demand. Loosens soil thor-
oughly and takes all weeds out by
ROOT. Makes a clean, healthy
garden and saves immensely on
labor.

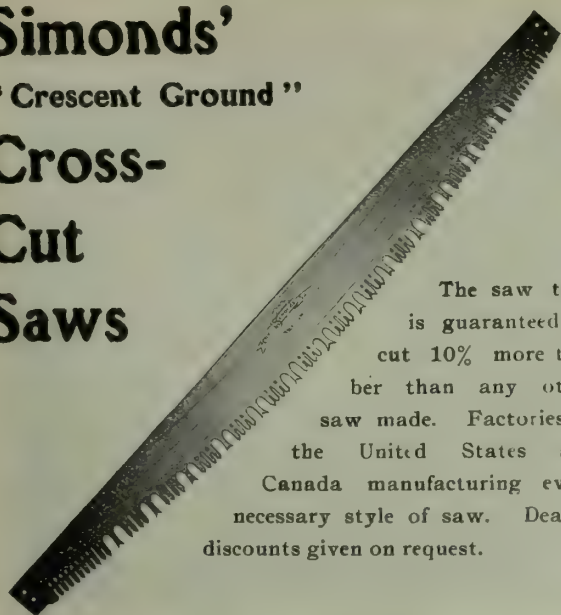
Manufactured only by

**BAILEY-UNDERWOOD CO., Ltd.
NEW GLASGOW, N.S.**

Simonds'

"Crescent Ground"

Cross-Cut Saws

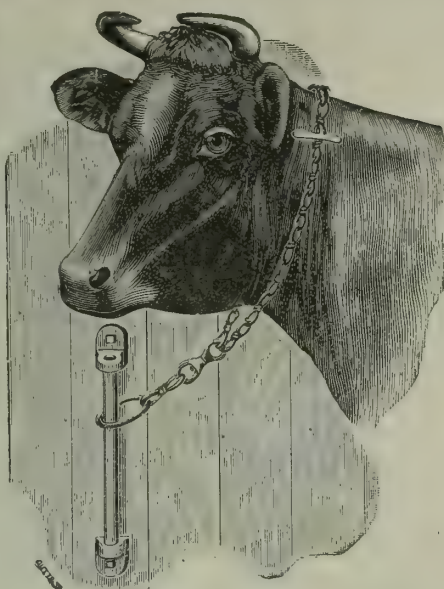


The saw that is guaranteed to cut 10% more timber than any other saw made. Factories in the United States and Canada manufacturing every necessary style of saw. Dealers discounts given on request.

Simonds Canada Saw Co. LIMITED
 Montreal, P.Q.
 Toronto, Ont. St. John, N.B.

GREENING'S PATENT COW TIES

GREENING'S



These Cow Ties have stood the test for years.

Undoubtedly the best and strongest on the market.

It will pay to handle the best.

A complete line of all sizes ready for shipment.

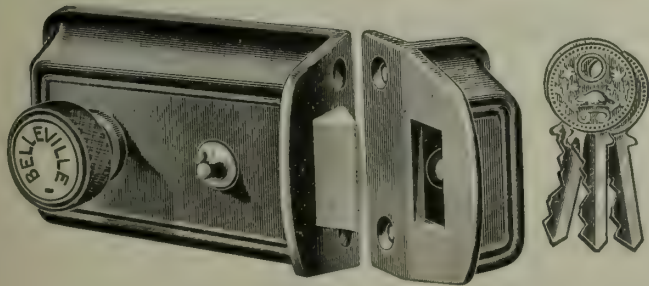
FOR SALE BY ALL JOBBERS

THE B. GREENING WIRE CO. LIMITED
 HAMILTON, ONT., MONTREAL, Que.

Here is a very attractive and economical

CYL. STORE DOOR SET

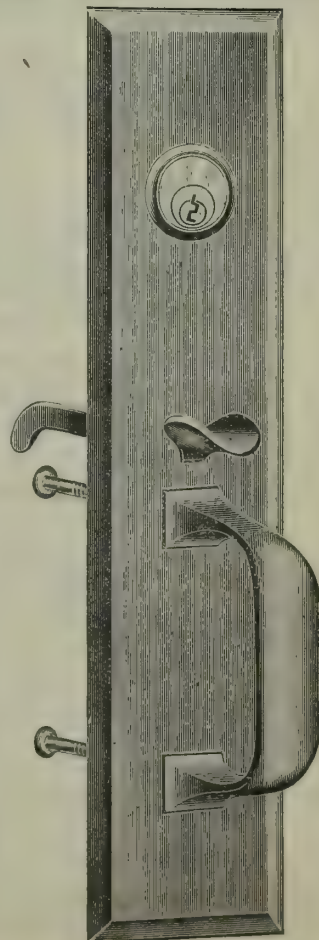
The Latch and Esc. shown in the accompanying illustrations go to make up a store door set, which, by being made up in this way, makes a very cheap and attractive set. It will appeal to your customers on the grounds of CHEAPNESS, GOODNESS and ATTRACTIVENESS. There's good profit in this line.



Prices Promptly
 Quoted to the
 Trade.

WRITE US TO-DAY

The Belleville Hardware Co., Limited
 Belleville - - Ontario



DISSTON SAWS

In the **DISSTON BRAND** of **SAWS** you have the advantages obtained by the use of highest quality crucible steel specially made in the Disston Steel Works, approved designs, most skilled workmanship—All backed by an experience of over **SIXTY-EIGHT YEARS** in saw making—A combination not equalled and which speaks for the utility of the saws.



HENRY DISSTON & SONS, Inc., Philadelphia, U.S.A.
Keystone Saw, Tool, Steel and File Works.

CANADIAN WORKS, 112 Adelaide Street East, TORONTO

*Satisfaction
Guaranteed*

A MARK OF QUALITY

*Prompt
Delivery*

Manila Rope
Transmission Rope
Yacht Rope
Bolt Rope



Sisal Rope
Lath Yarn
Shingle Yarn
Bale Rope

CONSUMERS CORDAGE COMPANY, LIMITED

Mills: MONTREAL, QUE. HALIFAX, N.S.

Manufacturers of CORDAGE and TWINE of all descriptions,

From

Manila, Sisal Jute, Russian, Italian

AGENTS AND BRANCHES:

F. H. ANDREWS & SON,
Quebec, Que.

CONSUMERS CORDAGE CO., Limited,
St. John, N.B., Toronto, Ont.

MacGOWAN & CO.,
Vancouver, B.C.

TEES & PERSEE, Limited, Winnipeg, Calgary and Edmonton.

Complete Stocks at Halifax, St. John, Montreal, Toronto, Winnipeg, Vancouver



SIMONDS No. 8 $\frac{1}{2}$

This Saw is of the general style and shape which carpenters have been accustomed to using for years past. Has a carved apple handle with highly polished sides and edges, making a very pretty Saw. Holds its cutting edge and saws true. Its high quality and even temper are due to the fact that it is **Made of Simonds Steel**. Covered by the broadest Simonds warranty.

SIMONDS HAND SAWS

are good sellers. Dealers should send for 1907 Catalogue and discounts.

SIMONDS MANUFACTURING CO.

Fitchburg, Mass.

Branches Throughout The United States

Secure the Trade of the Best Mechanics

BY SELLING

RAPID AUGER BITS



They all have our patent **Gulde Point**. They are made of specially good material, and are the cleanest fastest cutters on the market.



PRICES RIGHT.

CATALOG ON REQUEST.

The Rapid Tool Company, Limited

- **Peterborough, Ont.**

This is our **Windsor Pattern, Heavy Weight Blank and Finest Electro-Silver Plate** Strongly guaranteed. This line is an extremely brisk seller among hotels, clubs and other large users.



Have you got our Catalogue?

THE MCGLASHAN, CLARKE CO, Limited Niagara Falls, Canada

AGENTS: J. MACKAY ROSE, 88 McGill Street, Montreal, Que. N. F. GUNDY, 61 Albert Street Toronto, Ont. DAVID PHILIP, 291 Portage Avenue, Winnipeg, Man.

Have You Ever Figured Out

how much structural steel is being used these days? Not only on the big buildings, either! If there's any steel to be used in your locality YOU might as well have the orders as the next man. Tell us what steel is required, and we'll give you a close price on it, which will enable you to go around and convince the contractor that it'll pay him to give you the order. This proposition is worth acting on. What think you?

Hamilton Bridge Works Co., Limited, Hamilton
CANADA

I WILL TALK

to practically every Hardware merchant in Canada from the Atlantic to the Pacific. I cannot do it all in one day, but during the first twenty-four hours I will deliver your message to every Hardware merchant in Ontario. I travel all day Sunday and on Monday morning there will not be a village within the limits of Halifax in the East and Brandon in the West, into which I will not have penetrated.

I cannot go any further East, so I now devote all my energies to the West, and so many new towns are springing up here each week that I haven't as much time as I used to have to enjoy the scenery. But I like talking to hardwaremen, clerks, travellers and manufacturers, especially as they are always glad to see me and hear the news I have to tell them. Tuesday noon I am at Calgary, Wednesday noon at Kamloops, and by Thursday morning I reach Vancouver, having been in all the mining towns and all through the fruit districts of British Columbia.

I have been eighteen years on the road and I have a pretty good connection. I never intrude when a man is busy, but just bide my time, because I know men pay far more attention to what you have to say if you catch them when they have a few moments to spare. So I often creep into their pocket when they are going home at night, and when supper is over Mr. Hardwareman usually finds me. He must be glad to see me, because he listens to what I have to say for an hour or more.

I try to always tell the truth, and men put such confidence in what I say that I would feel very sorry to deceive them even inadvertently. Probably some other week I will tell you about the different classes of people I meet. In the meantime if you want a message delivered to HARDWAREMEN, PLUMBERS, CLERKS, MANUFACTURERS or TRAVELLERS—and want it delivered quickly—I'm your man.



THE WANT AD MAN

Condensed Advertisements in Hardware and Metal cost 2c. per word for first insertion, 1c. per word for subsequent insertions. Box number 5c. extra. Send money with advertisement. Write or phone our nearest office

Hardware and Metal

MONTREAL

TORONTO

WINNIPEG



DOMINION WIRE MANUFACTURING CO.

LIMITED

MONTREAL AND TORONTO

We also manufacture:

Iron and Steel Wire,
Brass and Copper Wire,
Mattress and Broom Wire,
Galvanized Wire,
Barb Wire,
Coiled Spring Fencing,
Wire Nails,
Wood Screws,
Bright Wire Goods,
Hat and Coat Hooks,
Spring Cotters,
Flat Cotters,
Wire Barrel Hoops,
Strand Wire,



**ANNEALED
HAY
BALING
WIRE**

The demand for this wire this Fall will exceed other years.

Send in your specifications now, and prompt shipment will be made when required.



Back In The Sixties

we started the first screw making plant in Canada. Ever since we've been extending our plant and keeping well in the lead. Our trade mark means satisfaction. Look for it when you buy

MACHINE SCREWS

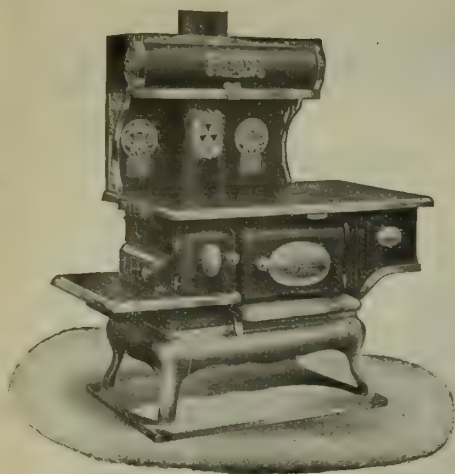
Wood Screws, Wire Nails, Tacks, Stove, Sink, Tire and Sleigh Bolts, Bright Wire Goods, Iron, Brass and Copper Rivets and Burrs, Staples, Corrugated Fasteners, Wire—Bright, Coppered, Tinned, in coils or cut to lengths, etc.

Canada Screw Co., Limited

Toronto

Hamilton

Montreal



WHAT IS YOUR NAME

and where is your place of business? Please tell us, because we want to send you our catalogue descriptive of the

EMPIRE STOVES AND RANGES

We know it would be mutually beneficial to you and ourselves if you were to handle the EMPIRE line.

Every stove and range made by us has that high quality in material, design, construction and workmanship which makes and keeps customers for you as well as for ourselves. Perhaps you are only moderately satisfied with the line you are handling at present! Then send for our catalogue to-day!

Canadian Heating and Ventilating Co.

Owen Sound, Ontario

Limited

SIDE WALL REGISTERS OF CAPACITY

IMPERIAL SIDE WALL REGISTERS have a greater out-flow capacity than any Register made.

IMPERIAL SIDE WALL REGISTERS take a pipe 2" to 3½" deeper than the studding.

Varying designs for all styles of decoration.

Your trade need not be wearied by the monotony of a single design.

All sizes, shapes and styles of floor and side wall Registers made in Iron, Wrought Steel, Brass and Bronze.

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10 Front St. East
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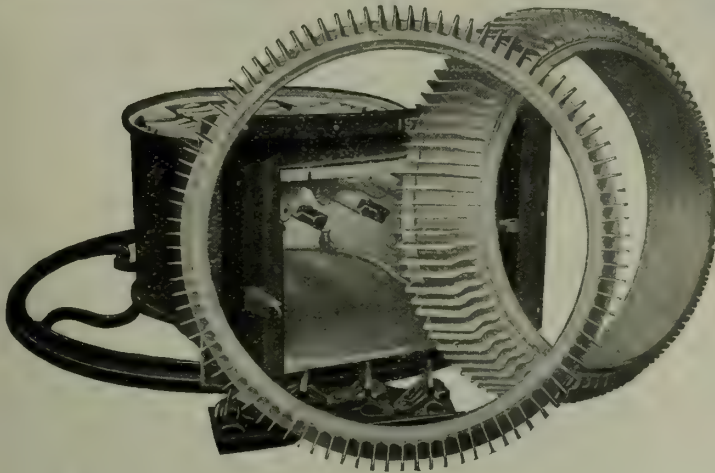
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have STEEL FLANGES instead of Cast Iron Flanges to increase their radiating surface. These Steel Flanges are fused to the fire pot. Where there were formerly seventeen cast flanges there are now ninety-seven steel flanges.



The radiating surface of the fire pot is three times as large as it was before. This increase in surface means more heat and less fuel. It only takes a moment to explain the fact to your customer. He immediately sees the superiority of the Steel Ribbed Fire Pot.

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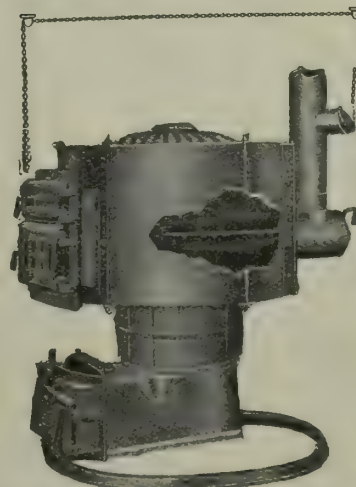
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Lipped Sauce Pans

Canada and Imperial Enamelware

Nos	10	12	14	16	18	
Quarts.....	$\frac{3}{4}$	1	$1\frac{1}{2}$	2	$2\frac{1}{2}$	
Dim., ins.....	$4\frac{7}{8} \times 2\frac{1}{2}$	$5\frac{1}{2} \times 2\frac{3}{4}$	$6\frac{1}{8} \times 2\frac{3}{4}$	$7\frac{1}{2} \times 3\frac{1}{2}$	$8\frac{1}{4} \times 3\frac{3}{4}$	
Size of Pot Cover..			7	$7\frac{1}{2}$	8	
Nos.....	20	22	24	26	28	30
Quarts.....	3	4	5	6	$7\frac{1}{2}$	10
Dim., ins.....	$8\frac{3}{8} \times 3\frac{3}{4}$	$9\frac{1}{2} \times 4\frac{1}{4}$	$9\frac{3}{8} \times 4\frac{3}{4}$	$10\frac{1}{2} \times 9\frac{1}{4}$	$11\frac{1}{2} \times 5\frac{1}{4}$	$12\frac{1}{2} \times 5\frac{3}{8}$
Size of Pot Cover.....	9	$9\frac{1}{2}$	10	11	$11\frac{1}{2}$	$12\frac{1}{2}$

Covers not supplied unless at extra price.

Nos. 24 and smaller have lips on both sides. Larger sizes have one lip only.

Also made in stamped tinware, sizes, 9, 10, 12, 14, 16, 18, 20, 22, 24, 26, 28, 30.

Lipped Preserving Kettles

Canada and Imperial Enamelware

Nos.....	16	18	20	22	
Quarts.....	2	2½	3	4	
Dim., ins.....	7½x3½	8½x3¾	8¾x3¾	9½x4½	
Size of Pot Cover....	7½	8	9	9½	
Nos.....	24	26	28	30	
Quarts.....	5	6	7½	10	
Dim., ins.....	9½x4¾	10¾x5¼	11½x5½	12½x5½	
Size of Pot Cover....	10	11	11½	12½	
Nos.....	32	34	36	40	50
Quarts.....	12	14	16	18	30
Dim., ins.....	13½x6	14x6¼	14¾x6½	16½x7	17½x8½
Size of Pot Cover....	13½	14	15	16½	17½

Covers not supplied unless at extra price.

Also made in stamped tinware, sizes, 16, 18, 20, 22, 24, 26, 28, 30.

Scoops

Imperial Enamelware

Nos.	20	30	40
Length of Bowl, ins.	$6\frac{1}{2}$	$7\frac{3}{8}$	9

Also made in Stamped and Pieced Tinware

Raisin Seeder "X-Ray"

Positively removes every seed. Simply drop the raisins into the machine, turn the crank and the raisins will come out one side and the seeds out the other. Always adjusted. You cannot use it wrongly.

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Imperial Enamelware

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Diam. of bottom tube, ins.	$1\frac{1}{2}$	2

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Liquid Measures

Imperial Enamelware—Government Stamped

Sizes, pints.....	$\frac{1}{2}$	1	
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"Gem" diam., ins.	$9\frac{1}{2}$
Large, diam., ins.	$11\frac{1}{2}$

Also made in White, Canada and Imperial enamelware and retinned stamped ware

Fruit Presses

Round "Henis"

Basting Spoons

Retinned Heavy

Length, ins.	10	12
Length, ins.	14	16

Forged—Retinned

Length, ins.	10	12	14	16
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"Sensible"

Can be taken apart for sharpening.

No.	40
-----	----

Steel

No.	77
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Black Wood Handles. Single and Double Blade

No.	10
No.	21

White Wood Handles With Single and Double Blade

No.	22
No.	33

Paring and Slicing Knives

"Safety"

Flat and Half-Round

Length, ins.	6
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"Champion"

The "Champion" pares, slices and cores, and is made of steel and half-round in shape.

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Extra Large—No. 10

Fruit Strainers

With Mashers—Wire Handles

Diam., ins.	$6\frac{3}{4}$
-------------	----------------

Skimmers

Stamped Ware

Flat Handles—Retinned

Nos.	12	13
Inches.	$4\frac{1}{2}$	$5\frac{1}{2}$

Black Wood Handles—Retinned

Nos.	24	25
Inches.	$4\frac{1}{2}$	$5\frac{1}{2}$

Also made in White, Canada and Imperial Enamelware

Bowl Strainers

Extension

No.	2
Diam. of Bowl, ins.	6

Wood Handles

Nos.	3	4
Diam., ins.	5	$5\frac{1}{2}$

Wire Handles

Nos.	0	1	2
Diam., ins.	4	4	5

Meat Choppers

The "Dana"

Cuts any meat, however sinewy; cuts it all—leaves none to be cleaned out and thrown away. This is due to the effective way in which the spirals on each rotor carry food to cutter.

Sizes

Three rotors furnished with each Food Chopper.

No. 20—Small Family Size—for a very small family. Weight— $3\frac{3}{4}$ lbs. each. Will chop $1\frac{1}{2}$ lbs. per minute.

No. 40—Family Size—for the ordinary sized family. Weight—4 $\frac{1}{4}$ lbs. each. Will chop 2 lbs. per minute.

No. 60—For restaurants, etc. Weight—8 lbs. each. Will chop 3 lbs. per minute.

All parts tinned. Each machine packed 1 in a box, 6 in a case.

"National"

Three Sizes of Cutters

Nos.	20	30	40
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Cutting parts of forged and tempered steel, cuts cleanly and does not mash or grind; cuts meats, raw, or cooked; cuts vegetables, fruits, nuts. No other food cutter cuts meats and vegetables so well.

CUTS

Cabbage, Apples, Carrots, Celery, Potatoes, Onions, Cheese, Corn, Figs, Citron,

and everything else that a chopping knife will cut.

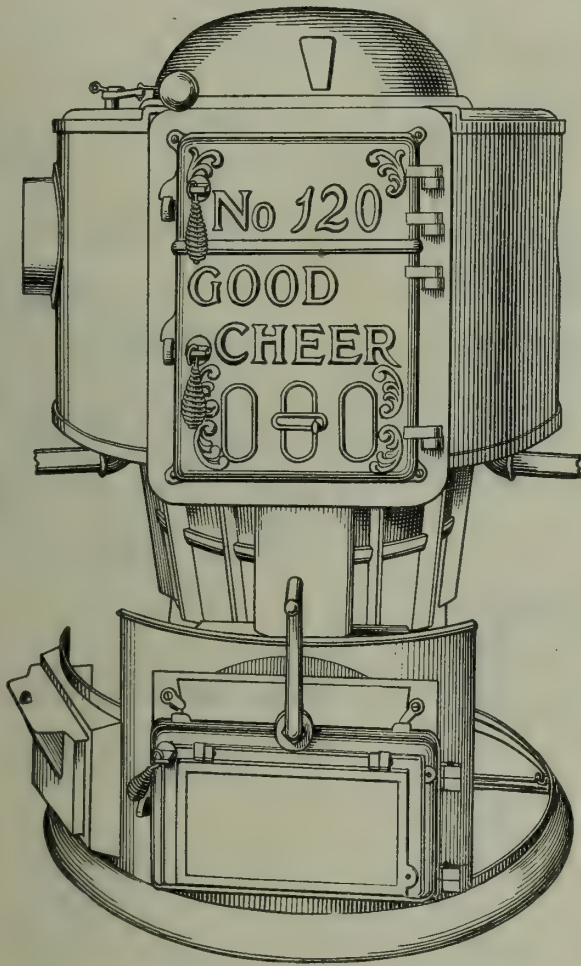
Necessary in preparing materials for hash croquettes, sandwiches, soups or fritters.

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There are no furnaces to-day which offer so much real value in good honest work as these.

Your customer wants the furnace that will give the most heat for the least fuel; one so strong and durable that it will not burn out, but will last for years. A satisfied customer is a mighty good advertiser, and Good Cheer Furnaces must be filling the bill, for dealers who are handling them say that the furnace trade now comes to them without solicitation.

The “Good Cheer” has the necessary weight to make it durable and it also has the constructive features which guarantee efficiency and economy, such as

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All steel set in genuine cup joints, positively gas and dust tight.

Common sense, positively unblockable and most easily cleaned flues.

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Roller grates for either hard or soft coal. Also a wood grate.

Roomy ashpit, waterpan, dust flue, direct draft damper, automatic gas damper and **AIR BLAST FUEL ECONOMIZER.**

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Western Branch—JAMES ST., WINNIPEG, MAN.

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Get samples of these machines for your show room. They will interest your customers and prove a good investment.

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THE BEST "SNAP" FOR THE BREAST STRAP

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It is a magazine that arouses your interest on the first page and keeps it up till you reach the back cover. Not a dull page in it. Many articles to entertain you, as many more for your sober consideration. One hundred and fifty pages ably illustrated.

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are goods which you can buy at a pretty low price, and whose quality enables you to sell at a pretty fair advance. That's why we claim it'll pay you to send us your orders for Emery and Corundum Scythe Stones, Razor Hones, Knife-Sharpener, Axe and Slip Stones, Grinding Wheels, etc. They are made in Canada, consequently you don't pay any duty. Their quality is as high as the best imported lines although we sell them at a lower price.

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COIL, RAILROAD, LOGGING, DREDGE, STEAM SHOVEL, WAGGON and BRIGHT CHAIN of all kinds.

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Manufacturers of

COLD ROLLED STRIP STEEL

For Deep Drawing, Blanking, Forming, all kinds of Bending. Has Bright Finish for Nickel Plating, Rolled accurate to Gauge. Made in all tempers and in any thickness from .002" to .250".

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**Electric Welded
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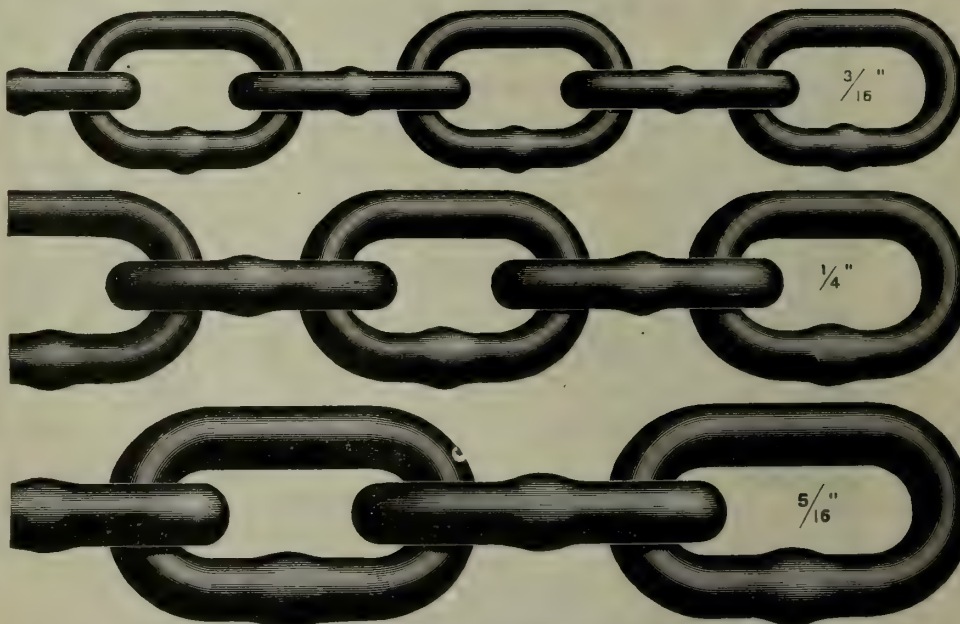
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SWELLED WELD

We guarantee our Electric Welded Common Chain of any stated size to pull more than one size larger of any other make of common chain. Our BB and BBB qualities are similarly guaranteed.

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Cuts Exact to Size

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FLAT BRIGHT

COLD ROLLED STEEL

We can supply flat Bright Cold Rolled bessemer steel, coppered, tinned or galvanized, in coil, or cut to any desired lengths, to the most exacting specifications, and guarantee to produce a perfectly true and homogeneous steel, free from all surface defections, suitable for fine plating work, made in five styles of edges and seven classes of tempers, from the hardest for facings, to the softest for difficult cuppings.

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PLUMBERS' SUPPLIES and Sanitary Specialties



A full line of

BATHROOM FITTINGS

A "SPECIAL" IN SHOWERS

We have a few Bath Showers similar to the cut here shown, made of heavy seamless tube, nickel plated, complete with rubber curtain, "holdfast" rubber connection and chain.

Regular price, \$15.00.
\$12.50 while they last.

A seasonable article for the summer weather.



A Great Smoke Producer



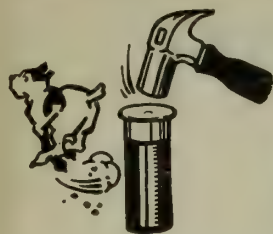
The "THOMPSON" Patent Smoke Machine

has proved its efficiency to the plumbing trade and has become the standard machine for Testing Plumbing.

If you have not one write us for descriptive booklet.

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Ads. Help Retail-
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MR. DEALER,—

Our advertisement is here to attract **YOU.**

Our advertising runs daily in your home paper (in **ALL** leading Canadian papers) to attract the sportsman—your customer.

We know there is a great and a steadily increasing demand for

DOMINION AMMUNITION

We know that this demand is based upon the fact that right here in Canada we are making the best ammunition in the world for all guns.

Our price is the right price for the best. There is no duty to pay.

We believe in co-operating with the dealer. Will you co-operate with us—for more trade and fair profits?

Write to us for details.

Dominion Cartridges (Sure Fire)	Regal Shells (Ballistite Dense) (Smokeless Powder)	Sovereign Shells (Empire Bulk Smoke- less Powder)	Crown Shells (Best Black Powder)
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Dominion Cartridge Co.
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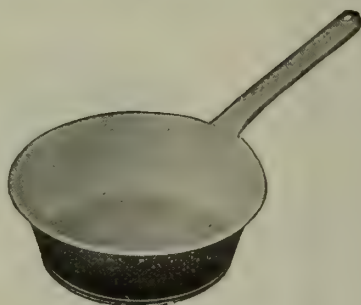


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Ads. Help Retail-
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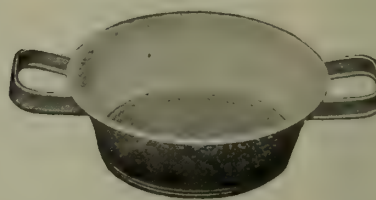
Kemp's Soup or Jelly Strainers

Tinned Wire Bottoms



NO. 1.

With round Sauce Pan Handle.



NO. 4.

With Side Handles.

An indispensable kitchen utensil, meeting the numerous wants of the Culinary Department.
Be sure and have them in stock for the fruit season.

Inches— $6\frac{7}{8}$ x $2\frac{1}{4}$.

Per Dozen, \$5.50.

Case Lots, 12 Dozen.

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THE KEMP MFG. AND METAL CO., LIMITED
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THE KEMP MFG. CO. OF MONTREAL
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"Men Who Sell Things"

Salesmanship Not Altogether a Matter of Headwork—Sentiment and Heart-Promptings Are Important Factors—Dramatic Art Also Plays a Big Part—The Old-Timer and His Influence on the First-Trippler.

By Walter D. Moody—Serial rights for Canada purchased by the MacLean Publishing Co. from the publishers, A. McClurg & Co., Chicago.

CHAPTER X.

The All-Head-and-no-Soul Salesman.

The riches of salesmanship depend as much upon what we sow as what we save.

The all-head man is like a sponge, absorbing everything and giving out nothing. There is neither much of sentiment nor of sympathy in his mental make-up.

We hear it said that the actions of one man proceed from his head, and those of another from his heart. This difference is usually pointed out by the man who prides himself on being "heady." It is well to be "heady," as the term goes, but there is such a thing as being too heady.

A salesman is too "heady" when he measures the value of every sale by mere head-work, and does not allow anything for the natural influence of the soul qualities; when he does not take into consideration the greater results which might have been attained through combining brain stuff with soul stuff.

On the other hand, a salesman is ruled too much by his heart when he disregards his head and either ignorantly or carelessly acts contrary to what sound experience has proven to be true.

Don't Neglect Heart Promptings.

Give heed to this, then: Use your head to make your plans and carry them out, but don't neglect the promptings of your heart, just because you meet with a few men who have more heart than common sense. Soul qualities, those which spring from the heart, give life to your plans and actions. Balance head action with heart action. I have known some very brainy men who were wretched salesmen, simply because they had neglected to develop soul qualities in gathering their mental equipment together. But you could not get them to see it.

The hardest kind of man to reach is the all-head man. "Stuff and nonsense," says he, when you talk about the soul playing any part in salesmanship. He waves you off with, "That will do for women and children, but don't talk it to me."

Strangely enough, failure is never humble.

That's because some one else is always to blame. We ourselves make our successes; the other fellow makes our failures. Failure, therefore, always thinks itself deserving of the success which it has not achieved.

The science of salesmanship involves the exercise of the positive qualities of the body, mind, and soul. The last is perhaps one of the most important factors in successful salesmanship. Practical psychology as a mighty motive power in business-getting is receiving marked attention on the part of intelligent commercial men everywhere. If

traveling salesmen as a class were to set about the development of the powers and functions of the soul, such as faith, brotherly kindness, and reverence, and apply these in a practical way to the daily routine of their business life, the results of their work would be much enhanced.

On a certain occasion the sales manager of a large house called one of his salesmen to his office and said to him: "Mr. C—, you have represented us for two years in one of the best States in the Union. The results of your work have not been what we might expect. It is not our purpose to discourage you, but you have been two years planting seed down there—now for the harvest. We shall expect you to show largely increased sales during the next year.

"Now, let us examine the situation. You have an excellent territory, backed up by the strongest house in the world in our line; you have a personal asset in the way of general appearance that many men would give thousands to possess—a fine physique, a pleasing countenance, and a good knowledge of the business. But you lack one thing."

"One Quality Lacking."

"What is that?" asked the now thoroughly abashed but interested listener.

"Soul power, my boy. That's it. You remind me of a fine piece of sculpture I once saw in Rome. It was a statue of Moses by Michelangelo. The work was so lifelike and so perfect in every detail that the great artist was overcome, and in his excitement struck it a severe blow on the knee, as if to awaken it to life, and commanded, 'Speak, Moses!'"

"Your work lacks life—life of a nature born of real interest in your customers. You must cultivate the qualities that will enable you to get close to people, permitting you to play upon the very harp-strings of the hearts of those with whom you come in contact. Learn to draw the sympathies of your trade to you, or you will never make your mark in salesmanship.

"Now it is an actual fact that men generally act more on feeling than judgment. If you make your customers feel like buying, they are pretty sure to buy, but if they do not feel like it they won't do it, even if they know they ought to. Your failure results from the fact that if there is no desire there is no possibility of doing business.

"Go out now and see if you cannot make your real power lie in your ability to awaken interest and create desire.

"Do not insist upon keeping yourself before your customer; bear in mind that he is not interested in you or your proposition. To make him care, begin as soon as possible by talking about his situation, never mentioning yourself. In short, show your customers that you are deeply interested in them."

Mr. C— thanked his manager, and, departing, promised to act upon his advice.

The very first day of the following week recorded an order from him for five hundred dollars that he secured from an old "blue line" merchant on a line of goods that he had always bought in another market. He increased his sales that year twenty-seven per cent., and all other departments of his work showed a decided improvement. He continued right on the next year to grow in usefulness to himself and his house, in a way that he had not dreamed of.

The power to sway people is not altogether a gift, by any means. It can be cultivated. In most cases it merely requires an awakening of the soul faculties, as in the career of Mr. C—.

The great majority of salesmen have neglected this side of their education, either from ignorance of its tremendous power as a commercial and selling asset, or because they regarded it from an erroneous standpoint, believing it should be regarded as mere sentimentalism.

Similarity of Professions.

The work of the salesman differs little in character from that of the lawyer, the preacher, the actor, or the statesman. In each of these professions success depends on the power to draw and persuade people.

From a business standpoint, the most important self-knowledge is the discernment of one's powers and the possibilities of their development. One of the greatest of these is the power of attraction. Many a great statesman has attained political favors of the highest nature by his wonderful psychological powers.

Some men have the faculty of easily winning consent from the majority of their acquaintances; at least, to almost anything they propose. The essence of this quality is not in their logic—in the arguments and reasons with which they are equipped—but in rousing an impulse in the listener to agree to the proposition that has been advanced, before hearing all the evidence, which he would usually require before making up his mind.

Some years ago a remarkable demonstration along this line occurred in the city of Chicago, when from some previously unheard of western town there came William Jennings Bryan, an unknown Congressman, as a delegate to a national political convention. In him this power had reached a wonderful degree of development. It had an irresistible effect on most of the people who heard him. He did not have to force the acceptance of his views on the convention—the convention's acceptance was a matter of course so soon as he claimed its attention. The man from the west sprang into leadership by acclamation; he received the unanimous nomination for the presidency of the United States, putting all other candidates entirely out of the race.

Dramatic Art in a Salesman.

Psychology forms the very basis of dramatic art. It is that power developed to a marked degree in a minister of the Gospel that causes him to move and sway a great concourse of people, drawing them to himself as one man. Salesmen who have developed this quality, in relating experiences of certain transactions, often speak of having felt a peculiar power of persuasion that could not possibly result in anything but success. Let the salesman once taste it, and a peculiar longing to meet people and sell goods will fasten itself upon him, impelling him, like Alexander, to look for new worlds to conquer. He will then have come into full realization of what it means to exert the power of his soul functions to the fullest degree, and his success will be an assured fact.

Merchants will buy a bill from the purely "head" man now and then because he is surrounded with an atmosphere of seeming superiority, but they do not bestow on him large and continued favors. Somehow or other their sympathies are inclined toward the genial fellow who employs genuine wholeheartedness with his headiness.

One of the "headiest" salesmen in our establishment gloried in the boast of a twenty years' experience on the road. He was a past master at analyzing a proposition; a regular "stand patter" on system. He constantly held up his sleeve a dozen theories for the successful management of every branch of the business, from the shipping department to the office of the president.

He kept a watchful eye on every one about the place. For any one to make a mistake was with him an unpardonable sin. If an error occurred in any department, he went railing and fuming about, unmindful of the fact that his business was that of selling goods; forgetting in his uncharitableness, or rather, perhaps, never having known, that the man who never made a mistake never made a success of business.

"The Man Without Sunshine."

There was a certain geniality of facial expression about this mathematically correct stickler for precise business methods, but there was no sunshine in his soul. He never spoke a kind, helpful word to any one or about any one. He had no sympathy in common with his fellowmen, not the faintest conception of the life-giving precepts founded on the brotherhood of man.

While still a young man, in place of crowning each successive year with increasing sales, he became soured and embittered, on finding his annual sales falling off and his salary cut down. This same man might have been a power in his profession, had he but known and applied the A B C of practical psychology in the daily routine of his work.

The brand of salesmanship that pays is the sort that plants the seed of the brotherhood of man in the soul, cheeriness and gentleness in the voice and manner, charity toward others in the thoughts, and a sympathetic, whole-souled genuineness in the hand-shake. There is no better selling-asset on earth.

The all head and no-soul salesman must learn to mix soul stuff with his "grey

matter," if he ever expects to achieve lasting results.

CHAPTER XI.

The Old-Timer.

Don't get your headlight behind; reminiscence means stagnation.—Elbert Hubbard.

Next to being turned down on his first town, the youthful first-tripper encounters no greater discouragement than that of his initial meeting with the professional pessimistic old-timer, with his perpetual frown.

A few words with this grumbler cause the young man to feel the whole world of salesmanship is a dismal slough; that nowhere in the great desert of commercial life is there a single oasis where the dusty, travel-stained wayfarer may rest his tired limbs and take fresh hope with which to renew his arduous journey. Nothing in the wide, wide world is as good as it used to be; everything is on the highway to perdition. If some good genie could only come along and by a wave of the hand and a "Presto, change" turn the whole business world backward twenty-five or thirty years to where it was when he first took up his gripsack, then the traveling man would have a fair chance.

Troubles of the Pessimist.

Where is the commercial traveler who has not encountered him and given him a wide berth? He is to be seen in the hotel lobby, disputing his bill with the clerk because something or other went wrong. Next he is found quarreling with the baggage agent at the depot for charging too much excess on his trunks. In the smoking compartment of the train he is telling the boys—if he is fortunate enough to have any listeners—that business has gone to the dogs, and that a traveling man's life at best is nothing but a weary pilgrimage.

If he has a beaten path, he is soon singled out as a bore and left to himself. For the same reason he loses business, his customers finding pleasure in giving their favors to the man who approaches with a light step and a cheery smile.

Not all old-timers are of this class by any means, but there are enough of them to warrant a passing glance at the type. The best thing for any young man to do is to leave him severely alone to continue his grumbling where no harm may be done.

No character is more beautiful in the business world than the man's of advanced years who has come all the way down through the trials and uncertainties of a busy career and preserved a cheerful disposition and optimistic temperament, keeping step with all the changes that betoken progress in any line of industry.

You cannot go forward to any prize without leaving behind many things that seem desirable.

Pessimism dwarfs and dries up the soul; it kills ambition.

Honest admiration for progress is an incentive to good work; it develops and gives strength to all the ambitions.

Among commercial travelers there are many men of actual ability whose entire lives have been thrown away because of their bitter hatred for and constant opposition to progress of any sort. A habit of mind once formed is hardly

ever lost; and there is no more common habit, unfortunately, among this class than that of envy and bitterness toward innovations. Among salesmen how many words are wasted in decrying the real worth of others! A successful salesman, old or young, is too busy to think of changing times or of what others are doing, unless it be to look occasionally with approval and admiration at the progressive and the successful and say, "I am glad that times are growing better," or "I am pleased he is doing so well. I shall try to improve also."

Do we not all know instinctively, as soon as we hear a man talk optimistically or praise another freely and highly, that the man who talks thus is himself on the right track? And do we not all know that the man criticizing, attacking and belittling real effort is small, and growing smaller?

Unless the heart is light, we cannot keep pace with the times.

"Bigotry puts blinders on the best of men."

The Value of Keeping Step.

The value of keeping step is humorously illustrated in a story I once heard Alexander H. Revell, a prominent Chicago merchant and public-spirited man, tell on himself.

In the year 1877 he joined a regiment of state militia. On a certain public occasion before Mr. Revell had graduated from the awkward squad, the regiment turned out on dress parade, he being given the end of a line in the march. He had a maiden aunt with soldier blood in her veins, inherited from colonial days. She, with others, had a prominent place in the store window facing the line of march. As the regiment appeared, her enthusiasm knew no bounds. The old-time spirit fired her blood, as she fairly glowed with satisfaction, commenting on each company as it passed. When the company arrived in which her nephew was marching, she was observed to wear an expression of perplexity, and was heard to remark: "Look! look at that company! Every single man is out of step except my nephew Alexander."

The trouble with every old-timer who is out of tune with the universe is that he thinks everything in it is out of step and out of harmony but himself.

While engaged in a special line of work in connection with the Chicago Commercial Association I once had occasion to call to arms a large number of business men in that city eligible to membership. Among the hundreds of replies received there was one from a man old enough to be my grandfather that set my red corpuscles to tingling. It is the best illustration of optimism in old age that I have ever encountered. In the hope that it may inspire every young man, as it did the author, I publish the letter *verbatim*.

"My Dear Sir:

"Your kind invitation to become one of the Bully, Busy, Brother Boosters is received, and I am exceedingly sorry to have to send regrets, only on account of my financial inability.

"Yes, I attended the Goodfellowship Supper and took great delight in the

many good things that were said about Chicago, and to see the determination of that magnificent body of live men, live workers, showing they were all connected with a live wire, and would make Chicago a good place to live. I first saw Chicago the year that Mr. Wacker said he was born—1856.

"My heart is with you, and what influence I have shall be used toward making Chicago a greater Chicago, and in doing what I can to improve the condition of my fellowmen.

"I have been closely associated with the wholesale grocery trade of Chicago and the entire Northwest for fifty years, and, though seventy-one years old, am an active, live broker, working every day in the year.

"The old man with the napkin in his hand, opposite the word 'citation' in the lower left hand corner of your 'Appeal to join the Legion,' is me. I just got in by the skin of my face."

The last paragraph of this remarkable letter refers to his attendance at the Goodfellowship Supper.

Progress Through Forgetting.

Our progress is made by what we forget as well as by what we remember. Too many of us remember the wrong things. We need to learn what to forget. We all dislike to remember that we are sometimes wrong and need to be straightened out. It hurts to have the kinks taken out. Of course you have no kinks; but your neighbor has—we've heard you say so. Well, then, it's a good thing to get a picture of your neighbor. It will help you to learn how he can be straightened. That's a matter of vital importance.

Diplomacy above all other things should become more deep-seated with the salesman who has long served in the harness.

The salesman who is a born diplomat has much to thank the fates and his parents for; but what is still lacking in his princely heritage may be acquired, like many other valuable qualities; without it the salesman is like a ship without a rudder, caught in the trough of the sea of commercial competition.

Reduced to its lowest terms, diplomacy is just plain, good horse sense.

What Diplomacy Is.

A diplomat is a man who jumps from in front of a moving train. He does not put dynamite in his oven to dry. He has due respect for the hind quarters of a strange mule. He reins up on perceiving a red light in the centre of the road. He talks to the point when he addresses a brusque business man. He does not feed the animals at the circus. He believes in to-day, and that to-morrow is worth only twenty-four hours of uncertainty. He believes that human nature is the humanest thing on earth, and therefore makes his own deductions for egotism, grouching, reserve, penury, and woe; and he does not prod them

with a sharp-pointed rod when to do so would bring only defeat.

Chicanery is not diplomacy, and policy is often deceit; both are bogus when measured by the standard of true tact.

It is mean to press an unfair advantage, but the man is a simpleton who refuses to recognize the advantage that is rightly his.

The born salesman, young or old, is the one who towers head and shoulders above his fellows in the science of reading human nature.

There should be no age limit for The Man Who Sells Things; provided he retains his youth in old age.

Hard Work Doesn't Kill.

"It is better to wear out than to rust out." Good hard work, performed with a cheerful disposition or temperament, never yet produced creeping paralysis under three-score years and ten, at least. Age does not disable a man, but inactivity, lack of progressive instinct, or a despondent disposition does.

If the salesman wants to preserve his usefulness and likewise his position, he must not become antiquated in his methods.

One of the most common and most fatal of mistakes made by many middle-aged salesmen is that when they have built up a good trade and are headed well up toward the top of the sales list of their firms, they seem content with the record they have made, and are inclined to rest on their oars. At the precise moment when energy and advancement no longer enter their calculations, decay sets in. The trade that has required years of patient, intelligent toil to establish will soon be gobbled up by energetic young fellows eager for the fray.

I well remember witnessing when a boy, a twenty-five-mile bicycle race. It was the championship race for the long-distance record of the world, and was participated in by two brothers, famous the country over for speed and power of endurance. They held all manner of medals and prizes for races won, and were quickly picked as the winners of the race on that day.

It was a beautiful day; the occasion was a gala one; the clear, crisp air was fraught with excitement in anticipation of the results that would determine the world's championship.

The two brothers were cheered again and again as they mounted their wheels and rode leisurely away to what was generally conceded to be another victory to be added to their already long list of conquests in the sport.

The first lap of six miles was finished with the contestants pretty well bunched as they passed the judges' stand. The friends of the favorites expressed surprise because the brothers had not left the others behind at the offset. Confidently, however, they believed that the finish of the half would see them well in the lead.

A great shout rent the air as the riders hove in sight on the second lap. As they came nearer it was observed that

the brothers, although riding close together, were distanced several lengths by three others who seemed determined on keeping the lead. As they passed, they apparently were riding easily, with no thought of defeat; but their apparent confidence was not shared by the anxious crowd. A foreboding swept over the throng, not so much from the position of the riders as from that indefinable suspicion that all was not right.

Cries of dismay were quickly suppressed on the assurance of the overconfident ones that all good riders started that way—slowly and without effort—holding in reserve their speed and strength, increasing these as the race continued, and finishing with a burst of both.

Anxiously we waited for the finish of the three-quarters. A cloud of dust announced the leaders in the distance as they rounded the home-stretch. On they came, tearing like mad straight for the wire, where the crowd was thickest. Like a flash they were past—each man was bending lower and working like a Trojan. In a second they were out of sight again around the curve—but that second was all that was necessary to disclose the sickening fact that the distance between the brothers and the first rider had not been diminished. The confident ones still adhered to their first theory, which seemed to bring a measure of assurance, for at last the brothers were working with a determination that bordered on the supernatural.

(To be Continued.)

CREATING A NEW CUSTOMER

How a Trade Newspaper Ad Brought a Traveler a New Account.

In a prosperous town of the central part of Ontario there is a merchant who, until recent years, had never included wall paper in his stock. One day, three or four years ago, he was thoughtfully turning over the pages of one of the MacLean trade newspapers when the advertisement of a prominent wall paper manufacturer caught and held his attention. "Why not handle wall paper?" thought he, "surely I can turn a few honest dollars that way, I'll try, anyway!" So he sat down and wrote to the wall paper manufacturer, who at once dispatched a traveler with a full line of samples. Later on, the smiling traveler left the store with a pretty fair order booked. In a couple of years that merchant had cleared several hundred dollars; and, needless to say, the traveler who followed up the first inquiry still gets the business. Really, there is no business-getting combination on earth superior to trade newspaper advertising and live travelers who appreciate its advantages!

Hardware Trade in Great Britain

(Special Correspondence to Hardware and Metal.)

Sheffield, July 8.—The general trade outlook grows less satisfactory, particularly in the iron and steel and hardware branches. In the big works orders are few and far between, and short time is consequently general, some of the firms working only three days a week. Prices of raw material and of fuel are now falling, and this gives a little relief to manufacturers.

Trade with Canada, compared with other years, is disappointing, but, while this is so, the orders for plate and cutlery which have come to hand are very much appreciated at a time when the home demand is so restricted.

The promise of a good harvest in Canada is giving an impetus here to makers of tools and implements and steel parts for agricultural machinery.

Sheffield is virtually the home of the pattern maker, and it is not surprising, therefore, that with the growth of the gas engine industry in Canada, a good share of the orders for wood patterns is being received in that city. The work requires very careful attention to detail, and can only be satisfactorily performed after many years of experience.

Canadian Trade for Canada.

The Stanton Iron Works Co. have recently executed an order for 3,000 tons of cast iron pipes for British Columbia, and have received a further order for 500 tons. They recently quoted for some pipes to be delivered in Canada, and this quotation was the lowest, notwithstanding the fact that they have to pay 25 shillings per ton duty, but the order was given to a Canadian manufacturer.

Board of Trade Returns.

The Board of Trade returns for May reveal a further falling off in the trade of the United Kingdom with Canada. For example, the value of the exports of hardware in May to Canada was £3,303, as compared with £6,916 in May, 1907, and £5,783 in May, 1906. During the first five months of the year the value was £16,314, as compared with £26,021 in the corresponding period last year, and £21,713 in the corresponding five months of 1906.

The cutlery exports to Canada dwindled in May to £7,913, compared with £13,805 in May, 1907, and £10,606 in May, 1906. This was the most marked fall of the year, for in the first five months of 1908 the total value was £30,817, whilst in the corresponding period of 1907 the total was £42,979, and in the corresponding period of 1906, £34,265.

The exports of pig iron and manufactures of pig iron in May were of the value of £7,038, a big drop from £11,050 in May, 1907, and from £10,688 in May, 1906.

If the first five months of the year are taken, the decline is still more marked. The total value for the year up to the end of May was £27,638, only about one-

half of the total (£53,314) of the first five months of 1907. There was, however, not much difference from the same period in 1906, when the total value of the exports to Canada was £25,465.

The exports of unwrought tin to Canada were, however, more than maintained. The value in May was £8,600, as compared with £8,229 in May, 1907, and £14,441 in May, 1906. Taking the first five months of the year, the total was £33,398, compared with £47,577 in the first five months of 1907, and £37,746 in the corresponding period of 1906.

Another Steel Association.

For a fortnight the daily papers have been inundated with sensational reports of an approaching combine of some British, Russian and German steel syndicates and the "Carnegie Steel Trust, of Pittsburgh, Penn." The joke of the whole affair is that many of the concerns to which the sensation mongers referred exist only in imagination.

The reports appear to have grown out of a misconception of the powers of an association of British makers of bridge and constructional iron and steel work, which has just been formed with the object of harmonizing the interests of manufacturers with those of some large consumers, largely on the basis of a "preferential treatment as regards prices and conditions to members of the association as against outsiders." Many of the biggest firms have joined, but one or two are still holding off. It is expected, however, that these difficulties will be removed.

One important condition of membership is that members will place both their home and foreign requirements with home producers, and in consideration of this the producers will quote members special and lower prices than are named to outsiders. The purpose is to secure all trade that comes here for the home market, and to check the consumption of foreign manufactured sectional steel material in the United Kingdom.

British Trade Prospects.

There has just been published an extensive report by Richard Grigg, of the Board of Trade Commercial Intelligence Department, upon the conditions and prospects of British trade in Canada. He remarks that while the only serious competition at the present time comes from the United States, there cannot be the slightest doubt that a determined and skilful effort will be made to capture for Germany a larger share of the Canadian market, should more amicable commercial arrangements be made between Canada and Germany.

He points out that, prior to 1903, the year in which tariff preference for British goods intervened, German imports, though comparatively small in amount, were advancing with great rapidity; since the imposition of the surtax they

have quickly fallen off, until in 1906 their value was less than that of the imports from France.

Some Drawbacks.

In speaking of the general position of the Dominion as a serious obstacle to the promotion of trade with the Mother Country, he says that the contiguity of the United States gives to the latter country a great advantage in the Canadian market as regards the delivery of goods. It also enables the American manufacturer to keep in close touch with the Canadian buyer. Besides, the general mode of life and industry in Canada is so closely akin to that prevalent in the United States that there is no such necessity for the American manufacturer to depart to any considerable extent from the line of production and methods which he adopts for his own market as there is for the British manufacturer. One result of the proximity of the two countries to each other is that Canadian dealers can maintain smaller stocks of American goods than they need of British goods. They can, therefore, carry on operations in American goods with less capital locked up. Imports from Europe are subject to ocean freight, landing and transshipping charges, and additional cost of stronger packing.

American Specifications.

Mr. Grigg makes a special point of the advantages which accrue to the American manufacturers of structural iron and steel. "Canada," he says, "has adopted the United States standards, and her architects and builders are accustomed to them, yet it is only very seldom that British manufacturers can be induced to quote on American specifications or produce according to them."

Railway Rates.

The president of the Wolverhampton Chamber of Commerce has been referring to the question of high railway rates, and their effect upon local industries. He was of opinion that there was an evident desire on the part of the companies to meet the reasonable requirements of traders—at any rate, in the district. He had found this to be so in his own business, a reduction having been made in the charge for the carriage of machinery to London from 30s 11d to 28s 8d per ton. Certain industries had been removed from the district, and it was asserted that this step had been taken owing to the heavy railway rates. In some cases this might be true, but he was quite sure the railway companies would seriously consider any suggestion made to them from the point of view of any trade being in jeopardy owing to railway rates.

In Great Britain railway rates are higher than in Germany or America, but it is only fair to state that the railway service is better. English railway companies are handicapped by heavy Parliamentary costs in promoting bills and in obtaining land, whereas, in America, for instance, the railway companies get land for next to nothing, and, therefore, lower rates are charged.

HARDWARE TRADE GOSSIP

Quebec.

E. E. Johnston, of Lansdowne, Ont., has been on a visit to Montreal.

A. Lemieux, of Henryville, Que., has been on a business visit to Montreal.

A. Albin, of Glen Robertson, has been visiting hardware circles in Montreal.

Archie Macfarlane, Montreal, has returned from a visit to the Old Country.

L. Corriveau, of St. Sebastien, Que., has been visiting hardware circles in Montreal.

F. Kydd, of Vancouver, B.C., passed through Montreal on his way to Carolina to get married.

L. Blair Lusby, of Anderson & Lusby, New Westminster, B.C., has been on a visit to Montreal.

G. C. A. Ouimet, representing the Canada Metal Co., Toronto, was in Quebec last week.

Seymour Peters, of the Record Foundry & Machine Co., Montreal, is on a visit to Moncton, N.B., for a couple of weeks.

William O. Greenway, Montreal, sailed for the Old Country this week end, and expects to stay away until the end of August.

H. Norton, A. O. Norton & Son, Coaticook, Que., attended the convention of Master Car Builders at Atlantic City.

Roland Yeates, Montreal, representative of the London Machine Tool Co., Hamilton, is making a business trip to the Maritime Provinces.

J. Armand Garneau, of St. Patrick St., Quebec City, has been appointed Canadian agent of Wilkinson's "Mehamo," a powder to be dissolved in water and sprinkled by syringe or watering can over coal, thereby increasing the heating power of the fuel, decreasing the volume of smoke, and avoiding all ruinous waste.

F. A. Jacobs, of the Dominion Car and Foundry Co., Montreal, has accepted a position with Francis, Hyde & Co., Montreal, to superintend the manufacture and sale of the King Oil Furnace and Jacobs Oil Burner. F. Hyde & Co. are erecting a plant on Wellington St., Montreal, for the manufacture of these articles. Mr. Jacobs attended the Master Car Builders' Convention at Atlantic City recently.

Ontario.

Mayor J. H. Ashdown, Winnipeg, spent several days in Toronto this week.

M. McGregor, McGregor & Co., Calédonia, was a caller at the Toronto office of Hardware and Metal on Tuesday.

J. L. Vokes, for many years a member of the Vokes Hardware Co., Toronto, has severed his connection with that company.

R. G. Bruce, accountant for the Kennedy Hardware Co., Toronto, who has been suffering from an attack of appendicitis, is recovering.

John J. Spilker, of Button, Spilker

& Co., Shelbourne, was married recently to Miss Nora Thompson, of the same town. The honeymoon was spent in Toronto.

W. Urry, hardwareman, Barrie, has added the repairing of lawn mowers to his business and has installed the latest idea in lawn mower grinders to do the work.

G. W. Dunn, representative of Lewis Bros., Montreal, on the North Shore, has returned to his Sudbury headquarters after a honeymoon trip to Toronto and Eastern cities.

The hardware store of John Lawrence & Son, Killarney, Man., was totally destroyed by an incendiary fire which burned part of the business section of that town recently.

Wm. Brooks, of Brooks-Sanford Hardware, Limited, Toronto, is at present traveling through the Western States for the benefit of his health. After reaching the coast he will turn north and return home by way of the Canadian Northwest.

J. A. Hossack, Canadian sales manager of the Lufkin Rule Co., Windsor, was a visitor in Toronto this week. Mr. Hossack has just returned from a trip through the Maritime Provinces and reports trade very satisfactory.

W. A. Kirkland, traveler in Northern Ontario for the Kennedy Hardware Co., Toronto, has left the employ of that firm and is succeeded by J. H. Kerswell, a former employe of the company, who left the road last winter owing to ill-health.

R. G. Struthers, Galt, who recently purchased Galt Electric-Gas Fixtures, Limited, has sold the plumbing part of the business to Ross & Short, and the fixture business and electrical supplies department will be carried on under the name of the Galt Electric & Gas Fixture Co.

Maritime Provinces.

May, daughter of Wm. Robertson, of Robertson & Son, hardwaremen Halifax, was married to G. H. Sedgwick, Toronto, on July 9.

Willis MacPherson has established a foundry and machine shop at St. Mary's Ferry, N.B. He is a practical mechanic and formerly worked at his trade in Toronto and in the United States.

Western Canada.

W. T. Rogers has opened a general hardware store at Airdrie, Alta., and will conduct it on a cash system.

F. S. Bonwell and G. R. Baird, until lately with McLennan, McFeely & Co., Vancouver, have purchased the hardware business of Spencer, Sander-son in that city and will conduct it under the name of Baird & Bonwell.

J. S. N. Dougall, senior member of McCaskill, Dougall & Co., Montreal, and president of the Montreal section of the Canadian Manufacturers' As-

sociation, was in Winnipeg last week on business. He is going through to the Pacific Coast on a short business trip.

GERM DESTROYING CHEMICAL.

Great interest is being taken by agriculturists and gardeners generally in the wonderful weed destroying powers of sulphate of iron. The valuable properties of this germ destroying chemical was discovered by the American Steel & Wire Co., who are represented here by the United States Steel Products Export Co., and thousands of farmers are now spraying their fields with magnificent results. This chemical is the product of the wire mills, and is put up in barrels and bags, and is also sold in bulk. In its different methods of application it is absolutely effective in the destruction of weeds; the cure of grape vine diseases, the preservation of the health of ornamental and fruit trees, and in the keeping of barns, dairies and cellars, sweet and free from all odors. Sulphate of iron is also a valuable addition to condimental stock foods. Hardwaremen might take this product up with advantage, as its use is becoming more and more common. On parks and lawns the chemical has almost a magical effect.

U. S. METAL MARKETS.

The Iron Age, of July 16, says: The iron markets have gained during the past few weeks, and the gain while slow is being maintained. But conditions are still far from satisfactory, and at the present rate of progress it will take many months until we are back to the normal.

The settlement of the bar iron wages scale which governs the union iron mills removes almost the last of the wage questions. The new puddling scale does not start advancing on the \$5 rate until the 1.20c bar iron price is reached, and then it advances 12½c per ton for each 1.20c increase in the price. It is figured that this is equivalent to a reduction of between 8 and 9 per cent. The reduction on muck rolling is 11 per cent. and on finishing on large mills 7 per cent. for rolling.

Generally speaking the pig iron markets are dull, and in some quarters are easier.

Purchases by Pittsburg of old material in the Chicago market have caused some excitement there. The greatest part of the 30,000 tons of old material offered by the Pennsylvania Railroad has been withdrawn, since the prices bid were not acceptable.

SEASONABLE SUGGESTIONS.

What to Order—Harvest tools, reaping hooks, hay carriers, hay fork pulleys, harpoon forks, scythes, rakes, rope and clevises, guns and ammunition, apple parers and cherry seeders.

Sort Up—Ice cream freezers, vegetable scoops fishing tackle, preserving kettles, fruit jars, fruit jar rings and fruit presses.

HARDWARE^N METAL

Established 1888

The MacLean Publishing Co.
Limited

JOHN BAYNE MACLEAN - President

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CUSTOMERS LIKE MODERN STORE.

Hardware merchants are learning that an attractive store has a direct influence upon their trade. The most progressive retailers in Canada have reaped good results from investments which they have made in fittings to brighten up their stores and to improve the facilities for doing business.

A wholesale man recently told of a young retailer who went to him for advice. He was the "small man" in a town where there were two or three big stores, with ample financial resources and established trade. The young man was getting discouraged. His advisor, who understood the situation perfectly, was not, however, and outlined a plan which he felt certain would succeed. In the first place, he made him brighten up his store; put in new windows, an attractive front, install new silent salesmen and counter cases, and stock boxes for hosiery, gloves, trimmings, etc. This gave the store a prosperous appearance, and this, with the restoration of confidence which he was able to instill into the proprietor, had an immediate effect upon the public. Business increased, and with it the staff took new courage, and the result was that the store forged

ahead, until at the present time that young retailer is making as much money as either of the larger stores, and making it on a smaller capital outlay.

SUPPORT HOME INDUSTRY.

Merchants who expect farmers to be loyal to home retailers should not set the example of sending to the departmental store for some line of goods not in his own stock. Nor should he overlook his home manufacturer if he values the principle of consistency. He should set an example of loyalty to his home town first and his home country next.

Likewise Canadian manufacturers who use the slogan of "Made in Canada" should set an example showing that they, too, desire to be consistent. When they have purchases to make they should give preference to goods made in their own country.

A case in point is that of a large Toronto concern at present building an office building. The contract for the hardware went to a well-known United States manufacturer, and although Canadian manufacturers tendered, they were not given an opportunity to submit samples to the architects. It is probably true that circumstances made necessary the giving of the contract to the foreign manufacturer. Certainly his goods are high-class and the methods of the Canadian agent in submitting mounted samples are enterprising. But there seems to be some justice in the claim that Canadian manufacturers should be given an opportunity to show their goods and receive at least some consideration on high-class jobs.

There has undoubtedly been a noticeable improvement in Canadian-made builders' hardware, as well as in other lines, and manufacturers should be given encouragement in their endeavors to improve the quality of their product.

KEEP TRACK OF NEW IDEAS.

A prominent wholesaler in discussing ways and means for making the best use of new ideas and new methods in the retail business said recently that he considered a scrap book for keeping a record of interesting items relative to the business, was one of the most valuable aids to the retail merchant that he knew of.

"Competition is growing keener every day in every line of business," he said, "and it is coming more and more to be a time when neither precedence

nor capital count for business superiority. The conditions demand the survival of the fittest. The fact that yours is an old and well established firm has its weight; the fact that you have your own money to back your institution is much to your advantage; but neither of these conditions will secure your position against a competitor who has been thoroughly trained in the keenest kind of system. The man with business ability will soon find ample capital to back his enterprise, and his peer of strong and timely assertion will sooner or later, discount the reputation your firm has held in the past.

"The retailer of to-day finds many more details that require attention than the merchant of ten years ago and if your methods have not kept pace with progress, you may find that you are conducting your business at a far less profit to-day than you were with the same methods a few years back.

"Systems you may learn from others. They are developed from necessities that you with your established business do not feel until the other fellow has already evolved them and put them into practice. You must learn from him.

"If you are watching the trend of trade methods, you see something every day that strikes you as particularly to the point. Do not let these ideas go by. Get them, preserve them, put them away where you will see them again when you will have time to think them over.

"The old idea of keeping a scrap book is a good one, though in its modern form it has developed into a science, the result of which is the many compact filing systems of to-day. No matter how small your business may be some system of this kind is almost a necessity if you wish to succeed in the greatest possible degree. You can devise some method of filing away valuable helps that will be of great service to you if properly looked after. Classify your heads so that you can easily find what you want, and when you get hold of an idea that may apply file it in its proper place at once—it may get away. If it does you will forget it.

"'Newspaper Advertisements,' 'Methods of Special Sales,' 'Handling the Sales Force,' 'Show Window Displays,' 'Dull Season Sales,' 'Business Methods,' 'General Interest.' These are some of the heads under which you will find ideas coming in daily that can be filed away in a minute's time, where at a leisure hour you can look them over and study the way in which you can apply them to your own business. This is the way the other fellow pays the interest on his capital and the rent on his house, and still sells at the same profit as yourself."

THANKSGIVING ON MONDAY.

Hardwaremen generally, and travelers particularly, will welcome the news announced in the House of Commons on Tuesday regarding the holding of Thanksgiving Day. In reply to an inquiry by Mr. Kemp, Toronto, Sir Wilfrid Laurier announced that Thanksgiving Day this year will be held on Monday. Representations in favor of a change from Thursday to Monday have been made from various organizations, especially from commercial travelers, and the latter have been officially informed of the intended change this year.

DIRECT LINE TO FRANCE.

Business men in Canada and France are awaiting with interest the decision of the French Government in the matter of the Franco-Canadian treaty now before them. If the treaty is passed in its present, or a slightly modified form, there is the almost assured prospect of a new line of steamers between Canada and France, connecting Marseilles and Montreal. At the present time Canada and France are connected by a service to Havre from Montreal. This is not considered by business men, of Marseilles particularly, as being sufficient, as the service, while fortnightly, and at times during the season, weekly, is not direct, boats calling only on the way to and from London.

When in Marseilles in March G. W. Stephens, chairman of the harbor commissioners of Montreal, conferred with the business men of that French city on the matter and found them most enthusiastic. All of them were willing and eager to further the project, and the matter was thoroughly discussed. Nothing definite was arrived at, however, as the interested parties felt that it would not be policy to decide upon anything until the Government had given its ruling upon the treaty.

But it seems to be an assured fact that the project will be carried out if the treaty gets through.

Such a service would be of untold benefit to both countries. That it would pay there seems to be no doubt whatever, with trade increasing between Canada and France annually. The field is a broad one and the possibilities are unlimited, as the projectors would not be obliged to confine their efforts to Marseilles or France alone, but might tap all central Europe. It would open up a splendid new field. A few years ago Hardware and Metal advocated such a service.

Canadians have not yet fully realized the possibilities for trade development

that lie in Europe. It is the establishment of a direct line of steamers to a port like Marseilles which would bring home to them the fact that manufacturers here can profitably cultivate not alone France, Italy and Spain, but also Switzerland, Austria and other inland countries not presently very much to the fore, but which would be brought into touch with Canada by the establishment of a direct line to the Dominion from a live port like Marseilles.

There is not a business man who has the interests of his country at heart but who recognizes the advantages to be derived from a direct service to Marseilles, but the lack of united effort for the starting of the project has kept the matter from coming to a head.

Now is the time, and here is the opportunity to do something. With interested parties at both ends working intelligently for the establishment of a service something can be done, provided the treaty is settled satisfactorily, but there must be united and energetic action.

Everything possible will be done by the Montreal harbor commissioners to further the project, and if under the guidance of such a resourceful and hard-working leader as Chairman Stephens, nothing can be accomplished, it is surprising indeed.

CO-OPERATIVE EFFORT.

A great deal of good may be accomplished by the retailer through co-operation with his neighbors. A great deal of street improvement, alterations, lighting and sanitary improvements may be brought about if a proper spirit of co-operation and interest be taken by the merchants in a given block or area. Where one man would be powerless, several whose interests represented a considerable investment and a considerable income to the landlord, would be all powerful and a decided stand upon many questions would produce the effects desired. Even though your neighbor may be in the same business as yourself, there is every reason in the world why your spirit should be co-operative, even though it may be competitive at the same time, rather than to be uppish and prefer to remain aloof from your neighbors. If there is any pace to be set, the best man will set it, but that need have no effect upon your relations with those around you.

Advertise and Display—Hammocks, refrigerators, freezers, hay tools, camp outfits and enamelware, sporting goods and preserving utensils.

THE SITUATION IN THE WEST.

The Western Viewpoint by our special correspondent.

Winnipeg, July 10.—The city is in the throes of the annual industrial exhibition and this year special interest attaches to it on account of the combined effort to be known to the world as "Trade Week." The exhibition has adopted colors, purple and white, and these will be lavishly used by all business houses in decorating their premises. Every business house in Winnipeg is sending out invitations to all its friends and customers in the country to come to Winnipeg for trade week. Handsome prizes are offered for the best decorated delivery rigs, the best decorated store front, the best decorated house, and the best decorated automobile, and \$25 for the best motto to act as a slogan for Winnipeg. The spirit of camaraderie that is being developed among the business men of Winnipeg is not the least valuable result of this method of advertising the city.

All roads lead to Winnipeg this week and the merchants and business men generally are working shoulder to shoulder to see that people from outside travel those roads this week if they never did before, feeling sure that once they have been they will come again.

The situation of the growing crop is unchanged beyond the increase in reports of grain headed out which continue to come in from all parts of the country. The wheat situation as to market shows that wheat advanced just as far as it receded the previous week, mainly on a decrease in visible, bad weather in the winter wheat belt, and bad weather in Europe. A feature of the Winnipeg market is the continued fairly heavy receipts, which amount to about 75,000 bushels daily, and which go to show that there are easier things in life than estimating a short crop.

Already jobbing houses are beginning to feel the impetus of the prospect of a bountiful harvest and they in turn are stirring up the factories with orders. The general trend of wholesale trade at the present time, exceedingly encouraging for the end of the first period of the crop year, finds everything in very much brighter and more hopeful condition than last year, and business is increasing in proportion.

By the time the fair is closed in Winnipeg it will be possible to estimate to a great extent the conditions of trade for the coming fall and winter, but at present nothing could be more favorable for a very general revival in business of all kinds. The west has got its second wind and a good crop this season will have an effect that no single crop could have had in the past.—H.

Markets and Correspondence

(For detailed prices see Current Market Quotations, page 56.)

MARKETS IN BRIEF.

Montreal.

Pig Iron—Unchanged.
Tin—Firm.
Copper—Same quotations.
Spelter—No change.
Lead—Stronger.
Turpentine—Cut of 2c.
Linseed Oil—Cut of 1c.

Toronto.

Iron and Steel—Unchanged.
Tin—Firm.
Copper—Firm.
Spelter—10c advance.
Lead—Firm.
White Lead—Decline of 15c.
Turpentine—Now 59c.
Locks—Canadian now 50 and 10.

MONTREAL HARDWARE MARKETS

Montreal, July 17.—Despite the fact that this is always a slack month under the best of conditions, a gratifying volume of business is being done. Trade is well up to normal, and considering the adverse circumstances under which the month was entered, the fact is somewhat surprising. Shelf goods are still moving better than the heavy ones, but with the increasing activity of the railroads, and the development of construction work, heavy articles should now commence to show a decided stimulation. Unfortunately the drought is affecting crops in the East. The hay crop will not be such a bumper one as at first anticipated, although it will be above normal, while the grain is reported to be heading out small. Like conditions in the States, farmers now anticipate a bountiful harvest, although not, perhaps, a record one. Reports from the Northwest continue to be of a most glowing description.

Every day seems to give a brighter tone to the markets. Jobbers are preparing to buy more heavily than they have been doing, which speaks much for their confidence in the autumn. In their turn manufacturers are turning out increased production, and it only remains for the dealer to show his share in the general confidence, and buy more heavily.

Builders' Hardware—These lines continue to move steadily and well. Building operations seem to have taken a spurt lately, which has had a stimulating effect upon the hardware supplies. Front and inside door sets, escutcheons, sash lifts, latches, bolts and butts are moving well at unchanged prices.

Harvest Tools—Although the hay crop is being affected by the drought, the yield promises to be a heavy one, and, in consequence, hay carriers, slings, rafter brackets, harpoon forks, are in steady demand. Reaping hooks, corn

knives and binder twine are also being stimulated, and some good orders are going through.

Summer Goods—Hose, nozzles and lawn sprinklers are still in great demand, and stocks in jobbers' hands are extremely low. This has undoubtedly been a great season for these articles. Other seasonable lines, such as refrigerators, water coolers, and ice cream freezers have fallen off, as is only natural. Until the lake side and country exodus commences the demand for household utensils will be on the light side. Some dealers are putting through good orders in anticipation of a heavy fall demand. Food cutters for future delivery are moving, as well as washing machines and sweepers.

Sporting Goods—Sorting-up orders in baseball and lacrosse have eased off, but fishing tackle still continues to be prominent. Guns, ammunition, shot and shooting jackets have not yet been greatly stimulated, although steady business is being done. Camp enamelware is in good demand, the continued fine weather making camping out more popular.

Preserving Goods—Repeat orders in Kettles, jars, apple parers, cherry seeders and fruit presses are very good, and dealers report a strong call. Fruit preserving seems to be getting more popular every year.

Wire Goods—Hat and coat hooks are moving well at the cut price of 35c to 40c per gross. The severe American cutting is still going on. Gate hooks and eyes are in fair demand at the unchanged price of 60 per cent.

Railroad Supplies—There has been no very great stimulation in railroad supplies this week, although good business is doing. Construction is being pushed along, and with fresh camps opening a heavier movement is expected in hammers, picks, spike mauls, drill steel and shovels.

Bolts and Nuts—Average trade is being done at unchanged prices. Tapped nuts continue to move well. Nails are in fair demand.

Enamelware—The run on camping out expeditions has created a good demand for kettles, cups and saucers. Pots and pans for preserving are in good request. Prices continue firm.

Screws—The demand continues good at the following trade discounts: 85 and 10 off for flat head, bright, 80 and 10 off for round head, bright; 75 and 10 for flat head, brass, and 70 and 10 for round head, brass.

TORONTO HARDWARE MARKETS.

Toronto, July 17.—Indications of a more active fall trade are evident, manufacturers and jobbers realizing that there is every likelihood of a rush

of business after harvest is over. Preparations are being made to handle this with as little delay as possible and if goods ordered this autumn are not received promptly the blame will rest with those who do not place their orders early.

Sorting up in summer goods continues to be the feature of trade and as stocks everywhere are light the volume of business received in this way is quite large. Screen and lawn goods trade is practically over and refrigerators are dropping off, but a good trade still exists for freezers, hammocks and swins. Binder twine is a very active line also and harvest tools are selling freely along with preserving supplies, cherry seeders, etc.

Builders' hardware prices have declined from 45 and 10 to 50 and 10 on Peterboro and Gurney-Tilden goods. Belleville were reduced to 60 some time ago. This is the only change to record this week.

Summer Goods—Some screen windows are still selling, but doors are in poor demand. Ice cream freezers have had a splendid run during the past week, but lawn mowers, garden hose, seats, etc., are not so active. Hammocks, hooks and chains are included in many sorting orders.

Harvest Goods—Binder twine is perhaps the most active line just now. Haying tools have had a good run and the crop will be a good one. Vegetable scoops are beginning to be called for.

Builders' Hardware—The demand is showing a marked increase and a steady trade will be done during the next four or five months. Peterboro and Gurney-Tilden locks, etc., formerly 45 and 10, are now 50 and 10 and other lines are also lower. Mechanics' tools are in steady demand.

Heavy Goods—Nails and screws are selling well and bolts and nuts are also experiencing a fair call. Prices are unchanged. Wire goods have been in brisk demand since hat and coat hooks were cut in price a few weeks ago. Chain and fencing are not in great demand just now.

Kitchenware—Preserving goods are a good selling line and sorting orders for kettles, seeders fruit presses, enamelware, etc., are in evidence. Gas and oil stoves are selling freely, both to city residents and summer cottagers. Camp stoves and supplies also help to swell the trade in this line to good proportions.

Sporting Goods—Fishing tackle continues to move well, but guns and ammunition have not been taken up actively as yet. Baseball, football, tennis and lacrosse supplies are in fair demand.

MONTREAL METAL MARKETS.

Montreal, July 17.—The markets continue to maintain the strength noted in our last issue, and although trade could undoubtedly be better, still orders are by no means slack. Tin, especially, is active, and with the stronger prices ruling in the primary markets, local

quotations are very firm for the time being. The copper situation is still somewhat of a mystery, and no authority is inclined to pin his reputation upon any forecast as to what is going to happen to the metal in the near future. Copper is undoubtedly keeping very steady, despite the heavy production going on, and the reported stagnation of the domestic demand. As a matter of fact, it is probable that very much more copper is going into consumption than is imagined to be the case. It is known that the copper exportations from New York are heavy, and probably if the extent of the home demand was seriously gone into, many opinions as to its poorness would be altered. It is probably the old question again of the small orders escaping the eyes of the authority. The local markets are in a similar position. Judging from the absence of such heavy orders as those which characterized the position last year, it would appear at first view as if the demand had been very poor all the way through. But this has not been the case. The orders have been small but they have been steady and frequent, and this goes a long way towards making up for a large order placed over an extended time. Merchants have been surprised to find on making up their returns that the business done up to now has been much greater than they believed to be the case. In the same way can the steadiness of the copper situation be accounted for.

All the metals have strengthened in the primary markets, even lead. Tin, as we have said, has been strongly bullied, copper has probably firmed in sympathy. Spelter has experienced a stronger demand in the Old Country, and is quoted higher. Still with so much of the metal on hand the position is none too secure at present. Beyond a firmness in quotations, the advance in the primary markets has not yet raised prices locally.

Pig Iron—The pig iron situation is much about the same as it was last week. Cables confirm the opinion expressed in our previous issue that in all probability the exportation to Germany would fall off very shortly owing to the accumulation of stocks in the latter country. This would have the effect of lowering prices providing no other line of demand took its place. Still it cannot be expected that a metal will always remain at a high price level, and pig iron has especially distinguished itself at a time when conditions were all against it. Cleveland warrants are quoted at 51s., which is but a penny less than last figures. This fluctuation can hardly be considered a sign of weakness. The situation in Scotland is about the same. Prices are practically unaltered, and steady trade is being done. In the States conditions continue to improve, although not so fast as those interests, who are crying out for lower prices, would wish. Still the plants generally are more active than they were, and the volume of new orders for bars and kindred products are reported

larger than at any time since October, and specifications in all finished lines are being more freely received by the mills.

Tin—Tin has been undergoing a remarkable bulling movement in the English market, but local prices have not been unduly affected. Tin has proved a highly speculative metal lately, and little dependence can be placed upon it. There is no doubt that the London manipulation was cleverly worked, but the movement will be hard to maintain. The price has weakened as it is, and unless there is any scarcity of spot tin, the market will probably go back to its former position. Locally, there has been considerable activity in tin, and the price is very firm at \$32.

Copper—Copper is stronger in the Old Country and this has tended to strengthen prices in New York. The demand is without any strong feature, but that it is steady there cannot be any doubt. There seems to be no decided opinion as to the way the market will shape, although holders by not being anxious to force sales have apparently little fear that the market will go back. Locally, fair trade has been done and copper remains at 14c.

Spelter—Spelter is stronger than it was last week both in London and St. Louis. The demand apparently has improved a little, but with the accumulation of stocks a strong rally in the demand is necessary before the market can really be considered on the mend. There is little to note locally, quotations remaining at \$5.

Lead—Lead has steadily been improving in the English market for some days, but the metal has proved so uncertain that little opinion is hazarded as to the immediate future. The metal has fluctuated very badly, and a good demand is required to put it on a strong basis. We continue to quote imported pig at \$3.60.

Old Metals—Trade is quiet as is only natural during the summer months. A few changes have been made in prices, notably in brass and machinery cast scrap. We quote: Heavy copper and wire, 10½c; light copper, 9c; heavy red brass, 9½c; heavy lead, 2½c; wrought iron, \$11; No. 1 cast, \$12; No. 2 cast, \$9.

TORONTO METAL MARKETS.

Toronto, July 17.—A very hopeful spirit now pervades the market and while no heavy orders are being booked still the metal situation from the business point of view, is continuing to improve. From time to time renewed activity in industrial establishments using metals is recorded, and hardly a week goes by without some new and bright feature coming to the front.

Tin, copper, lead and spelter are going up. Since the increase of £2 noted in the English market a week ago, there has been a further advance of almost a pound since the beginning of the week. In New York, too, it has gone up to nearly \$35, though shading on this is done for larger orders. Copper is up in the primary markets and so are lead and spelter. Locally, with the exception

of spelter, which has advanced 10c, these metals remain at last quotations though at that there is a firmness in the market.

Pig Iron—No large orders; in fact, little business beyond inquiries is being done. The rolling mills of the province are busy and working full time filling orders already in hand, but they are doing little or no buying of basic material. Metal men think the bottom has been reached and believe if mill men would but stock up they would be in a better position later on, when business is beginning to hum. No doubt, however, the collection end of the trade has much to do with the little buying. All lines have felt the shortness of money and do not wish to buy beyond what can be used for present consumption. Prices remain at \$20.25 for Cleveland No. 1, Summerlee No. 2, and Middlesboro No. 3, while No. 2 Canadian foundry is still at \$18.75.

Tin—Prices are advancing rapidly in the primary markets and New York keeps boosting the price in sympathy with London. In the latter place tin prices have gone up £2 15s inside a week and United States prices have gone up proportionately, though a fairly low rate is quoted to induce buying in large lots. Local quotations remain at \$31 to \$32, with very little doing.

Copper—Although locally quotations are still at 13½c to 13¾c, the market here has firmed up somewhat. New York has gone up 10c and London has raised the price 15s. Export to England is taking the surplus between production and manufacture in the United States, which leaves stocks very low in that country. There is a scent of revival of copper in the air and no doubt the British Columbia mines will be ready for it when it comes, judging from the reports of smelter outputs in Western Canada and the money owners are spending on their properties. Just now Toronto metal men are waiting for the atmosphere of doubt to clear a bit, and they believe this will come about soon.

Lead—There is activity in this market, but stocks are at present rather low. The United States, and England have raised prices, but local quotations remain at \$3.65.

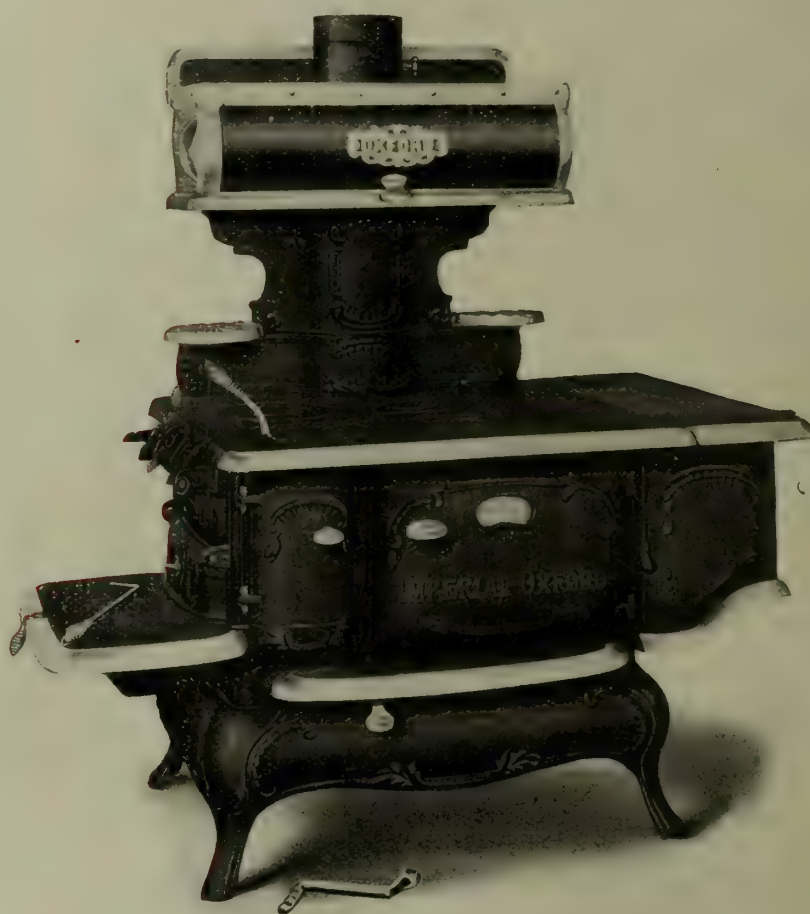
Spelter—Another line which has gone up higher in price both in England and the United States, and is just now active. Toronto quotations have gone up 10 cents and the local price is now \$5.10.

Plates and Sheets—Business is a little quieter than normal just now and the prices remain at last week's quotations. The warm summer days evidently have sent buyers and sellers to quiet country places and summer resorts.

Old Materials—With the exception of rubber, all lines are beginning to be stocked up. Very little buying is being done. One firm has brought in from Germany a cargo of scrap iron which will be sold to New York manufacturers. This is the first lot so brought in for many a month and is an indication of an easier feeling creeping over the metal men. All prices remain at last week's quotations. Heavy copper and wire are 11c; light copper 9½c; heavy red brass 10c; heavy yellow brass 8½c; light brass 6c; heavy lead 2½c; zinc 3c; No. 1 wrought iron \$9; stove iron \$10.50; machinery cast iron \$14; rubber 6½c.

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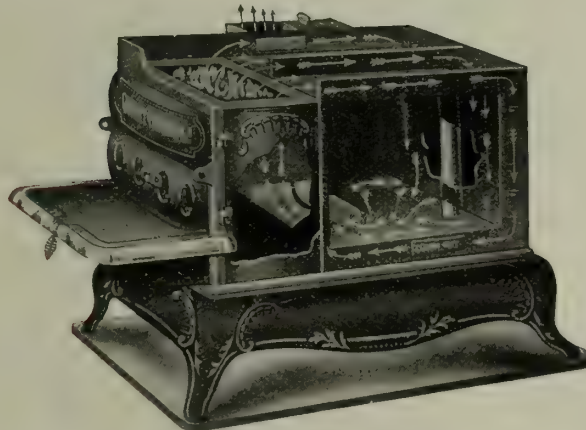
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Trade News From Atlantic to Pacific

Hardware Merchants, Travelers and Clerks Are Invited to Forward News for Publication and Express Their Views on Topics Discussed by Other Correspondents.

Maritime Provinces

Soil Pipe to Be Made at Sydney—Addition to Foundry at Londonderry—Fire Escapes for St. John Schools.

HALIFAX.

July 13.—The Montreal Pipe Foundry Company, Londonderry, is now engaged on a big contract for the Nova Scotia Steel Company. They will manufacture the moulds in which to cast steel ingots. The Pipe Company is building an addition to their plant, and will soon give employment to forty more men, making a total of 140 at the works. The general outlook at Londonderry is improving and everything is now humming at the mining town. Officials at the works say that all over the continent the iron trade is improving, and that men are being re-engaged at the half-closed works in large numbers. The operators at Londonderry will feel this, and good times are promised for the future.

The Halifax School Commissioners have just awarded contracts for two new school buildings at a total cost of \$96,372. It was originally the intention to have these buildings constructed of brick, but the cost was so great that it was decided to have them wood. For the Chebucto School of brick the lowest tender was \$84,776, and for the Oxford school, also of brick, \$29,891 was the lowest tender. The Chebucto building of wood will cost \$70,814, and the Oxford building also of wood will cost \$25,558. The tenders of W. Harris & Son, of Halifax, for both buildings were accepted.

Eatere Rheaume, of the G. Rheaume Foundry Company, Montreal, is at North Sydney installing machinery at Thompson's Iron Foundry, for the manufacture of cast iron soil pipe, and fillings.

John F. Ryan, representing the Sherwin-Williams Paint Company, passed through Sydney last week after a business trip to Newfoundland.

R. H. Neal, formerly of Halifax, has taken a position as traveler for the hardware firm of C. K. Spinney, of Yarmouth, N.S., and has entered upon his duties. Mr. Neal has a wide experience throughout the territory which he will cover, having been on the road for many years. He is considered one of the best informed hardware men in the province, being thoroughly familiar with all lines of the trade.

ST JOHN.

July 13. At a meeting of the water and sewerage board, held last week,

tenders for supplies for the department for the ensuing year were recommended to the common council as follows: Cement, T. McAvity & Son, 300 barrels at \$2.10; 100 service stop cocks, James Robertson & Co., Ltd., 90c. each; 300 cast iron stop cock boxes, Union Foundry & Machine Works, \$1.95 each; 50 main stop cock vault tops, J. E. Wilson, Ltd., \$7.15 each; 60 catch-basin frames, T. McAvity & Sons, \$2.84 each; 100 cast iron sewer manhole tops, J. E. Wilson, Ltd., \$6.70 each; 20 tons special castings, Union Foundry & Machine Works, 4c. a pound.

Repairs are to be made to the school buildings to the extent of \$13,488.75, as asked for by the school board. The money will be spent for fire escapes, etc., to protect the scholars in case of fire.

Letters are being sent out to the members of the board of trade to advise them of the annual meeting of the Maritime Board of Trade, which will be held in Halifax on August 19, and asking for suggestions as to subjects which the St. John board would offer for discussion at the meeting, and also asking

for the names of members who will be able to attend the meeting as delegates from the St. John board. No effort is being spared by the committee in charge of the matter to have a large and influential delegation go from St. John as questions are certain to come up at the meeting which will be of great importance to St. John and New Brunswick, and the St. John board will need all the assistance it can get from its members as delegates.

The mayor has received word from Hon. W. Pugsley, Minister of Public Works, saying that it is too late at this session to deal with the proposed scheme for putting west side harbor properties in commission.

In view of recent tests made of the water pressure, the fire underwriters will make a reduction of 25 cents per \$100 in the insurance rates for the business districts. This action is simply removing an extra charge made some two years ago before the new water system was commenced.

A fire at Perth Junction on July 7 destroyed Dionne's Hotel and the combined store and dwelling owned by Mrs. Mallory. The loss is about \$8,000, with insurance less than half.

The Y. M. C. A. building is rapidly nearing completion and will probably be ready for occupancy early in September.

W. E. H.

Province of Quebec

English and Canadian Capitalists to Establish Locomotive Works for Lachine—Asbestos Companies Merge.

SHERBROOKE.

July 14.—A handsome new water fountain is soon to adorn Strathcona Square directly in front of the city hall. The fountain is a gift from the W.C.T.U. of Sherbrooke and is to cost in the vicinity of one thousand dollars. The foundation has already arrived but the contract for installing it has not yet been awarded.

The British Canadian Asbestos Co., which was incorporated in May, 1908, has acquired all the property of the American Asbestos Co., consisting of about 880 acres of land on the main line of the Quebec Central Railway, at Black Lake station. The company owns large deposits of asbestos and produced in 1907 about five thousand tons of all grades of asbestos, and has actually sold for 1908 delivery over seventy-five hundred tons, at an average price of over \$50 per ton. The officers of the new company are: H. M. Whitney, Boston, president; Hon. F. Mackay, Montreal, vice president; Edward Slade, Quebec, treasurer and general manager; R. P. Doucet, Montreal, secretary; E.

C. Bacon, New York, consulting engineer.

Bury has decided to build a new school, work on same to commence immediately. The new building is to be built of wood and will cost in the vicinity of \$2,000.

The Bell Telephone Co. have started putting more wires underground this season, the fortunate streets are Dufferine Avenue, Court Street and Montreal Street. The wires are laid in 4-in. Octland tile, nine pipes being used, and are connected with manholes every hundred yards. The manholes are built of concrete with brick lining.

Haying has already commenced around the townships, several farmers having gotten their entire supply in. Every one is radiant over this year's crop as it is a great increase over 1907. Farmers pay their help from \$40 to \$50 a month.

The directors of the Eastern Townships Agricultural Association are hustling to get everything in readiness for the fall fair. Space in the buildings is pretty well all taken up, the prize lists are completed, and the amusement committee report a very attractive pro-

gramme. The dates of the Sherbrooke exhibition are August 29th to September 6th.

The arrangements are now almost completed for the eighth annual tournament of the Dominion of Canada Trap Shooting Association, to be held here August 5, 6, and 7. Some two hundred trap shooters are expected from all over the Dominion, some coming from as far as Victoria and Vancouver.

MONTREAL.

July 17.—F. Orr Lewis, of Lewis Bros., Montreal, has returned home from the Old Country, where he and Mrs. Lewis have been spending the winter. They had a pleasant voyage, and the Victorian, on which they made the passage, would have made a record trip had the boat not been delayed in the gulf by fogs. Mr. Lewis found the people in England and Scotland greatly interested in Canada, and nearly every investor seemed to have taken some kind of Canadian stock, especially in the railroads. One of the results of his visit to England will be the establishment of the Imperial Locomotive Works at Lachine, Que., an enterprise in which Mr. Lewis is greatly interested. This is an off-shoot of Beyer, Peacock & Co., Coventry, England, and the plant will cost about \$2,250,000. It is expected that the works will give employment to some 2,000 men, most of them skilled mechanics. The plans are now under examination for this great undertaking, and it is hoped that tenders will be secured during this month in order that building operations may begin in August. Confidence in Canada, said Mr. Lewis, is increasing rapidly in the money markets of the world, and investors are now putting their money into Canadian institutions instead of into United States ones.

Dealers report trade as being very satisfactory, considering the dull season. Of course they are bound to feel the effect of so many people being away, and household utensils are naturally slack. A prominent hardwareman pointed out the surprising fact that despite the talk as to depression and consequent necessity for economy, more people than ever had left the city for the summer, shutting up their houses completely. This was not due to the exceptionally hot weather, because most of the people had gone before the scorching sun appeared. "Things could not be so very bad," continued the hardwareman, "if all these people could afford to go away." Generally, a very heavy autumn trade is anticipated, and the most progressive men are making their arrangements accordingly.

Although many hardware stores display machine tools occasionally, there is nothing like the attention paid to these articles that should be done. Small tools could be made into a most profitable department of a store, if a well-selected stock were kept of the most up-to-date tools. Many tools that are now often displayed have given way to much more handy appliances. William & Wilson, of St. James Street, have a most complete selection of machinists tools, and a glance at their display gives a good idea of the many tools that a hardwareman could profitably carry. Micrometer calipers, with their great measuring powers, ordinary calipers and dividers, combination squares, screw and wire gauges and steel rules. An automatic centre punch is also a tool which could profitably be pushed. This punch is new in design and combines features that make it more convenient for laying out work to be machined or drilled than the ordinary centre punch and hammer.

Ropes, lubricating oils for machinery and binder twine is in big demand by the farmers, who are now in the midst of the hay and fall wheat harvest. The crops, too, are of the very best in this locality.

P. Hogan is erecting two stores next to his hotel in East City. They will be finished about August 1st and one of them will be occupied by O. S. Ferguson, tinsmith. When making the change from his present premises Mr. Ferguson will add hardware to his tinware stock.

The county council has decided to erect two new bridges this year—one at Norwood and the other at North River. The city council at a recent meeting decided to purchase, as far as possible, all their supplies from local dealers.

The firm of F. J. R. McPherson & Co. has been awarded the contract for plumbing, heating, installing of the Buffalo forge system of ventilating, and wiring in a new \$60,000 school to be erected at Belleville. The work will begin in a short time. The same firm has the contract for the plumbing and heating apparatus in a large Stirling residence, and it has just begun operations on the plumbing work in the new armories here.

LONDON.

July 14.—The hardware trade is hardly as brisk as it has been for some weeks past; still it is quite seasonable and dealers appear satisfied.

Cement is an article which none of the local retail hardware dealers carry, people wanting it as a rule going to the lumber, coal or lime dealers. Hardware jobbers, of course, handle it and supply such orders as are occasionally received from the trade. Cement takes up considerable room and causes a good deal of "mess," and these are the reasons why hardware men keep out of the business except in so far as to fill the orders of customers. Lehigh is the favorite cement, having the largest sale.

W. B. Sreaton, traveler for the McClary Manufacturing Company, met with a serious accident yesterday which is likely to lay him up for some time. He was driving between Markham and Stouffville, when his rig was run into by an automobile. Mr. Sreaton's main injury consists of a fractured collar bone. He was brought to his home in this city.

The McClary exhibit at the Calgary Exhibition was awarded highest honors. It consisted of a display of stoves, ranges, etc., and the new manager of the Calgary branch, A. J. Clark, was highly complimented by the management of the show and visitors.

W. P. Gillespie, until recently with the Pardom, Gillespie Hardware Company has secured a store on Dundas St., opposite the Advertiser office, and in about a month will open out with a fine stock of general hardware.

The office staff of the McClary Co. held an enjoyable picnic at Springbank on Thursday evening last. The chief attraction was a ladies' baseball match between teams captained by Misses Ella

Ontario Trade News

**Large Business in Cement Done by Guelph and Peterboro Hardware Firms—
Accident to Stove Traveler—Preston Adopts By-law Regulating Peddlers.**

PETERBORO.

July 15.—The cement trade in Peterboro county is considerable, due principally to the fact that the county contains the large Portland cement factory at Lakefield, just nine miles from the city. The company is known as the Lakefield Portland Cement Co., and it has an immense weekly output. The marl for manufacture is secured at Buckley Lake, near Lakefield, and the blue clay at Drummond Station, in the Township of Otonabee. Every day 24 cars of this clay pass through Peterboro on their way north to Lakefield.

In Peterboro only one hardware company deal in cement. That is the Peterboro Hardware Company. Their only competitors are lime, ice, and coal and wood merchants. The Peterboro Hardware Company supplied the cement for the city sidewalks last year. Outside of this contract the Hardware Company supplies at least two-thirds the cement

to consumers. This year the demand does not come up to that of a year ago. The general depression seems to have hindered builders to a great extent and not many houses, factories or other buildings are being erected. The trade is nevertheless steady. There is a gradual change from stone to cement in the construction of houses in Peterboro, and the increase in the sales of cement during the past few years has been rapid. Peterboro has a cement brick manufacturing establishment, and numerous houses around the city are constructed out of the product. The Portland cement from the Lakefield factory is the brand exclusively used.

The Government is also using a considerable amount of cement in building dams, piers, etc., on the Trent canal. Last week 3,000 bags left Lakefield for Buckhorn, where a new dam and bridge is under construction.

The hardware business was brisk only in a few lines during the past week.

Stinson and Alice Lesueur. Col. Gartschore acted as umpire.

GUELPH.

July 14.—The cement trade in Guelph is a large one, for cement is greatly in favor here for use in more lines than sidewalks. Cement houses are to be seen dotting the city and are becoming more and more popular on account of their cheapness. Morlock Bros.' big factory, built last summer, a fine four-storey building, is wholly of cement and is one of the handsomest buildings in the city. Cement sidewalks are being laid continually in the city and for this a large amount of cement is used. The Bond Hardware Co. is one of the largest sellers of cement in the city, having an annual average output of about 5,000 barrels. Gowdy Bros., who have the city contract, dispose of about 2,000 barrels, while McMillan Bros. and Penfold Bros. dispose of about 4,000 barrels more. At the present time there are three companies in the city who manufacture cement articles, the Corinthian Stone Co., the Portland Cast Stone Co., and G. K. McLaren, and their products are fast crowding out stone for use as window sills, verandah posts, and many other uses in which stone was formerly used entirely. Altogether about 9,000 or 10,000 barrels of cement are annually used here. C. H. Conery & Son, of this city, who have one of the largest trades in cement sidewalks in the city, have just received a contract for over a mile of cement in the town of Burlington. At present they are engaged in laying several miles of sidewalks in Georgetown.

The Parkin Elevator Co., Hespeler, have closed contracts for fire escapes in the Separate School, Waterloo; Opera House, Lindsay; Collegiate Institute, Lindsay; St. Paul's School, Toronto; Clyde warehouse, Montreal, and iron stairways for the town hall, Owen Sound.

The building committee of the Presbyterian Church, Hespeler, has decided upon the plans for the new church and it is likely that tenders will be called for immediately.

At a meeting of the town council of Preston, the Hawkers' and Peddler's By-law, which the merchants of that place have been asking and working for for some time, was given a third reading and passed. It goes into effect immediately. A large deputation from the Merchants' Association were present at the meeting in support of the by-law, and they were greatly pleased at its passing. A large number of building permits were issued, showing that building in Preston will be brisk this summer.

A couple of plumbers from Mahoney Bros. were at work in a residence on Paisley St. last week, when a gas pipe broke and ignited at the plumbers' torch. As the break was near the meter it was impossible to shut it off on account of the heat, and a fire alarm was sent in. No damage was done.

Capt. C. R. Crowe, of Crowe's Iron Works, and Private Steele, of Steele's Wire Works, Guelph's candidates at the Olympic games and at Bisley, are doing exceptionally good shooting. At the 1,000 yards range the former made 74, out of a possible 75.

J. A. McPherson, of the Guelph Oiled Clothing Co., and wife, are holidaying

for the summer months at Waubaushene on the Georgian Bay.

In a close game of baseball the Penfold Bros. team defeated the Bond Hardware Co.'s team by 22 to 18. In a later game the result was reversed, Bond's winning 17 to 7.

The by-law for the extension to the Winter Fair which was voted on yesterday, was carried by 106 majority. The by-law was to grant \$10,000 to build an addition to the present building, of Guelph limestone, and work will be commenced immediately.

The roof girders for the armory have arrived in the city and it will be erected immediately.

The police have had some trouble in getting the Guelph Rag and Metal Co. to take out a license for a junk shop, but the paper was formally taken out a few days ago.

The Taylor-Forbes Co. have closed down for stocktaking for a couple of weeks.

CHATHAM.

July 14.—The hardware trade here is keeping up pretty well, and the outlook generally is reported good. Of course leading items in business just now are binder twine, lubricants, and farmers' hardware.

While elsewhere the summer months, July and August, seem to call for shorter hours of business, in the hardware trade here the contrary is the case. During these two months the Chatham hardwaremen keep open till 9 o'clock. This is for the purpose of accommodating the farmers, who prefer to come to town in the evening, rather than in the daytime, when they have to stick pretty closely to work. Throughout the rest of the year, the hour of closing for hardwaremen is 6 o'clock, the agreement to this effect, made some years ago, having been observed with the strictest fidelity.

Westman Bros.' workmen have commenced preliminary work on the new heating system at the collegiate institute, for which they were awarded the contract on June 30. The letter of Watt & Sons protesting against the board of education's action was read at the last meeting, but the board's solicitor justified their action, and the communication was accordingly filed. Whether or not Mr. Watt proceeds any further with the matter, his protest should do a great deal of good. While no one here calls the motives of the various municipal bodies into question, in the past the methods of advertising for tenders and awarding contracts have at times been rather slipshod. Watt & Sons' protest may have a tonic effect.

The contract for the installation of a boiler at the Central School for the purpose of generating steam for the heating system, has been awarded to Park Bros., their tender for boiler and equipment being \$2,625. In this, as in the case of the collegiate institute heating system, the time for receiving tenders was several times extended. To prepare accurate estimates on a job of this kind requires more than a few days. If municipal bodies realized this fact and allowed sufficient time in the first place for the preparation of figures, there would be more competition for such jobs at the outset—and probably fewer extras afterward. Incidentally, too, there would be less frequent alle-

gations of "cooking" contracts. A statutory proviso fixing the time for receiving tenders at a couple of weeks after the first advertisement might do untold good.

Indications are that British capitalists may shortly gain control of the best portions of the Tilbury and Romney oil fields. For some time past negotiations have been in progress, the only hitch being in regard to the price. A valtry quarter of a million is all the difference that separates the buyers and the holders, the former offering \$750,000, while the latter think that \$1,000,000 is not too much.

The Tilbury handle factory is reported very busy, and the proprietor, W. C. Crawford, states that it will be necessary to increase the capacity of the plant. It is claimed that raw material can be purchased and shipped from Alabama more cheaply than it can be purchased in this peninsula.

Harry Lendon, the Leamington hardwareman, has donated an adjustable swing to the town park.

Calvin Laird, hardware merchant, of Indian Head, Sask., is visiting his parents in Dresden.

A. E. Conwright, of this city, has returned from Wallaceburg, where he has been inspecting the layout of the natural gas pipes from the Tilbury field. The work of laying the pipe will begin next week. The Pattinson & McGeachy Company, who secured the original franchise in Wallaceburg, have not accepted the town's terms, and the franchise has accordingly been transferred to the Consumer's Gas Company, who will supply natural gas at 35c. per 1,000 feet.

In the course of informal discussions relative to the renewal of the local Bell Telephone franchise, a grievance on the part of hardwaremen has just come to light. "They never patronize local trade," one dealer remarked. "When they run out of tools, they will come and borrow from us; then, when they have got the necessary tools, presumably from their own stores they return ours." Unfortunately, the telephone people are not the only borrowers. Not infrequently a merchant in another line of trade will send in a boy with a request, more or less polite, for the loan of a hammer, a saw, a file, or some other tool which may be needed. Lots of merchants, of course, never think of borrowing; others look upon such loans as a matter of right, and would be offended if they were reminded that the article loaned was part of the hardwareman's stock-in-trade.

J. C. Wanless has just secured a large contract in Wallaceburg for plumbing and other work, in the Tecumseh House. Work will be commenced at once.

A proposition from a Detroit industry to locate a branch in the Maple City was presented at last night's council meeting by Ald. Westman. The firm asks the use of the upper floor of the market rent free for not more than three years, the city to put in a substantial floor. The company does not expect to require the building more than two years, as should developments warrant, they will erect a factory of their own. They expect to begin with fifty hands, increasing to seventy-five or one hundred, possibly more. The proposition was unanimously accepted, subject to the signing of a proper agreement.

The Prairie Provinces

Large Contract for New Hospital at Saskatoon—Preparations Being Made for Railway Extensions.

SASKATOON.

July 11.—Active operations are now being carried on around the C. N. R. yards, and preparations are being made for steel laying southwest. Manager M. H. McLeod was in town this week and expressed his opinion that there was every reason for hastening railway operations in that district. The farmers are crying for the road, which, of course, must be built before material can be got there with which to build elevators and transport the grain.

The King Edward Hotel is undergoing considerable alterations this week. Room has been made for closets, lavatories and urinals in the rear of the public room. Upstairs a bath room has been fitted with up-to-date appliances. The

basement has also been considerably altered and made into sample rooms.

The Western Heating & Plumbing Co. have completed a job at the new King Edward pool and bath rooms. A number of tubs have been installed with sprays. The rooms have also been fitted with closets and lavatories.

The J. McDiarmid Co., Winnipeg, have been awarded the contract for building the new city hospital here. The price, which includes plumbing, heating, ventilating, etc., is \$47,495. The contract was let last year at a higher figure to another contractor, but the Hospital Board decided afterwards not to go on with the work then. The J. McDiarmid Co. are at present erecting the new post office here. D. G. R.

British Columbia

Building Very Active at Vancouver—Large Sales of Farm Implements Made by Victoria Hardware Jobbers.

VANCOUVER.

July 11.—A public meeting was held on Wednesday evening of this week to consider the steps to be taken to make Vancouver a free port. A committee was appointed to secure available information and resolutions along the line proposed were unanimously passed. The subject is being taken up with enthusiasm here and it is felt that if the end can be attained a considerable impetus will be given to trade here, with benefit accruing to the whole of Western Canada. Incidentally in the discussion, E. H. Heaps, of the saw-milling firm of E. H. Heaps & Co., stated that his pet scheme was the construction of a canal from Burrard Inlet to the Fraser River, which would bring a great deal of up river traffic to this port, and enable farmers in the upper reaches of the lower river to market their produce here. He pointed out that it was not only feasible but not as costly as some of the projects the federal government had in hand.

The items of trade that go toward the upkeep of a large city are not apparent to the casual observer. This is readily seen when one remembers the construction work carried on at Swanson Bay, 300 miles up the mainland coast, by the Canadian Pacific Sulphite Pulp Company, an English concern that will expend half a million dollars before it is ready for operation next February. The labor bill for the past sixteen months has averaged \$10,000 per month, while the cost of supplies and material was about \$5,000 per month. Most of the latter was cement, steel and hardware for all of the buildings at Swanson Bay have cement bases while some are wholly

of cement and steel. Just now five carloads of boiler machinery are on the way from the Jaenke's Machine Works, Sherbrooke, Que., which will be installed immediately upon delivery. The manufacturing machinery, that will be required, will be of special makes.

E. G. Prior & Co., Victoria, received this week at their agency here, four carloads of Sawyer-Massey threshers, all equipped with self-feeders and straw stackers and nearly all having traction engines. They are destined for shipment to different parts, mostly to the Delta country. Mr. Langley, the local manager, says that this shipment, the largest that ever came into the province at any one time, is only an indication of the trade being done in farm implements. The sales of threshers mean big sales of drills and plows beforehand and self-binders afterward. Last year fifty binders were sold in Vancouver, and though the trade is not yet on it is expected that fully that many will be sold this year. The other day, Mr. Langley stated, the firm shipped a carload of farm implements, including various articles to the new Hygienic Dairy farm at Matsqui, and this was only an initial shipment. He pointed out that the amount of farming going on in British Columbia would surprise anyone who had never traveled anywhere except along the main line of the C.P.R., as the settled agricultural communities mostly lie hidden away from the principal routes of traffic in the valleys.

Mr. Andrews, father of the Andrews Bros., hardware merchants, Mount Pleasant, had his leg fractured. While driving, the horse became unruly and kicked over the dashboard inflicting the injury.

Condensed or "Want" Ads.

AGENTS WANTED.

This is the problem of many manufacturers who are anxious to get a foothold in Western Canada. It will be easily solved if HARDWARE AND METAL is given the opportunity to solve it.

CUTLERY—Canadian Agent wanted by well-known Sheffield cutlery house. Commission basis. Address Box 731, HARDWARE AND METAL, Toronto. (29)

WANTED in every town and village, a representative to take charge of the circulation of our various publications:—Hardware and Metal, Canadian Grocer, Financial Post, Plumber and Steamfitter, Dry Goods Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery, and Busy Man's Magazine. Good financial standing and business connection a strong recommendation. Just the position for a retired business man for his spare time. The MacLean Publishing Company, Limited, Toronto.

FOR RENT

FOR SALE—Automobile Runabout, \$400. Thoroughly overhauled. Box 175, Hamilton. (31)

LITHOGRAPHY

HIGH CLASS COLOR WORK; Commercial Stationery, Posters. The Hough Lithographing Co. Limited, Office—No. 3 Jarvis St., Toronto, Telephone, Main 1576. Art, Good Workmanship; Business Methods.

MISCELLANEOUS

IT PAYS FOR ITSELF.—The money you are now losing because you haven't a National Cash Register would pay for one in a short time. The National Cash Register Co., F. E. Mutton, Canadian Manager, 129 West King Street, Toronto, Ont.

SITUATIONS WANTED.

Travellers, clerks, or tinsmiths, wishing to secure new positions, can engage the attention of the largest number of employers in their respective lines, by giving full particulars as to qualifications, etc., under "Situations Vacant."

SITUATION WANTED by practical tinner as traveller for stoves, furnaces, tinware, paints, oils, or hardware, etc. Have been in the retail business. Box 732, HARDWARE AND METAL, Toronto. (30)

YOUNG MAN, 25 years of age, wants situation as hardware clerk; 10 years experience; first-class references. Box 733, HARDWARE AND METAL, Toronto. (28)

SITUATIONS VACANT.

You can secure a "five-thousand-a-year" manager, or a "five-hundred-a-year" clerk, by stating your wants under "Situations Vacant."

SALES MANAGER.—Good position for energetic young man, not afraid of work. Good prospects for advancement. Must know both languages, be good correspondent and willing to learn details of business. Answer in own handwriting, stating age, business training and experience, and salary expected. All correspondence confidential. Box 734, HARDWARE AND METAL, Toronto.

The B.C. Electric Railway Company has issued a call for tenders for equipment for its new line to Chilliwack, to be in by July 23.

That wood stave pipe, such as is manufactured in Vancouver, meets with favor is shown by the latest order received by the Pacific Coast Wood Pipe Company of this city. It is for twelve miles of pipe, the contract being awarded by the city of Nanaimo, which is extending its waterworks. Eleven miles is of 12-inch, and one mile of 13-inch.

WESTERN CANADA HARDWARE MARKETS

Corrected by telegraph up to 12 noon Friday, July 17, Room 511, Union Bank Bldg, Winnipeg.

Exhibition week has brought many dealers to the city, most travelers have been called in to entertain their customers and business is rather slack in consequence. The general situation, however, continues to show a steady improvement, and all indications point to more liberal buying this fall on the part of all branches of the trade. Crop reports continue uniformly favorable, and if may safely be said now that the crisis has been safely passed. There is now no doubt whatever that the crop is to be a particularly heavy one, and that it will be exceedingly profitable. This spells prosperity for the West.

Wire—Barbed wire, 100 pounds, \$3.25; plain twist, \$3.40; staples, \$3.40; annealed wire, \$2.90 base; oiled, 10c extra; bright iron, \$3.10 base; brass spring wire, 32c base; plain galvanized wire, 6, 7, and 8, \$3.70; No. 9, \$3.40; No. 10, \$3.70; No. 11, \$3.80; No. 12, \$3.45; No. 13, \$3.55; No. 14, \$4.10.

Poultry Netting—57½ per cent.

Horseshoes—Iron, No. 0 to No. 1, \$4.65; No. 2 and larger, \$4.40; snowshoes, No. 0 to No. 1, \$4.90; No. 2 and larger, \$4.65; steel, No. 0 to No. 1, \$5; No. 2 and larger, \$4.75.

Horsenails—M.R.M. cold forged process—No. 3, 36c; 4, 32c; 5, 30c; 6, 28c; 7, 26c; 8, 24c; 9, 23c; 10, 11 and 12, 22c. Discounts 50 and 10 p.c. Capewell brand quotations on application; "C" brand list prices per box 25 lbs.; No. 4, \$5.25; 5, \$4; 6, \$3.50; 7 to 9, \$3.25; 10 to 14, \$3. Discounts on application.

Wire Nails—\$3 Winnipeg, and \$2.55 Fort William.

Cut Nails—Now \$2.90 per keg.

Pressed Spikes—½ x 5 and 6, \$4.75; 5-6 x 5, 6 and 7, \$4.40; ½ x 6, 7 and 8, \$4.25; 7-16 x 7 and 9, \$4.15; ½ x 8, 9, 10 and 12, \$4.05; ½ x 10 and 12, \$3.90. All other lengths 25c extra, net.

Screws—Flat head, iron, 80, 10 and 10; brass, 75; round head, iron, 80; brass, 70; coach, 65.

Bolts—Carriage, 3-16 and ½, 65; 5-16 and ¾, 60; 7-16 and larger, 55; machine, ½ and under, 60 and 5; 7-16 and over, 55; bolt ends, 52½; sleigh shoe ¾ and under, 55; 7-16 and over, 45; machine screws, 60; plough bolts, 50; square and hexagon nuts, cases, 24; small lots, 2½; stove bolts, 70 and 10 per cent.

Rivets and Burrs—Iron rivets, 60 and 10; copper, No. 7, 29c; 8, 29½c; 9, 30½c; 10, 31½c; 12, 34c. Copper burrs, No. 7, 39c; 8, 40c; 10, 43c; 12, 46c. Copper rivets and burrs: No. 8, 30½c; 9, 33c per lb.

Green Wire Cloth—\$1.75, 100 sq. ft.

Coil Chain—¼, \$7; 3-16, \$5.50; ¾, \$4.90; 7-16, \$4.70; ½, \$4.40; ½, \$4.20; ¾, \$4.05.

Shovels—40 and 5 p.c.

Harvest Tools—50, 10 and 5 p.c.

Axe Handles—Turned, s.g. hickory, \$3.15; No. 1, \$1.90; 2, \$1.60; octagon, extra, \$2.30; 1, \$1.60.

Axes—Bench, 40 and 5; broad, 5½ to 7½, \$21 per dozen; 7½ to 8½, \$23 per dozen; Royal Oak, per doz., \$6.25; Maple Leaf, \$8.25; Model, \$8.50; Black Prince, \$7.25; Black Diamond, \$9.25; Standard flint edge, \$8.50; Copper King, \$8.25; Columbian, \$9.50; handled axes, North Star, \$7.75; Black Prince, \$9.25; Standard flint edge, \$10.75; Copper King, \$10.50 per doz.

Auger Bits—"Irwin" bits, 47½; other lines, 70 and 10 p.c.

Blocks—Steel 35; wood, 60 p.c.

Hinges—Light "T" and strap, 65 p.c.

Hooks—Brush, heavy, per doz., \$8.75; grass, \$1.70.

Files—Arcade, 75; Black Diamond, 60; Nicholson's 62½ per cent.

Stove Pipes—6-in., \$9.25; 7-in. \$10.

Builders' Hardware, etc.—45 p.c.

Tinware, Etc.—Pressed, retinned, 70; plain, 75 and 2½; pieced, 25; japanned ware, 35; Famous enamelled ware, 50; Imperial, 50 and 10, one coat, 60; Premier, 50; Colonial, 50 and 10; Royal, 60; Victoria, 45; White, 70 and 5; Diamond, 50; Granite, 60 p.c.

Galvanized Ware—Pails, 37½ p.c.; other galvanized lines, 33 1-3 p.c.

Solder—21c per lb.

Lanterns—Cold blast, per dozen, \$7; coppered, \$9; dash, \$9.

Wringers—Royal Canadian, \$36; B.B., \$40.75 per doz. Churns, 45 and 5.

Rope—Sisal, 10½; pure manila, 14½c.

British manila, 11½. Lath yarn, 10½c.

Building Paper—Sunrise, plain, 50c; Surprise, plain, 50c; Lion, plain, 55c; Anchor, plain, 60c; Cyclone, plain, 60c; Victoria, plain, 67½c; Triumph, plain, 67½c; Buffalo, plain, 67½c; Anchor, Joliette and Buffalo, tarred, 62½c; Victoria, Triumph and Joliette, tarred, 84c; Cyclone, tarred, 78c; Perfection Sulphite, \$3.75 per 100 lbs.

Corrugated Iron and Roofing, Etc.—Corrugated iron, 28 gauge, painted, \$3; galvanized, \$4.10; 26, \$3.35 and \$4.35. Pressed standing seamed roofing, 28, \$3.45 and \$4.45. Crimped roofing, 28, painted, \$3.20; galvanized, \$4.30; 26, \$3.55 and \$4.55.

Ammunition—Cartridges, rim fire, Canadian, 50; American, 33; pistol sizes, Canadian, 25; American, 5; military, Canadian, 20; American, 10 p.c. advance. Primers, \$1.55. Loaded shells. English and Canadian makes, 12 gauge, black, soft, \$18; 10, \$22.50; 12, smokeless, chilled, English, \$24; Canadian, \$23; 10, smokeless, chilled, English, \$28; Canadian, \$27. Shot: Drop, per 100 lbs., \$6.25; chilled, \$6.60; buck, \$6.95; 28 ball, \$7.30. Powder, F.F., keg, Hamilton, \$4.75; F.F.G., Dupont's, \$5. Bar iron, \$2.50. Swedish iron, \$4.95; sleigh shoe steel, \$2.75; spring steel, \$3.25; machinery steel, \$3.50; tool steel, Black Diamond, 100 lbs., \$9.50; Jessop, \$13.

Pig Lead—\$5.50. Lead pipe, \$7.

Sheet Zinc—Casks, \$8; broken lots, \$8.50.

Copper—Planished copper, 29½c per pound; tinned, \$26½c.

Iron Pipe—Black pipe. ½ in., \$2.50; ¾, \$2.85; 1, \$3.50; 1½, \$4.65; 2, \$6.60; 2½, \$9.00; 3, \$10.75; 4, \$14.40; 5, \$24.40; 6, \$31.50; 8, \$39.50; 10, \$45.00; 12, \$52.00; 14, \$58.00; 16, \$75.00; Galvanized: ½-in., \$3.50; ¾, \$3.80; 1, \$4.25; 1½, \$5.75; 2, \$8.50; 2½, \$11.50; 3, \$13.90; 4, \$18.50; 5, \$24.40.

Fittings—Wrought couplings, -55; nipples, 70; classified malleable fittings, 25; malleable bushings, 50; malleable unions, 55 p.c.

Galvanized Iron—Apollo, 16-gauge, \$4.15; 18 and 20, \$4.40; 22 and 24, \$4.65; 26, \$4.65; 28, \$4.50; 30-gauge or 10½-oz., \$5.20; Queen's Head, 20, \$4.60; 24 and 26, \$4.90; 28, \$5.15.

Tin Plates—I. C. charcoal 20x28, full box, \$9.50; ½ box, \$5; IX full box, \$11.50, ½ box, \$6; IXX, full box, \$13.50; ½ box, \$7.

Terne Plates—I.C. plates, \$9.

Canada Plates—Half polish, 6 and 7 inch, \$3.25; 8-inch, \$3.50; full polish, 6 and 7 inch, \$4; 8 inch, \$4.25.

Lubricating Oils—600 W. cylinders, 80 cents; Maple Leaf cylinder, \$1 per gal.; 700 A. cylinder, 75c; Sterling cylinder, 55c; 600 A. cylinder, 50c; Capital cylinder, 59c and 54c; Solar red engine, 32c; Atlantic red engine, 29c; heavy castor, 29c; medium castor, 28c; Ruddy harvester, 30c; standard gas engine oil, 36c Renown engine oil, 38c.

Petroleum and Gasoline—Silver Star, in bbls., per gal., 20c; Sunlight, 22c; case, \$2.45; Eocene, gal., 24c; case, \$2.60; Pennoline, gal., 25c; Silver Light 22c; Starlight, 20c; Sterling Light, 24c. Engine gasoline, gal., 24c; f.o.b. Winnipeg, cases, \$2.60.

Paints and Oils—White lead, pure, \$6.50 to \$7.50, according to brand, bladder putty, in bbls., 2½c; in kegs, 2½c; turpentine, barrel lots, 74c. Linseed oil, raw, 62c; boiled oil, 3c per gallon advance on these prices.

Bluestone—7c lb.

EDMONTON MARKETS.

July 17.—Barb wire, \$4 per 100 lbs.; plain twist wire, \$4.25; brt. wire staples, \$4.20; poultry netting, 50 p.c.

Horseshoes, M.R.M., \$5.15 base; C horse nails, in 25-lb. boxes, No. 4, \$4.95 per box net. In less quantities than 25-lb. boxes add 1c per lb.

Wire nails, \$3.55 base.

Screws, flat head, bright, 85; brass, 75; round head, bright, 75 and 10; brass, 70 p.c.

Bolts, carriage, 3-16 and ½, 60 p.c.; 5-16 and ¾, 4-inch and shorter, 55 p.c.; ¾ (longer than 4-inch), 50 p.c.; 7-16 and up, 45 p.c.; machine, ¾ and under, 55 p.c.; 7-16 and over, 45 p.c.; plow, 45 and 5 p.c.; stove, 70 p.c.

Green wire cloth, \$1.85, 100 sq. ft.

Shovels, first grade, \$11.55; fourth grade, \$7.60 per dozen.

Harvest tools, 50-10 p.c.

Brush hooks, \$9 per dozen.

Files, Arcade or Eagle, 70-10-5 p.c.

Solder, 23c per lb.

Lanterns, No. 2 cold blast, \$8 doz.

Wringers, Royal Can., \$38 per dozen. Churns, 45 p.c.

Rope, sisal, 11½c per lb.; British manilla, 12½c; pure manilla, 15½c.

Building paper, plain, 62c per roll; tarred, 82c per roll.

Linseed Oil—Boiled, 75c; raw, 72c per gal. in barrel lots.

Ammunition—Primers, \$1.55 per M.; loaded shells, English and Canadian make, 12 gauge, black, soft, \$19 per M.; 10, \$23.65; 12, smokeless, chilled, English, \$25; 10, \$29; 12, Canadian, \$24;

REVILLON BROTHERS LIMITED

WHOLESALE ONLY **HARDWARE** ONLY WHOLESALE

The Largest { **Buyers
Sellers
Stock** }

of Shelf and Heavy Hardware in Alberta

Leading Lines at Leading Prices

Our customers lead in the Hardware Trade of Alberta.

WRITE FOR QUOTATIONS

REVILLON BROTHERS LIMITED
EDMONTON, ALTA.

Fire Escapes

Circular Stairs

Coal Chutes and

Ornamental Iron for Buildings

Are lines which local hardware men should look after. We are pleased at all times to submit tenders on work of this kind.

THE MANITOBA IRON WORKS Limited
WINNIPEG, MAN.

"IDEAL" POCKET CATALOGUE.

The "Ideal" line of plumbing supplies and gas appliances, made by the Ideal Manufacturing Company, Detroit and Windsor, is splendidly illustrated in a new pocket edition of catalogue "I," comprising 112 pages and cover, 5 x 7 inches in size. Nearly one-half the book is devoted to closet combinations, wood-work and valves, this being a special line manufactured at the company's plant at Windsor. A complete assortment of nickel-plated and rough brass fine thread fittings and tubing for waste fixtures, railings, etc., with the Ideal fine thread tool set, is also shown on about twenty pages. The Ideal centrifugal brass and lead traps for various fixtures and centrifugal cast iron running traps, cast iron drum traps, common nickel plated traps, bath cocks and wastes, lavatory stops, soil pipe and fittings have over 30 pages devoted to them, while a fine line of gas ranges,

Ross Bros.

LIMITED

Harvest TOOLS

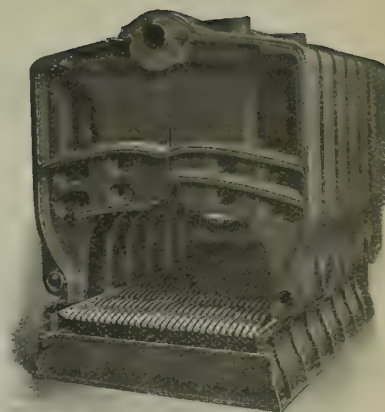
Edmonton, Alberta

Our stock is complete, our prices are right and we make shipment within twelve hours of the receipt of your order.

heaters and stoves are shown on the last dozen pages, full descriptive matter accompanying each illustration.

A REST FOR THE EYE.

The Canada Metal Co., Toronto, is supplying its customers with a neat lamp shade for electric desk or hanging lamps. The frame is made of stiff cardboard and the sides are filled with transparent paper, which, while it sheds the light on the desk and work below, takes the full glare of the electric light itself from the eyes of the reader or worker and acts as a rest to the eye. The transparent sides are used, too, to enumerate the wares carried by the company—metals and their products.



ARE YOU OPEN FOR

Big Heating Contracts?

When a large building in your locality calls for heating tenders, don't conclude that the job is too big for you to handle. You can successfully handle the biggest heating contract ever likely to be let in your vicinity if you are an agent of the Pease Foundry Co. For heating large buildings we strongly recommend

IDEAL SECTIONAL BOILERS

They are made for steam and hot water, having 19, 22, 28, 36 and 48-inch grates, and are assembled with from five to ten sections respectively, resting on a heavy castiron base or ashpit, and connected with push nipples. They are adapted to any kind of coal or wood fuel and are so low built as to avoid the necessity of excavating. For full description and prices

Write for Our Catalogue

Pease Foundry Co., Ltd.
TORONTO

Pease-Waldon Co., Ltd.
WINNIPEG

Manufacturers of Furnaces, Combination Heaters, Round and Sectional Boilers for Hot Water or Steam, Registers, &c.

We maintain an engineering department. Ask for our assistance when you have an out-of-the-way heating or ventilating problem to solve.

Window and Interior Display

Uniform System Should Be Followed—Brightening Store to Attract Women Shoppers — Artistic Sporting Goods Display.

Although window displays are undoubtedly the finest form of advertising that a retail merchant can have, it is a mistake to give so much attention to the outside appearance of a store that the inside is neglected, or to imagine that any attention to the latter is quite unnecessary. A cottage may look attractive in freshly dressed stone, or in a new coat of paint and give an observer a desire to live in it, but if the interior shows neglect, if it be dirty and in bad repair, then the effect of the outside appearance is discounted, and the observer goes away in a disappointed frame of mind completely losing his former desire. So in a measure the same effect is felt with regard to a store where the conditions are somewhat similar.

An artistic window of novel trimmings may cause the passerby to stop and admire the display, and perhaps by the smartness of the work, give him or her, as the case may be, the idea that the interior is as well worth seeing as the exterior. The result is that the store is entered, probably more out of curiosity than anything else. If the same attempt has been made to make the store symmetrical and attractive, if there has been some uniform system of interior display, if the stoves are bright with polish, then the favorable impression gained from the outside is confirmed, and probably not only a sale effected thereby, but an habitual customer gained.

Cater to the Women.

Now that the women folk are doing the hardware buying more extensively, it is essential that the interior of the store should be made attractive. Disordered shelves, and an absence of all tidiness may have little effect upon a man—he may be somewhat inclined the same way in his own home—but on a woman it produces a feeling of antipathy that probably causes her in the end to change her store, or if not, to curtail her purchases there. It is being realized that a fancy goods department is a profitable one for a hardwareman to carry; that there is no reason why a present of silverware or cut glass should not be bought at his store as well as at any other devoted to light articles.

But these lines cannot be pushed properly if the store interior is in a general state of confusion, and if tools, nails, paints and oils, are mixed up with the fancy goods. In these conditions it would be impossible to get a woman seriously to consider the buying of a silver or plated pickle frame. She would, even before thoroughly observing the article, be prejudiced against it, imagining that the ar-

ticle must be soiled in some way. A vastly different effect is induced when these goods are placed in a department of their own, and when they are made to fit in with a general style of store decoration.

Therefore, the interior of a store should have the greatest attention paid to it. Let attractive windows be backed up by attractive counters and shelves. Have a certain plan of interior decoration and arrangement, and keep the various departments as separate from each other as possible. This will not only help in the appearance of the store, but will save confusion when various articles are wanted by the same customer.

A Sporting Goods Emporium.

The new athletic store of A. G. Spalding & Bros., St. James St., Montreal, is a fine example of how a sporting emporium should be fitted up. In a floor

met with all over the world. Spalding's Montreal branch occupies four floors, so that some idea can be gleaned of the extensive field that has grown up, and of the volume of trade done. The system here is to distribute the goods through agents, and over 600 are now employed from the Atlantic to the Pacific, and the number is constantly being added to. One great feature of Spalding & Bros. is the manufacture of uniforms, of which a good display is made at the Montreal branch. In fact, uniforms are manufactured here.

The firm was started in Chicago in the year 1876, and baseball goods were the only articles of merchandise carried during the first twelve months. Gradually, however, the reputation of the firm grew, its ramifications extended until the firm now manufacture the requisites for all kinds of athletic sports. The firm take a great interest in pro-



A. G. Spalding & Co.'s Sporting Goods Store at Montreal.

space of 25x90 feet every conceivable article for the indulgence of healthy recreation, from baseball to croquet, is artistically arranged, and the whole appearance of the interior is so attractive with its white enamel walls and mahogany trimmings, that even a non-sportsman would be interested by a visit. The windows are done in white and green, set off in a distinct manner the lines displayed. The whole style of the store is Spalding branches so that similar interiors to that at Montreal are to be

moting the love for athletics, and denote prizes for various league games. Many exciting matches have been played in Montreal for some of the Spalding prizes.

T. Wall, who has been connected with the firm since the commencement of the Canadian branch, some eight years ago, is the manager of the Canadian business. Mr. Wall's commanding presence can be seen in the forefront of our illustration. Spalding also publish many books on sport.

BUILDING AND INDUSTRIAL NEWS

For additional items see the correspondence pages. Information is solicited regarding building and industrial news, the incorporation of companies, establishment or enlargement of mills, factories or foundries, municipal water works and sewerage systems, railway or mining news, etc.

Industrial Development.

The Ottawa Electric Railway will erect a new and additional car barn.

The new molding firm of Galbraith & Johnson, Lindsay, made their first cast July 3.

George White & Sons will erect a new machine shop at London at a cost of about \$15,000.

An addition is being made to the plant of the Central Electric Co., Portage la Prairie.

Brooks, Scanlon & Co., Minneapolis, Minn., will erect a \$300,000 lumber mill near Vancouver.

John Carew, Lindsay, will erect a planing mill there to replace the mill recently burned.

The American Locomotive Works have purchased a site for a plant at Longue Point, near Montreal.

The Canada Car Co., Montreal, is turning out 20 new freight cars per day for use on the G.T.P.

The Nanton, Alta., Lumber and Grain Company are preparing to build an elevator at Cayley, Alta.

W. H. Simpson, Lindsay, and J. Memberby, Toronto, are opening a coal mine at Clover Bar, near Edmonton.

A number of new machines are being added to the equipment of the Riverside Mills, Welland, and the machinery is being overhauled generally.

S. H. C. Miners has given a contract to Kent & Cox for a large modern rubber factory at Granby, Que. It will be in operation a year hence.

A brick addition will be built to the spike mill of the Hamilton Steel & Iron Company, at Irondale, East Hamilton, at an estimated cost of \$1,500.

E. J. Young, Madison, Wis., and F. N. Norton, Medford, Wis., will erect a sawmill for domestic and export markets on the Indian River B.C.

The new refrigerator manufacturing plant, to be located in the Barnett mill at Renfrew, is rapidly taking form. All new machinery is being installed.

Malcolm McIntyre, Peterborough, has been awarded the contract for the work of erecting the new German cardboard factory for M. A. Turner at that place.

The Joliet, Ill., Match Factory will locate a plant for the manufacture of wood splints at Ericsburg, on the borders of Canada and the United States, near Fort Frances.

The Bell's Lake Portland Cement Company, Markdale, capitalized at \$450,000, will erect a cement mill at Walter's Creek, Ont., to have an initial capacity of 1,000 barrels per day.

The Brant Portland Cement Company, St. Mary's, Ont., capitalized at \$500,000, has secured an option on fifty acres of property there with a view to the establishment of a plant with an initial capacity of 800 barrels per day.

Data gathered at Detroit shows that 1,780 lake vessels are out of commission at the present time, and that 14,000 employes are idle. President Livingstone of the Lake Carriers' Association, says that only about 40 per cent. of the total tonnage of that association is under way at present, though there has

been some slight improvement in the past few weeks.

Building Notes.

Building permits at Halifax for June totalled about \$54,000.

The Merchants Bank will erect a branch at Medicine Hat.

Clair McKenzie will erect a Burns memorial hall at St. John, N.B.

Vancouver's building permits for the first week of July were valued at \$27,000.

Bloor Street Presbyterian Church, Toronto, will build a \$25,000 Sunday School.

W. W. Blair's plans for the \$10,000 school at Morris, Man., have been accepted.

C. G. Eadie, Montreal, has been granted a permit for a residence to cost \$10,000.

K. Chadwick will erect an apartment house at an estimated cost of \$20,000 at Toronto.

M. J. O'Brien will build a new hotel and possibly an opera house at Renfrew next spring.

Another isolation hospital will possibly be erected at Crow's Island, near Moncton, N.B.

J. Studebaker has the contract for the \$3,800 addition to Chesterfield Ave. School, Vancouver.

Baynes & Hoile have the contract for a three-storey flat block on Granville Street, Vancouver.

Tenders will be received by T. D. Stoddart, Bradford, Ont., until July 20, for a new schoolhouse.

F. L. Dixon, Sydney, has been awarded the contract for the new Presbyterian Church at Inverness, N.S.

McDonald, Wilson & Snider have the contract for the \$95,000 extensions to the Vancouver general hospital.

Tenders will be received by A. Roushorne until July 18 for the erection of an Orange Hall at Queensboro, Ont.

Property has been secured for the establishment of a Sister's Hospital and Catholic School at Grand Forks, B.C.

Tenders will be received by the chairman of the Morris, Man., School Board, until July 22, for a four-roomed brick school.

Thirty building permits valued at \$75,310 were issued at Regina during June, including the \$30,000 Separate School.

The plans prepared by Thornton Sharp, Vancouver, have been accepted for the new west side school to be erected at New Westminster.

W. W. Ely, representing the Pantages theatre circuit, has been negotiating for a site with a view to the erection of a new vaudeville theatre at Victoria at a cost of \$50,000.

Tenders have just been taken for the erection of school buildings at Collingwood Heights and Cedar Cottage, also for a four-roomed addition to the Mountain View School, South Vancouver.

Toronto University authorities have approved of the erection of a \$100,000 thermo-dynamics building; the enlargement of Worthington House, \$21,000, and renewal of dining hall and kitchen, \$6,000.

The contract has been awarded to Newnan Bros., St. Catharines, for the erection, at a cost of \$16,000, of the new administration building and superintendent's house at the Jordan Harbor Experimental Farm.

Municipal Improvements.

Melita, Man., proposes establishing a \$3,000 water supply system.

Many new hydrants and water mains are being constructed in Queen's Park, London.

By a vote of 282 to 9 the by-law granting free water and exemption from taxation for the ten years to the William Smith Company, Chesley, Ont., manufacturers of church and lodge furniture, was adopted. A waterworks system to cost \$38,000 will be installed.

Railroad Construction.

The C.P.R. has begun work on the construction of the new bridge at Lethbridge.

Hon. G. P. Graham stated in the House recently that the line to Hudson Bay would be constructed without delay.

Steel has been laid on the T. & N. O. 218 miles above North Bay and within 30 miles of the junction with the National Transcontinental.

Construction work on the Southern Counties Electric Railway between St. Lambert, Longueuil and Montreal, will be commenced at once.

The contract for the Goderich section of the Ontario West Shore Electric Railway has been awarded to the Huron Construction Company.

The Westmoreland Power Company have applied to the legislature for a charter. Among the privileges asked for is the right to construct and operate electric railways in the city of Moncton, N.B., and through the counties of Westmoreland, Kent and Albert.

The Winnipeg controllers recommend that the tender of the J. J. Gartshore Company, Toronto, be accepted for 800 tons of rails for the power tramway at \$36.50 per gross ton. The Montreal Rolling Mills' tender for bolts at \$3.50 per 100 pounds, and for spikes at \$2.50 per 100 pounds, is to be accepted.

The Canadian Pacific Railway will build a line from Sarnia to Komoka next spring. The line will run north of the present tunnel branch of the Grand Trunk. Trains will be ferried across the St. Clair River between Port Huron and Sarnia, unless arrangements can be made with the Port Huron Tunnel Company, which is under Grand Trunk control. This line will enable the Canadian Pacific to enter Chicago over the Pere Marquette, and will reduce the mileage from Montreal to that city.

Companies Incorporated.

Bell's Lake Portland Cement Co., Toronto; capital, \$450,000; to manufacture cement, concrete blocks, etc. Provisional directors, R. J. Wilson, A. F. Rutter, J. S. King, E. H. Adams and T. E. McCraiken, all of Toronto.

**"CARRON"
"AYRESOME"
"CLARENCE"
PIG IRON**

Prompt Shipments.
Finest Quality,

A. C. LESLIE & CO.,
LIMITED
MONTREAL

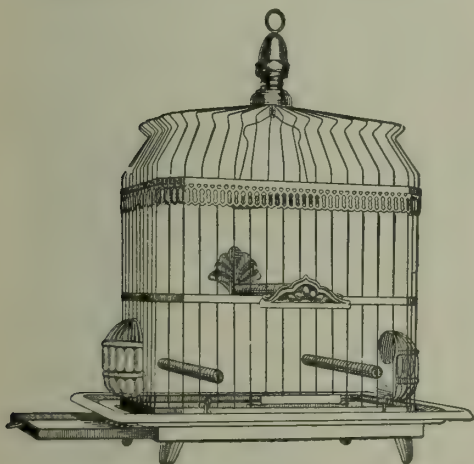
CAEMENTIUM

is a new adhesive. IT STICKS EVERY-
THING but it is NOT sticky. IT is de-
scribed as LIQUID PORCELAIN because
it MAKES as well as MENDS. That
means that it will make a new knob for a
teapot lid or a new handle for a milk jug.

WONDERFUL! Everyone says so. It
has a thousand uses. MOTORISTS need it.

Snow-white CAEMENTIUM will neither
rub off nor wash off certain substances.
Let us tell you about it. To-day is the day
to write for it.

DILLONS LTD., 455 St. Paul Street
MONTREAL
Sole Agents for Canada.
AGENTS WANTED EVERYWHERE.



This is one of our New lines of **FANCY
JAPANNED CAGES**. Handsomely
ornamented and complete with **WRIGHT'S
PATENT SEED CUPS**, Swings and
Perches. Also a complete line of Brass
Cages and **BREEDING CAGES**. Send
for our Cage Catalogue with prices.

E. T. WRIGHT & CO.
HAMILTON, ONT.

When writing to advertisers,
kindly mention having seen the
advertisement in this paper.

IVER JOHNSON
SAFETY AUTOMATIC
REVOLVER



We point to the difference between the
positively and absolutely safe Iver John-
son Safety Automatic Revolver and the imi-
tation near-safeties. *They* have some device
added to them to make them near-safe. The safety feature of
the Iver Johnson *Safety* is the firing mechanism itself—not some
spring or button device to pull or press. That is why you can, in
perfect safety—*not* near-safety—kick it, cuff it, knock it, or

HAMMER THE HAMMER

Our advertising has made "Hammer the Hammer" a familiar phrase.
Be sure of the Owl's Head on the grip and our name on the barrel. Our
guarantee stands back of them.

These are not premium goods. They are sold straight. ADVERTISED
in all the big magazines and sportsmens' periodicals, but never sold by mail
where a dealer will supply the demand.

Send for Dealer's Catalogue or order from your jobber.



IVER JOHNSON'S ARMS & CYCLE WORKS

330 River Street, Fitchburg, Mass.

Pacific Coast Branch; Phil. B. Bekeart Co., San Francisco, Cal.
IVER JOHNSON SINGLE BARREL SHOTGUNS AND TRUSS BRIDGE BICYCLES

Hammer the Hammer

TIGER



BRAND

WHITE LEAD

"Tiger" brand stands for all that is pure and best
in connection with White Lead.

Made from the best absolutely pure Dry Lead and
pure Linseed Oil.

Every package bears the guarantee label of the
White Lead Association of Canada. When purchasing
pure Lead insist upon having this label, as it is a
guarantee against adulteration.

Specify "Tiger," as there is none better made.

The Montreal Rolling Mills Co.

Trade in Sporting Goods

Profitable Line to Push During Summer Season—Window Displays Very Helpful in Creating Business.

There is no doubt that the present season is proving a splendid one for the sale of sporting goods. While the absence of rain may have been hard on the market gardener, and on the country generally, the weather has proved ideal for the sporting enthusiast. Baseball, lacrosse, tennis, and fishing have all been indulged in with but little interference, while the camper-out has been able to enjoy himself under the best of conditions. In these circumstances it is only to be expected that dealers all report excellent trade—a trade which they hardly expected at the commencement of the season when they thought that the hard times talk would deter many men from buying fresh outfits. But they have learned now that the sportsman does not lightly deny himself, and that a glorious sun and pellucid lakes and rivers, make him forget all thoughts of economy. There is no thought of expense when the country is calling, even if there is any necessity to be careful.

All lines of sports are proving to be in great demand, as is only to be expected considering the development of outdoor recreation throughout the country. The sporting fever increases without check. Fresh resorts are continually being discovered. The opening up of the country, the improvement in transportation facilities by rail and boat, the formation of new club organizations, all add their share to the general development. No seeker after healthy enjoyment can now say that he has no opportunity to indulge in health-giving pursuits. They practically lie at his door. Baseball and lacrosse clubs exist in every direction, yachting and boating houses are met with on innumerable rivers and lakes, while the easily accessible fishing places are close at hand for everybody who can spare a few hours away from his employment. To quote the words of a sporting dealer, "No country can offer better facilities for sport than Canada, and judging from my returns this season up to now the people are more than ever taking advantage of the fact." Automobiling, too, is increasing tremendously. While at one time cars only occasionally sped along the main roads, they are now quite a common sight, and many a dealer who has stocked a good supply of auto requisites is reaping a profitable harvest.

Have Displays Well Planned.

The present month is a good time to run sporting windows. Vacation trips are in full swing, and fishing tackle, camping-out supplies, and other necessities are in demand. It is a great relief for a dealer to run a sporting display occasionally. Staple hardware lines can always be effectively treated, but the ingenuity of the merchant is often hard pressed for new and original methods of arrangement, and sporting goods come to the rescue most opportunely, giving time for other ideas to generate. Besides as a strong selling line, and as a striking advertisement for the store generally, these goods demand their share of window space. It is needless to reiterate how effective a sporting window can be made. No dealer should fail to pay great attention to

this department of his store. He cannot have a sporting window too often.

Just at present a good display can be made of fishing tackle, boating accessories, and camping-out supplies. Rods, reels, and bait can be arranged in most effective manner, and with the addition of a tent and camp enamelware, a most striking window can be shown. At the same time just a suggestion of the shooting season can be made, by displaying a few guns here and there, with powder, shot, and hunting knives. These should not be placed in too prominent a position, but arranged quietly in the background. They will tend to remind the fall sportsman of coming happy days, and to bring back to his mind that he has for some years promised himself

down mechanism the details of the gun are identical with the well-known Model 1900. The use of coil main and locking bolt springs reduces the liability of breakage to a minimum and by using a short wire or pin to hold the main spring under compression the main spring and main spring guide can be removed readily without any special tool, and as readily replaced. This method of removing the main spring is fully covered by patents and is found in all "H. & R." guns. This New Model 1908 three-piece gun is built on the same lines as the popular two-piece gun Model 1900 and sells at the same price. It is made in 12, 16, 20 and 28 gauge. The accompanying illustration gives a very good idea of the construction.

RETURN OF THE BICYCLE.

The bicycle is again in favor in the land, and for the hardware trade a profitable business might be done in the sale of bicycles and bicycles' sundries.



Harrington & Richardson's New Gun.

a new gun. Suggestive hints of this description have much selling power. They focus the attention of a spectator upon what he has long been desiring, and by the time the shooting season comes along he has fully made up his mind to buy the article. If, however, the suggestion is left over to the last minute, the season may be on before he remembers that he had decided to treat himself to a new weapon, and then the purchase is probably put off for another year.

Some Lines to Push.

Take time by the forelock, is a maxim that dealers should follow in their window decorations. To wait until a particular season is at hand before a display is made is just as great a mistake as leaving the ordering of stock until the last minute. While, therefore, showing a few guns as a gentle reminder, the dealer should also take heed to himself, and see that he does not leave his own booking until too late. Apart from guns, ammunition, hunting knives and shooting jackets, he should look to his harvest tools, and his corn knives, and further ahead still, calculate his requirements in snow shovels, axes and handles, sleigh bells, and so on.

The fall promises to be a very busy time not only for the dealer, but for the jobber and manufacturer. The man, therefore, who is well ahead in his requirements stands the least chance of being held up for goods.

NEW MODEL THREE-PIECE GUN.

The Harrington & Richardson Arms Company, Worcester, Mass., have come to the front with a new model three-piece single gun, which can be taken down in the same manner as a double gun by pulling off the snap fore-end and then unhooking the barrel from the frame. With the exception of the take-

The hardware store is the natural source of supply for this line, more especially in the smaller centres, and hardware merchants would do well to carry a small stock of wheels. The profits are such as to compensate intelligent attention being paid to this line, and the demand just now presents a favorable opportunity for the merchant taking it up.

The hardwareman might secure the agency for a reputable bicycle firm, and by studying the special features of the wheel he is selling will be in a position to give advice, which is sure to redound to the prosperity of his business. Let the public know you are selling wheels and display them in such a place that they may be examined. Always be glad to explain the merits of the wheels you are carrying, and try to get the people to talk about them.

Hardwaremen should deal only in good wheels, and not those which are made for cheap trade. Remember your business reputation is at stake, and you cannot afford to lose it. Bicycle riding in the open air is a splendid form of exercise, and if a purchaser of a wheel is satisfied with the one he has bought from you, you have secured a friend and an advertiser for your business. The demand just now is for good bicycles, and the purchaser has every right to expect a good wheel for the good money he is spending, when he is depending on your advice in making his purchase.

Sundries, too, are a good seller. Lamps, bells, horns, etc., should go well. They make a nice display and should attract attention to your store. Be first in the field in your section, for opportunity is knocking at your door.

News of the Paint Trade

WORLD'S PAINT INDUSTRY.

The paint industry in the United States which practically started about 1810, had an output valued at 5 million dollars in 1850. In 1904, according to the 1905 census, the output amounted to 91 million dollars, and although exact data is not available, in 1906, it was much greater. The growth has been steady and while no figures are at hand to compare the production with that of the other two great paint manufacturing countries, Great Britain and Germany, it is highly probable that while these countries export more than the United States, the latter country is the largest paint manufacturing country in the world.

The United States produces nearly 30 per cent. of the world's output of lead and zinc, the two metals which enter most largely into the manufacture of pigments used in the manufactured paint. In 1906, 123,640 tons of white lead, valued at 15 million dollars, were made in the United States; also 13,816 tons of litharge; 13,693 tons of red lead and 7,988 tons of sublimed white lead.

The United States is not the largest exporter of paints, both Great Britain and Germany exceeding in the value of the exports of paints, pigments, etc. In 1907, Great Britain exported \$12,453,000 of paints of all kinds, of which the exports of white lead amounted to \$2,360,000, and zinc oxide, \$530,000. More than one-half of the white lead was exported to Australia, New Zealand, Canada, India, South Africa—British colonies.

The value of the exports of paint from Great Britain in 1906 by countries is as follows:

Australian	\$1,362,000
India	1,309,000
Canada	627,000
Argentina	569,000
United States	564,000
France	545,000
Germany	540,000
New Zealand	540,000
South Africa	491,000

Great Britain also imported \$8,034,000 worth of paints, of which white lead amounted to \$1,498,000, mainly from Germany and Belgium; zinc oxide amounted to \$1,615,000 from the United States, Germany and Belgium; nickel oxide amounted to \$608,000 from the United States; other sorts of paints amounted to \$4,311,000, nearly two-thirds of which came from Germany. Belgium, United States, France and the Netherlands also supply large quantities of paints.

BUSTER BROWN WAGONS.

The Woodstock Wagon & Manufacturing Company, Woodstock, Ont., have issued blotters and attractive advertising announcements describing the special features of the various styles of children's express wagons made by them. Copies of the announcements can be used to advantage by dealers who handle this popular and profitable side line.

STOP AND THINK

of the protection to your reputation and the benefit to your business by the absolute certainty there is in selling all your customers, for all kinds of varnishing, either inside or outside, that good old

Reliable Elastilite Varnish

It is the kind of varnish that does satisfying work that continues to please the customer and demonstrate its quality for years after the cost of it is forgotten.

In tins only, $\frac{1}{2}$ pint to 1 gal.

Manufactured only by

The Imperial Varnish & Color Co.

LIMITED

TORONTO, CANADA.

Stocks at

VANCOUVER, B.C. IMPERIAL VARNISH & COLOR CO. Ltd. 542 Beatty St.
WINNIPEG, MAN., c/o MASON & HICKEY, 108 Princess St.

Something new in

LANTERN GLOBES

I have placed my patent Lantern Globe on the market and would like to send you prices and particulars.

Tisdale's Patent Cold Blast Lantern Globe

Farmers and Contractors say it is the best yet. Profits to spare.

WRITE TO-DAY For Sole Agency

Address

A. TISDALE, - Beaverton, Ont.

PAINT AND OIL MARKETS

MONTREAL.

Montreal, July 17.—Business, while good, has slackened off somewhat. Orders continue of a hand-to-mouth character, and will probably remain so until the autumn approaches. Dealers report a fair trade, although just at present they are not pushing paints so much as other lines. It is too hot for much painting to be done apart from the houses going up. Prices on turpentine and linseed oil have been cut, but otherwise there is no change.

Turpentine—Turpentine has again weakened locally, and with good supplies, although trade is fairly active, quotations have been cut 2c. We now quote 59c for single barrels.

Linseed Oil—The demand has fallen off locally, and with supplies ample, quotations on linseed oil have declined 1c. We now quote: Raw, 1 to 4 barrels, 50c; 5 to 9 barrels, 49c; boiled, 1 to 4 barrels, 53c; 5 to 9 barrels 52c.

Ground White Lead—The recent cutting in ground white lead seems to have stimulated the demand. It is not expected, however, that business will be heavy again until the end of the summer. Prices remain firm this week, and we continue to quote Government Standard \$5.35; No. 1, \$5.10.

Red Lead—Steady business is still being done locally. Prices are well maintained, the absence of fluctuation, and the normal condition of supplies keeping quotations at previous figures. We quote: Genuine red lead, in casks, \$4.75; in 100-lb. kegs, \$5; in less quantities, at \$5.75 per 100 lbs.; No. 1 red lead, casks, \$1.50; kegs, \$1.75, and smaller quantities, \$5.50.

Paris Green—The demand improves as the month goes on, and some good shipments have been made. Farmers are more than ever realizing the advantages of using paris green in their fields.

White Zinc—The demand has fallen off a little, but not enough to affect prices. We continue to quote: V.M. Red Seal, 7½c; Red Seal, 7c; French V.M., 6c; Lehigh, 5c; white zinc, ground in oil, pure, 8½c; No. 1, 7c; No. 2, 5½c.

Putty—Business continues slack, and there is no special feature to note. The prices are unchanged at: Pure linseed oil putty, bulk 800-lb. cask, \$1.75; in 25-lb. iron drums, \$2.05; in 25-lb. tins (3 in a case), \$2.15; bladder putty, in barrels, \$1.95.

TORONTO.

Toronto, July 17.—Summer dullness is creeping over the trade, though sorting orders are numerous and the store trade is bound to continue fair, as stocks everywhere are low. Large contracting painters are finding things very dull, so the manufacturers who look for trade from that source are not so busy as those who push ready mixed paint through dealers.

With stocks low prospects for a revival in trade are very good, as when orders do come they will be large. There is a feeling, however, that with lead and oil at greatly reduced prices there will be a reduction in mixed paints before another season. No changes are likely until after the season closes in any case and a revival in trade may make manu-

facturers too busy to consider a reduction.

During the week white lead and turpentine have fallen off in price, while other lines are unchanged.

White Lead—Following the recent decline in Montreal, prices in Toronto have been shaded 15c, and Canadian pure is now quoted at \$5.75. Some good sales are being made at this price, in spite of the recent cutting. It is understood that the manufacturers have taken steps to prevent a further weakening. Red lead continues at \$4.50 for genuine in casks.

Turpentine—Prices have been cut to 59c and 60c in barrel lots, the latter being the association price. This is lower than for some years and as a result the demand has greatly increased. Painters are again using turp in place of benzine and results are found to be much better.

Linseed Oil—The market is stationary at 53c for raw and 56c for boiled, with a fairly good demand. For Baden oil higher prices are asked, but the figures quoted represent the market.

Paris Green—Good sorting sales are still being made, but a couple of weeks more will wind up this line for the present season. Stocks are getting low. Prices continue at 24½c in barrels, and 25½c in drums.

Glass and Putty—Trade is none too active, but with an improvement in building better conditions are expected in the fall. Putty at \$1.65 for bulk in barrels, and \$1.90 for bladders in barrels remain the quotations.

Stains and Varnishes—Pure white shellac is still at \$2 per barrel and pure orange at \$1.95 per barrel.

Petroleum—Pure white petroleum continues at 13½c water white, 15c, and Pratt's astral 17½c. Benzine is 15½c per gallon in barrel lots and motor gasoline is 17½c. These prices are ex Toronto.

PAINT HISTORY OF AMERICA.

According to Commercial America, linseed oil was first manufactured in New York in 1715. The increased production of this stimulated the use of paints. The colors, however, were all imported. In New England the prejudice against the use of paints as an evidence of worldliness and vanity was very strong. In 1630 a clergyman in Charlestown, Mass., was brought before the Council for having the interior furnishings of his house painted, and for forty years later there was not a single painter in Massachusetts. Nevertheless, by 1795 the use of paint had become general throughout the country, the white house and green blinds for many years being the common form of outside painting in all parts of the United States.

The first successful attempt to make white lead in this country was by Samuel Wetherill & Son in Philadelphia in 1804. This firm is still in existence and carries on the manufacture of white lead and other chemicals in Philadelphia to-day. The manufacture of the oxides of lead began about the same time.

Anthony Tiemann regularly started the manufacture of colors in 1807. Christopher Shraek began business as manu-

DISTINCTIVE— DIFFERENT

There are a great many Paints made—Of course! They can be very much divided into two classes, but "English" Paint is distinctly different from all other Paints. It is the ONLY Liquid Paint in which the ONLY White Lead used is Brandram's B.B. Genuine.

BRANDRAM-HENDERSON,
LIMITED

Montreal
St. John

Halifax
Winnipeg

Marshall-Wells Co., Winnipeg
Distributors for Western Canada

Are You Getting Any of the Sixty Per Cent. Increase?

It is a fact that the sales of Muresco Wall Finish have leaped 60% ahead of last year, in spite of the alleged backwardness in business. It just shows that hardwaremen are discovering that one sale of Muresco leads to many others. Muresco has the advantage of being the most practical as well as the most economical and decorative water color wall finish ever offered to the hardware trade. We sell it to you at a figure which permits a reasonable retail price, and at the same time nets you a decent profit. No matter what so-called wall finishes you are handling at the present time,

You can make more money selling

MURESCO

Glad to correspond with you about it.

Benjamin Moore & Co., Limited

New Office and Works: West Toronto, Canada.

New York, Chicago, Cleveland, Carteret, N. J.

If you are not handling Trip-L-Body White write us for price and sample. It is superior to white lead in every way.



Keep the Pot Boiling.

Stir up the fire and keep the paint business boiling hot in your town, Mr. Dealer. There's nothing like a steady fire of facts to "warm-up" consumers to your proposition. So don't spare the fuel nor let the fire smoulder and die down so long as there's a building in your town that needs painting. Wherever there's a house that needs paint there's a possible customer for **Martin-Senour 100 Percent Pure Paint**.

And there'll be money in it for you to convince that customer, supply the **Martin-Senour Paint** and pocket the profit. A permanent, growing paint business can only be built on **quality paint**. That's why **Martin-Senour Paint** dealers do a bigger, better business year after year. That's why it will pay you to get our plan and let us help you kindle the right sort of fire under your pot. Remember that more depends upon the paint than upon the poker, so write today for the only way.

The MARTIN-SENOUR CO., Ltd.

Pioneers of Pure Paint

MONTREAL

The Winnipeg Paint &
Glass Co., Ltd.,
Winnipeg

CHICAGO

The Maritime Paint &
Varnish Co., Ltd.,
Halifax, N. S.

facturer of paints in Philadelphia in 1816, and also manufactured copal varnish on a small scale. The first varnish manufactured in the United States on a large scale was by P. B. Smith, of New York.

In 1850 the paint industry in the United States received an impetus from the discovery of zinc deposits in New Jersey, giving a cheap supply of ore from which zinc oxide could be easily reduced.

Owing to the fact that the demand for paint in the United States had outgrown the capacity of the house painter to work up his colors with slab and muller to the paste form, machine ground lead and colors in oil came into use. About 1860 the ready made mixed paints were first manufactured and since that time this industry has grown so enormously that it is claimed that in 1907 the output was 100 million gallons, valued at 150 million dollars.

SELLING PAINT SPECIALTIES.

For the reason that ordinary house paint will perform successfully on the barn, porch furniture and the porch, what is the necessity of carrying Barn Paint, Porch Paint and Porch Furniture Paint?

An exchange answers that question. It is quite true that good house paint will prove successful on other objects than the house. Good paint will prove successful no matter where it is used. Now barns as a rule are not constructed of as fine a timber as are the houses. Then again barns are subjected to a number of elements which are not around the house. This rough and scarred up surface is therefore to be considered and as a result we have a paint with certain constituents which facilitate application on such surfaces.

Then there is the porch. No rough surface here but an object of much wear. Here must be a paint that can stand the pounding. Therefore a harder constituent is found in this class which serves to offset the constant pounding of the heels.

Likewise the porch furniture. Here are some articles that must shine resplendent. To these must be applied a paint of the highest gloss, too expensive and shiny a paint to be used on the side of the house, but for the articles of furniture, just the thing.

So on down the list with all the specialties, each with constituents that are of aid on the nature of the articles. Specialties are merely an advancement of the paint craft. They are the resulting attainment of past years' experience in paint making. Sell a customer house paint for his house, but don't forget to recommend the porch paint for his porch - and the barn kind for his barn. Don't say that the house paint will not answer the purpose; but explain to him how certain ingredients are needed for porch paint which are not necessary with the house kind. And the same with the barn and porch furniture.

Now for the advantages of handling specialties. In the first place you can

be assured that your customers are going to be better satisfied. Results are bound to be better with an article exclusively for that purpose. Secondly, bear in mind that a can of house paint will often mean the sale of a can of Barn and a can of Porch. That is, if you do not fail to advise your traders how susceptible porches are to the constant wear and how the specially hardened porch paint is therefore very desirable. Then, there is the capability of the barn paint for rough work and the low price. If you sell the three, consider the advantage of having made three customers out of one. Here's a good motto: Every can of House Paint means a can of Porch Paint.

A STATE PAINT LAW.

The paint, linseed oil and turpentine law recently enacted in the State of Massachusetts is a fairly comprehensive act, and gives the inspectors plenty of power to enforce the law. According to the act it is unlawful to sell or to have in possession with intent to sell any paint, turpentine or linseed oil which is mislabeled or marked in such manner as to deceive a person as to its nature or composition. The term paint as used in this act is to include white lead, oxide of zinc and red lead, dry or in any kind of oil, and any compound intended for the same use, colors ground in oil, paste or semi-paste paint, and liquid or mixed paint ready for use. Any violation of this act will be punished by a fine of not less than twenty-five, and not more than one hundred dollars, or by imprisonment for not more than sixty days.

Upon the written complaint of any person aggrieved by the violation of any provision of the act the district police and their agents can enter any place of business, store or building where the sale of paint, turpentine or linseed oil is carried on, and can open and inspect any package, can, jar, tub or other receptacle containing articles that might be sold or exposed for sale in violation of the provisions of the act, and can appoint and remove inspectors, analysts and chemists for the purpose of inspecting or analyzing the contents.

TO PREVENT PAINT CRAWLING.

To prevent paint from crawling, writes an exchange, pour off the liquid portion and cut the paste with a little turpentine, then thin with the liquid. An exchange says that "crawling" is creeping up in bunches from all directions, not sagging. When an oil paint is spread over a very hard surface which is polished, the oil paint cannot get a bite on the surface, and in consequence gathers itself together in obedience to the law of attraction or molecular force. Roughen the surface slightly and the paint will spread all right. Or rub it with water and a little fuller's earth; or even rubbing with cold water will sometimes effect the purpose. A little turp in the paint also is good.

ATTENTION !



The Quebec Tercenary or the Mid-summer holidays may interfere with our salesmen calling upon our Hardware friends with their accustomed regularity. Please note, that all orders by Mail, Wire or Telephone will be appreciated and receive every ATTENTION !

**THE
CANADA PAINT
COMPANY**

MONTREAL - TORONTO - WINNIPEG

FOR PAINT PEOPLE TO WATCH!

PARIS GREEN

With the hot weather on us and bugs all around us, don't forget your Paris Green. Farmers will be wanting more every day and will rush for it at the season's end. Don't be out of it! A dearth of stock often occurs about this time. Our green is highest quality, government standard. Pure guaranteed. We have it in 1 lb. boxes or bulk. Wire or write. Orders shipped same day.

TURPENTINE

The market seems favourable for a purchase, the price is low, and we have good stocks on hand. Send orders or ask for prices.

LINSEED OIL

Don't forget a pure bright oil, pure all the way through to the last drop in the barrel, no sludge, no dregs, is worth more than the other kind. Ramsay's Oil is a standard.

WINDOW GLASS

Large stocks now arriving. Send us your specification. We can serve you. A few boxes or a lot.

WATCH THESE LINES!

A. RAMSAY & SON CO.

MONTREAL

Est'd 1842

Paint Makers

GREATER PAINT SALES

are possible to you if you are not yet handling

NEW ERA PAINT

You will agree with us that if you offer a better quality paint at a reduction in price, the people will take advantage. New Era Paint has absolutely no peer in quality. At the same time, it sells at a lower price than other paints which claim to be of high quality.

Standard Paint and Varnish Works Co.

WINDSOR, - ONTARIO

LIMITED

SUNLIGHT GOLD PAINT

Patented 1906.

BEST ON THE MARKET.

THE CANADIAN BRONZE POWDER WORKS

R. E. Thorne & Co.

TORONTO

VALLEYFIELD

MONTREAL.

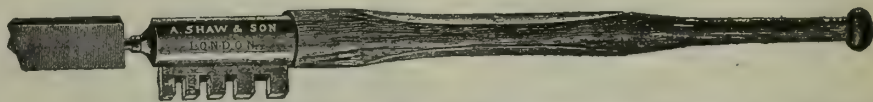
McCaskill, Dougall & Co.

Manufacturers

RAILWAY, CARRIAGE AND BOAT VARNISHES.

HIGH-GRADE FURNITURE and HOUSE VARNISHES

MONTREAL.



GLAZIERS' DIAMONDS OF PROVED WORTH

Having a Century's Reputation for Reliability.

MADE BY

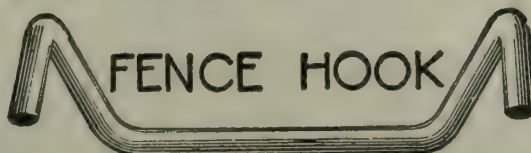
A. SHAW & SON, London, Eng.

CANADIAN AGENT

GODFREY S. PELTON, - 201 Coristine Building, Montreal

GALVANIZED FENCE HOOK

For Fastening Wooden Picket or Wire Fences



FENCE HOOK

WIRE NAILS, COILED SPRING BARB and PLAIN FENCE WIRE, OILED and ANNEALED, CLOTHES LINE WIRE, STAPLES, etc.

The Western Wire and Nail Co., Limited,

London, Ont.



Orders for 1/12 of a dozen or a car load are treated in the same way and greatly appreciated.

McDougall Pumps

Insure growth in your Pump Business and "it is a good line too, to handle" but be sure of your quality.

"Aremacdee" is a guarantee

The R. McDOUGALL CO.

Galt, Canada

LIMITED



"Imperial"

There are **four** things about this pump worth noticing.

1st.—It is anti-freezing, having a long set length, and three way pipe being at the bottom of set length.

2nd.—It is furnished with an inch plunger tube, with three plunger buckets instead of stuffing box.

3rd.—The three way lever is on top of the spout and always handy for use.

4th.—It is rigid and solid in every way.

Write for Catalogue of Pumps and Scales. We have a full line. Also Elevators, Trucks, etc.

AYLMER PUMP & SCALE COMPANY, Ltd.

Successors to

AYLMER IRON WORKS COMPANY, Ltd.

Aylmer, Ontario

BANNER
COLD
BLAST
LANTERNS

The best made—
write for our
Catalogue

THESE
LANTERNS
ARE THE STRONGEST
BEST FINISHED
LANTERNS
ON THE MARKET.
THEY ARE
WARRANTED
WIND-PROOF
OUR PATENT
LOCK
NEVER FAILS
TO HOLD THE
LANTERN OPEN.

BANNER
COLD BLAST
LANTERNS

ONTARIO LANTERN & LAMP CO.

HAMILTON, ONTARIO, CANADA. LIMITED

**We have a plan—which doesn't cost you a cent
—to help you to sell**

LACQUERET

It's a rattling good plan, too, and is bound to bring you more business. A request from you will bring full details by return mail. As for Lacqueret—most hardwaremen have discovered what a rapid seller and a customer-pleaser it really is. There is positively nothing to equal Lacqueret for general household purposes. A touch of Lacqueret on any kind of faded woodwork brings back all its pristine beauty.

Don't Forget! Write for Our Plan To-day!!

INTERNATIONAL VARNISH CO., Limited
TORONTO, CANADA

Manufacturers of Lacqueret, Elastica, Gutta Percha, and Flattine Floor Finishes, and Flattine Cabinet Finish.

Branch of the Standard Varnish Works,

NEW YORK,

CHICAGO,

LONDON, ENG.,

BERLIN,

BRUSSELS.

ESTABLISHED IN 1796

English
For all



Varnish
Purposes

" LACKERITE "

An ideal finish for Floors, furniture or other woodwork in the home on new or old work.

Dries hard over night, with a brilliant and durable gloss.

It imitates the natural grain of the wood.

In 12 different Colors and put up in sizes from ¼ Pint Tins to Gallons.

Send for Shade Cards.

Wilkinson, Heywood & Clark, Limited

LONDON, England

300 Notre Dame St. West, MONTREAL

Branches:—Liverpool, Mexico City, Paris, Alexandria, Bombay, Karachi, Calcutta, Madras, Colombo, Rangoon, Hong Kong, Shanghai, Penang, Singapore, Soerabaya, Kobe, Yokohama, Melbourne, Sydney, and Agencies all over the world.

FRANCIS C. REYNOLDS, Can. Manager.



Even with the best city fire department it is almost impossible to put out a gasolene fire. Are you letting poorly stored gasolene menace your property?

A Bowser Gasolene Tank

Installed at your store will guarantee you absolute safety.

**Gasolene stored in a Bowser cannot
possibly explode.**

Safe outfits are described in Bulletin 205. Sent free upon request.

S. F. Bowser & Co.

LIMITED

66-68 Frazer Ave. - - - - Toronto

YOU WANT MORE BUSINESS

No matter how busy you may be, you could stand more business, couldn't you, Mr. Dealer? That's the way with most men, anyway. Why not push the roofing business? We have an immense stock of leading lines to supply you with, and our prices for quality have been declared unequalled in Canada. Have YOU ever handled our "Genasco" Ready Roofing?

ALEX. McARTHUR & CO., Limited

82 McGill Street, MONTREAL

F. J. COX, Winnipeg is our Sole Agent for the Northwest Provinces

CURRENT MARKET QUOTATIONS.

July 18, 1908

These prices are for such quantities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

ANTIMONY.

Cookson's per lb. 0 09½
Hallett's 0 09

BOILER PLATES AND TUBES.

	Montreal	Toronto
Plates, ½ to 1 inch, per 100 lb.	2 40	2 40
Hends, per 100 lb.	2 65	2 65
Tank plates 3-16 inch.	2 60	2 50
Tubes per 100 feet, 1½ inch.	8 25	9 00
" " 2 " "	8 25	8 50
" " 3 " "	10 50	10 60
" " 3½ " "	12 00	12 10
" " 4 " "	15 00	15 30
" " 4 " "	19 25	19 45

BOILER AND T.K. FITTINGS.

Plain tinned and Spun, 40 per cent. off list.

BABBIT METAL.

Canada Metal Company—Imperial genuine 60c.; Imperial Tough, 60c.; White Brass, 50c. Metallic, 35c.; Harris Heavy Pressure, 25c. Hercules, 25c.; White Bronze, 15c.; Star Frictionless, 14c.; Aluminoid, 10c.; No. 4, 9c. per lb.
James Robertson Co.—Extra Monarch, 60c.; Monarch, genuine, 50c.; Monarch Crown, 40c.; Swastika babbit metal, 25c.; King, 22c.; Fleur-de-lis, anti-friction, 20c.; Thurber, 15c.; Philadelphia, 12c.; Canadian I.c. per lb.

BRASS.

Rod and Sheet, 14 to 30 gauge.	0 22
Sheets, 12 to 14 in.	0 24
Tubing, base, per lb 5-16 to 2 in.	0 26
Tubing, iron pipe size, 1 inch base.	0 22
" seamless base	0 22
Copper tubing, 3 cents extra.	

COPPER.

	Per 100 lb.
Casting ingot.	14 00
Out lengths, round, bars, ½ to 2 in.	23 00
Plain sheets, 14 oz.	21 00
Plain, 16 oz., 14x48 and 14x60	21 00
Tinned copper sheet, base	24 00
Planished base.	30 00
Braziers' (in sheets), 4x6 ft., 25 to 30 lb. each, per lb., base.	0 23 0 24

BLACK SHEETS.

	Montreal	Toronto
10 gauge	2 50	2 55
12 "	2 50	2 60
14 "	2 40	2 35
17 "	2 40	2 45
20 "	2 40	2 45
22 "	2 40	2 45
24 "	2 45	2 50
26 "	2 45	2 50
28 "	2 55	2 65
28 "	2 60	2 80

CANADA PLATES.

Ordinary, 52 sheets	2 80
All bright	3 60
Galvanized—	
18x24x52	4 45
" 60	4 70
20x28x80	8 90
" 90	9 40

GALVANIZED SHEETS.

	Colborne	Crown	Gorbals
B.W. Queen's Fleur-de-Lis			
18-gauge	3 70	3 55	3 65
22-24	3 95	3 80	3 75
26	4 20	4 05	4 15
28	4 45	4 30	4 35

Less than case lots 10 to 25c. extra.

	Apollo Brand.	3 70	3 95	4 40	4 70
24 gauge, American					
26 "					
28 "					
10½ oz. (equal to 26 English)					

25c. less for 1,000 lb. lots.

IRON AND STEEL.

	Montreal	Toronto
Canadian foundry, No. 2	18 75	
Middlesboro, No. 3 pig iron	18 00	20 25
Sumnerles, No. 2	20 00	20 25
Carron No. 1	22 50	
Carron special	20 75	
Carron, soft	19 50	
Cleveland, No. 1	18 50	20 25
Clarence, No. 3	18 00	19 50
Radnor, charcoal iron	32 00	32 00
Angles	2 75	2 65
Common bar, per 100 lb.	1 90	2 00
Forged iron	2 05	2 15
Refined "	2 15	2 25
Horseshoe iron	2 15	2 25
Band iron, No. 10 gauge base	2 01	2 20
Mild steel	1 95	
Sleigh shoe steel	1 95	
Iron finish machinery steel	2 05	2 20
(domestic)	2 25	
Reeled machinery steel	2 85	3 00
Tire steel	2 00	2 30
Sheet cast steel	0 15	0 15
Toe calk steel	2 45	2 80
Mining cast steel	0 07½	0 08
High speed	0 60	0 65
B.P.L. tool steel	0 08½	0 10½
Black Diamond tool steel	0 08	0 08½
Corona tool steel	0 08½	
Silver tool steel	0 12½	

INGOT TIN.

Lamb and Flag and Straits—	
56 and 28-lb. ingots, 100 lb.	\$32 00 31 00

TIN PLATES.

	Charcoal Plates—Bright	Per box.
M.L.S., Famous (equal Bradley)		
I.O., 14 x 20 base	\$6 60	
I.X., 14 x 20 "	6 50	
I.XX, 14 x 20 base	7 50	

Raven and Vulture Grades—

I.O., 14 x 20 base	5 00
I.X. "	6 00
I.X.X. "	7 00
I.X.X.X. "	8 00

'Dominion Crown Best'—Double

	Coated, Tissue.	Per box.
I.O., 14 x 20 base	5 50	5 75
I.X., 14 x 20 "	6 50	6 75
I.XX, 14 x 20 base	7 50	7 75

'Allaway's Best'—Standard Quality.

I.O., 14 x 20 base	4 50
I.X., 14 x 20 "	5 25
I.XX, 14 x 20 base	6 00

Bright Cokes.

Bessemer Steel—	
I.O., 14 x 20 base	4 01
20x28, double box	8 00

Charcoal Plates—Terne.

Dean or J. G. Grade—	
I.O., 20x28, 112 sheets	7 25
I.X., Terne Tin	9 00

Charcoal Tin Boiler Plates.

Cookley Grade—	
X.X., 14x56, 50 sheet bxs.	6 75
" 14x65 "	7 00

Tinned Sheets.

72x30 up to 24 gauge, case lots	7 80
" 26 "	8 00

LEAD.

	Montreal	Toronto
Imported Pig, per 100 lb.	3 60	3 85
Bar,	4 10	4 15
Sheets, 2½ lb. sq. ft., by roll	5 00	5 01
Sheets, 3 to 6 lb.	4 75	4 75
Out sheets 40. per b., extra.		

SHEET ZINC.

5-cwt. casks	6 25	6 50
Part casks	6 50	6 75

ZINC SPELTER.

Foreign, per 100 lb.	5 00	5 10
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COLD ROLLED SHAFTING.

9-16 to 11-16 inch.	0 06
1 to 17-16 "	0 05½
17-16 to 3 "	0 05
30 and 5 per cent.	

OLD MATERIAL.

Dealers buying prices:

	Montreal	Toronto
Heavy copper and wire, lb.	0 10½	0 11
Light copper bottoms	0 09	0 09½
Heavy red brass	0 09½	0 09½
Yellow brass	0 08	0 08½
Light brass	0 05½	0 06
Tea lead	0 02½	0 02½
Heavy lead	0 02½	0 03
Scrap zinc	0 02½	
No. 1 wrought iron	11 00	9 00
Machinery cast scrap, No. 1	12 00	14 00
Stove plate	09 00	11 00
Malleable and steel	9 00	8 01
Old rubbers	0 06½	0 06½

PLUMBING AND HEATING

BRASS GOODS, VALVES, ETC.

Standard Compression work, 65 per cent.
Cushion work, 50 per cent.
Fuller work, 70 p. c.; No. 0 and 1 basin cocks, 75 p. c.
Flatway stop and stop and waste cocks 60 and 10 per cent.; roundway, 50 and 10 p. c.
J.M.T. Globe, Angle and Check Valves, 50; Standard, 60 per cent.
Kerr standard globes, angles and checks, 60 p. c.; high grade, 55 p. c.
Kerr Jenkins' disc, standard valves, 60 and 10 p. c.
Kerr copper alloy disc standard globe, angle and check valves, 60 p. c.
Kerr standard radiator valves, 70 p. c.; Jenkins disc and quick-opening hot-water radiator valves, 75 p. c.
Kerr brass, Weber gate valves, 50 p. c.; I. B.M. Weber gate and swing check valves, 65 and 5 p. c.
Kerr N. P. Union elbows, 75 and 5 p. c.
J.M.T. Radiator Valves 55; Standard, 60; Patent Quick-Opening Valves, 70 p. c.
Jenkins' Valves—Quotations on application to Jenkins' Bros., Montreal.

No. 1 compression bath cock.....net 1 75
No. 4 " " " " " " 1 70
No. 7 Fuller's " " " " " " 2 00
No. 4½ " " " " " " 2 10
Patent Compression Cushion, basin cook, hot and cold, per dcz., \$16.20
Patent Compression Cushion, bath cook, No. 2208 " " " " " " 2 35
Square head brass cocks, 50; iron, 60 p. c.
Thompson Smoke-test Machine \$45.00 net

BOILERS—COPPER RANGE.

Copper, 30 gallon, \$33, 20 per cent.
BOILERS—GALVANIZED IRON RANGE

30-gallon Standard, \$4.50; Extra heavy, \$7.50
COPPER LINED BATH TUBS.

Steel clad copper lined, 25 per cent.
CAST IRON SINKS.

16x24, \$1; 18x30, \$1.15; 18x36, \$1.95.
ENAMELED BATHS, SINKS, ETC.

List issued by the Standard Ideal Company on March 9, 1908, now governs prices.

HEATING APPARATUS.

Stoves and Ranges—45 to 50 per cent.
Furnaces—45 per cent.
Registers—70 per cent.
Hot Water Boilers—50 and 10 per cent.
Hot Water Radiators—55 p. c.
Steam Radiators—55 and 2½ per cent.

Wall Radiators—50 and 5 p. c.
Specials—40 p. c.

LEAD PIPE.

Lead Pipe, 30 p. c. off.
Lead waste, 30 p. c. off.
Caulking lead, 4½c. per pound.
Traps and bends, 50 per cent.

IRON PIPE.

Size (per 100 ft.)	Black.	Galvanized
1 inch	2 03	2 86
1½ "	2 25	3 03
2 "	2 63	3 48
2½ "	3 56	4 71
3 "	5 11	6 75
3½ "	6 97	9 22
4 "	8 37	11 07
4½ "	11 16	14 76
5 "	17 82	23 57
6 "	23 43	30 95
8 "	29 45	38 95
10 "	33 48	44 28

Malleable Fittings—Canadian discount 37½ per cent.; American discount 25 per cent.
Cast Iron Fittings 65; Standard bushings 60; headers, 60; flanged unions 60, malleable bushings 60; nipples, 75 and 10; malleable lipped unions 60 p. c.

SOIL PIPE AND FITTINGS.

Medium and Extra heavy pipe and fittings, up to 6 inch, 70 per cent.
7 and 8-in. pipe, 40 per cent.
Light pipe, 60 p. c.; fittings, 70 p. c.

OAKUM.

Plumbers	per 100 lb.	4 50	4 75
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STOCKS AND DIES.
American discount 25 per cent.

SOLDERING IRONS.

1-lb. to 1½	per lb.	0 40
2-lb. or over	"	0 35

SOLDER.

	Per lb.
Bar, half-and-half, guaranteed	0 19 0 19
Wiping	0 18 0 18

PAINTS, OILS AND GLASS.

BRUSHES.

Paint and household, 70 per cent.

CHEMICALS.

	In casks per lb.
Sulphate of copper (bluestone)	0 08
Litharge, ground	0 05½
" flaked	0 05½
Green copperas (green vitrol)	0 01
Sugar of lead	0 09

COLORS IN OIL.

Venetian red, 1-lb. tins pure.	0 08
Chrome yellow	0 16
Golden ochre	0 10
French "	0 18
Chrome green	0 09
French permanent green	0 13
Signwriters' blue	0 15
Marine black 25 lb. irons	0 04½

GLUE.

Domestic sheet, in barrels	0 06½
French medal	0 10

PARIS WHITE.

In bbls	1 00
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PARIS GREEN.

Barrels	0 24½
25-lb. drums	0 25½

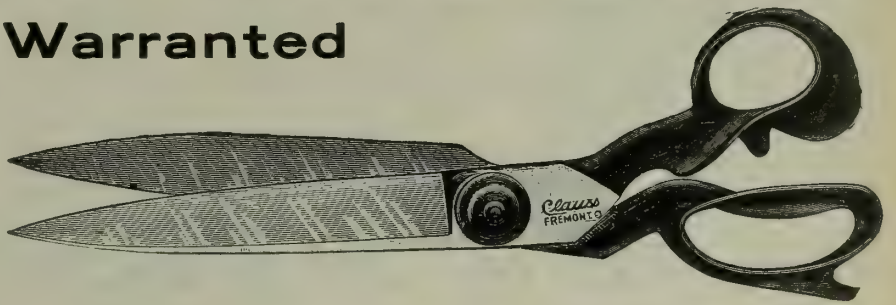
PIGMENTS.

Orange mineral, casks	0 09
" 100-lb. kegs	0 09½

CLAUSS BRAND TAILORS' SHEARS

Fully Warranted

These goods are the BEST and are EQUALLED only by such other goods as are manufactured by us.



Write for Trade Discounts.

The Clauss Shear Co., :: :: Toronto, Ont.

PREPARED PAINTS.

	Quart cans
Barn (in bbls.)	0 60 0 90
Sherwin-Williams paints	1 60
Canada Paint Co.'s pure	1 40
Standard P. & V. Co.'s "New Era"	1 30
Benj. Moore Co.'s "Ark" B'd	1 25
Moore's pure linseed oil, H.C.	1 35
Jamieson's "Crown and Anchor"	1 40
Ramsay's paints, Pure, per gal.	1 30
Thistle	1 10
Martin-Senour 100 p.c. pure	1 60
Senour's Floor Paints	1 35
Jamieson's "Crown and Anchor"	1 40
Jamieson's floor enamel	1 75
Sanderson Peary's, pure	1 25
Robertson's pure paints	1 25

PUTTY.

Bulk in bbls.	1 65
Bladders in lb's.	1 90
25-lb. tins.	2 00
Bulk in 100-lb. irons.	1 90

SHINGLE STAINS.

In 5-gallon tins.	0 75
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TURPENTINE AND OIL.

Prime white petroleum	per gal. 0 13
Water white	" 0 15
Pratt's astral	" 0 17
Castor oil, per lb.	0 69 0 10
Motor Gasoline	single bbls. 0 18
Benzine, per gal. single bbls.	0 17
Turpentine, single barrels	0 59 0 60
Linseed Oil,	raw 0 50 0 53
"	boiled 0 53 0 56

WHITE LEAD GROUND IN OIL. Per 100 lb.

	Montreal	Toronto
Canadian pure	5 35	5 75
No. 1 Canadian	5 10	5 60
Munro's Select Flake White	5 85	6 00
Elophant Genuine	5 85	5 90
Dissolvers' Pure	5 60	5 75
Tiger Pure	5 65	5 75
Essex Genuine	5 90	5 90
Brandram's B. B. Genuine	6 75	6 90
"Anchor," pure	5 50	5 65
Ramsay's Pure Lead	5 65	5 90
Ramsay's Exterior	5 25	5 75
"Crown and Anchor," pure	5 50	5 65
Sanderson Peary's	5 90	5 90
Robertson's O.P., lead	5 60	5 90

RED DRY LEAD.

Genuine, 560 lb. casks, per cwt	4 50 4 75
Genuine, 100 lb. kegs,	5 00 5 25

WINDOW GLASS.

S ize United	Star	Double
inches.	\$4 25	Diamond
Under 36	15 25	15 25
26 to 40	4 15	7 50
41 to 50	5 10	7 75
51 to 60	5 35	8 50
61 to 70	5 75	9 75
71 to 80	6 25	11 00
81 to 85	7 10	12 50
86 to 90		15 00
91 to 95		17 50
96 to 100		20 50

Toronto. List 20 p.c. Broken boxes 50 p.c.

WHITING.

Plain, in bbls.	0 60
Gilders bolted in barrels.	0 90

WHITE DRY ZINC.

Extra Red Seal, V.M.	0 67
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WHITE ZINC IN OIL.

Pure, in 25-lb. irons	0 08
No. 1,	" 0 07
No. 2,	" 0 05

SHELLAC VARNISH.

Pure White, in barrels	2 00
Pure Orange,	1 90
No. 1 Orange,	1 55

VARNISHES.

	Per gal. cans
Carriage, No. 1	1 50
Pale durable body	3 50
" hard rubbing	3 70
Finest elastic gearing	3 00
Elastic oak	2 50
Furniture, polishing	1 00
Furniture, extra	1 15
" No. 1	0 90
" union	0 85

Light oil finish	1 30
Gold size Japan	2 00
Brown Japan	1 00
No. 1 brown Japan	0 95
Baking black Japan	1 35
No. 1 black Japan	0 90
Benzine black Japan	0 70
Crystal Damar	2 50
No. 1	2 25
Pure asphaltum	1 40
Oilcloth	1 50
Lightning dryer	0 75
Granitine floor varnish, per gal.	2 50
Maple Leaf coach enamel, size 1	1 20
Sherwin-Williams' kopal varnish, gal.	2 50
Canada Paint Co's sun varnish	2 00
"Kyanize" Interior Finish	2 40
"Flint-Lac," coach	1 80
B.H. Co's "Gold Medal," in cases	2 50
Jamieson's Copalene, per gal.	2 50
Plattine floor finish, per gal.	3 01
Elastica exterior finish, 1 gal. can	4 25

MISCELLANEOUS.

Stovepipe varnish, 1 pint, \$3 per gross.	
Beeswax, per lb., 40 cents	
Pine tar, half pint tins, 70 cents per doz.	
Plaster of Paris, per bbl., \$2.25.	

BUILDERS' HARDWARE.

BELLS.

Brass hand bells, 60 per cent.	
Nickel, 55 per cent.	
Gongs, Sargeant's door bells, 5 50 8 00	
American, house bells, per lb. 0 35 0 40	
Peterboro' door bells, 37 1/2 and 10 off new list.	

ONTARIO AND QUEBEC.

Slater's felt per roll	0 70
O. K. paper, No. 1, per roll	0 75
O. K. paper, No. 2,	0 70
Dry Cyclone, per roll	0 50
Tarred Cyclone, per roll	0 60
Resin sized, per roll	0 45
Dry Sheathing, per roll	0 32
Tarred	0 40
Heavy straw, dry & tarred, per ton	37 50
In Maritime Provinces	42 50
Carpet Felt, per 100 lbs	2 75
Tarred Felt, per 100 lbs	2 00
Pitch, Boston or Sydney, per 100 lbs	0 75
Pitch, Scotch, per 100 lbs	0 65
Heavy Fibre, 32' & 60', per 100 lbs	3 00
2 Ply Ready Roofing, per roll	0 90
3	1 15
2 Ply complete, per roll	1 30
3	1 50
Cement, barrels, per gal.	0 15
tins	0 20
Coal Tar, per barrel	3 50
Coal Tar, (ins, per gal.	0 15
Refined Coal Tar, per barrel	4 50
Shingle varnish per barrel	4 50
Caps and Nails, per lb.	0 05
Mop cotton, per lb.	0 15

WUTTS.

Wrought Brass, net revised list.	
Cast Iron Loose Pin, 50 per cent.	
Wrought Steel Fast Joint and Loose Pin, 65 and 10 per cent.	

CEMENT AND FIREBRICK.

Canadian Portland	1 85 2 10
Belgium	1 60 1 90
White Bros. English	2 00 2 05
"Lafarge" cement in wood	3 40
"Iron Clad" cotton	2 11
Iron Clad "paper"	2 15
wood	2 25
Fire brick, Scotch, per 1,000	27 00 30 00
" English	17 00 21 00
" American, low	23 00 25 00
" high	27 50 35 00
Fire clay (Scotch), net ton	4 95
Paving Blocks per 1,000.	
Blue metallic, 9"x4"x3", ex wharf	36 00
Stable pavers, 12"x8"x2", ex wharf	50 00
Stable pavers, 9"x4"x3", ex wharf	36 00

DOOR SETS.

Peterboro, 45 and 10 per cent.	
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DOOR SPRINGS.

Torrey's Rod	per doz. 1 75
Coil, 9 to 11 in.	" 0 95 1 65
English	" 2 00 4 00
Chicago and Reliance Coil	25 per cent.

ESCUTCHEONS.

Discount 50 and 10 per cent., new list	
Peterboro, 45 and 10 per cent.	

ESCUTCHEON PINS.

Steel, discount 45 per cent.	
Brass, 50 per cent.	

HINGES.

Blind, discount 50 per cent.	
Heavy T and strap, 4-in 100 lb. net.	7 25
" " 5-in.	7 00
" " 6-in.	6 75
" " 8-in.	6 50
" " 10-in. and larger	6 25
Light T and strap, discount 65 p.c.	
Screw hook and hinge—	
under 12 in. per 100 lb.	4 75
over 12 in.	3 75
Crate hinges and back flaps, 65 and 5 p.c.	
Chest hinges and hinge hasps, 65 p.c.	

SPRING HINGES.

Spring, per gro., No. 5, \$17.50	No. 10, \$18;
No. 20, \$10.80;	No. 120, \$20;
No. 51,	\$10;
No. 50, \$27.50.	
Chicago Spring Butts and Blanks	12 1/2 per cent.
Triple End Spring Butts, 30 and 10 per cent.	
Chicago Floor Hinges, 37 1/2 and 5 off.	
Garden City Fire House Hinges, 12 1/2 p.c.	
"Chief" floor hinge, 50 p.c.	

CAST IRON HOOKS.

Bird cage	per doz. 0 50 1 10
Clothes line, No. 61	" 0 00 0 70
Harness	" 0 60 12 00
Hat and coat	per gro. 1 10 10 00
Chandelier	per doz. 0 50 1 00
Wrought hooks and staples—	
3 1/2 x 5	per gross 2 65
5 1/2 x 5	" 3 30
Bright wire hooks, 60 p.c.	
Bright steel gate hooks and staples, 40 p.c.	
Crescent hat and coat wire, 60 per cent.	
Screw, bright wire, 65 per cent.	

KNOBES.

Door, japanned and N.P., doz	1 50 2 50
Bronze, Berlin	per doz. 2 75 3 25
Bronze, Genuine	" 6 00 9 00
Shutter, porcelain, F. & L.	
screw	per gross 1 30 2 00
White door knobs	per doz. 2 00
Peterboro knobs, 45 and 10 per cent.	
Porcelain, mineral and jet knobs, net list.	

KEYS.

Lock, Canadian 40 and 10 per cent.	
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LOCKS.

Peterboro, 45 and 10 per cent.	
Russell & Wain, steel rim \$2.50 per doz	
Eagle cabinet locks, discount 30 per cent	
American padlocks, all steel, 10 to 15 per cent.; all brass or bronze, 10 to 25 per cent.	

SAND AND EMERY PAPER.

B. & A. sand, discount, 35 per cent	
Emery, discount 35 per cent.	
Garnet (Rurton's) 5 to 10 per cent. advance	

SASH WEIGHTS.

Sectional	per 100 lb. 2 00 2 25
Solid	" 1 50 1 75

SASH COORD.

Per lb.	0 31
BLIND AND BED STAPLES.	
All sizes, per lb.	0 07 0 10
WROUGHT STAPLES.	
Galvanized	2 75
Plain	2 50
Coopers, 45 per cent.	
Poultry netting staples, 40 per cent.	
Bright spear point, 75 per cent.	

TOOLS AND HANDLES.

ADZES.

Discount 23 1/2 per cent.	
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AXES.

Single bit, per doz.	6 00 9 00
Double bit,	" 10 00 11 00
Bench Axes, 40 per cent.	
Broad Axes, 25 per cent.	
Hunters' Axes	5 50 6 00
Boys' Axes	6 25 7 00
Splitting Axes	7 00 9 00

Handled Axes	7 00 9 00
Red Ridge, boys', handled	5 75
" hunters'	5 25

BITS.

Ford's auger bits, 30 and 10 per cent.	
Irwin's auger, 47 1/2 per cent.	
Gilmour's auger, 60 per cent.	
Rockford auger, 50 and 10 per cent.	
Jennings' Gen. auger, net list.	
Gilmour's car, 47 1/2 per cent.	
Clark's expansive, 40 per cent.	
Clark's gimlet, per doz	0 65
Diamond, Shell, per doz	1 00
Nail and Spike, per gross	2 25

BUTCHERS' OLEAVERS.

German	per doz. 7 00 9 00
American	" 12 00 18 00

CHALK.

Carpenters' Colored, per gross	0 45 0 75
White lump	per cwt. 0 60 0 65

CHISELS.

Warrnocks, discount 70 and 5 per cent.	
P. S. & W. Extra, discount, 70 per cent.	

CROSSCUT SAW HANDLES.

S. & D., No. 3	per pair 0 13
S. & D., " 5	" 0 11 1/2
" 6	" 0 18
Boynton pattern	" 0 20

CROWBARS.

3 1/2 c. to 4 c. per lb.	
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DRAW KNIVES.

Coach and Wagon, 75 and 5 per cent.	
Carpenters' 75 per cent.	

DRILLS.

Millar's Falls, hand and breast, net list.	
North Bros., each set, 50c.	

DRILL BITS.

Morse, discount 37 1/2 to 40 per cent.	
Standard, discount 50 and 5 to 55 per cent.	

FILES AND RASPS.

Great Western, Disston's, Arcade, Kearney & Foot, American, J. Barton Smith, McClellan, Eagle and Globe, in ordinary quantities, 70 and 10 per cent.	
Nicholson 66 1/2 p.c.; Black Diamond, 60 and 10 p.c.	
Jowitt's, English list, 27 1/2 per cent.	

GAUGES.

Stanley's discount 50 to 60 per cent.	
Winn's, Nos. 26 to 33	each 1 65 2 40

HANDLES.

Second growth ash fork, hoe, rake and shovel handles, 40 p.c.	
Extra ash fork, hoe, rake and shovel handles, 45 p.c.	
No. 1 and 2 ash fork, hoe, rake and shovel handles, 50 p.c.	
White ash whiffetrees and neckyokes, 35 p.c.	
All other ash goods, 40 p.c.	
o carriage and express whiffetrees, 40 p.c.	
Hickory, maple, oak carriage and express whiffetrees, 45 p.c.	

HAMMERS.

Maydole's, 5 to 10 per cent.	
Canadian, 25 to 27 1/2 per cent.	
Magnetic tool	per doz. 1 10 1 20
Canadian sledge	per lb. 0 07 0 04 1/2
Canadian ball peen, per lb.	0 22 0 25

HATCHETS.

Canadian, discount 40 to 42 1/2 per cent.	
Shingle, Red Ridge 1, per doz.	4 40
" 2,	4 80
Barrel Underhill	5 05

For Over Thirty Years

Paterson's goods have represented the highest standard of quality, both in material and manufacture.

AMATITE READY ROOFING.—Mineral surfaced.
Needs no painting.

WIRE-EDGED READY ROOFING.—Over half a million rolls used in Canada.

BEST TARRED WOOL ROOFING FELT.

PURE COAL TAR ROOFING PITCH.

PLAIN AND TARRED BUILDING PAPERS.

The Paterson Manufacturing Co., Limited

TORONTO MONTREAL WINNIPEG

PLANES.
Wood bench, Canadian, 40, American, 25 p.c.
wood, fancy, 37½ to 40 per cent.
Stanley planes, \$1.55 to \$3.60, net list prices.

PLANE IRONS.
English per doz. 2 00 5 00
Stanley, 2½ inch, single 24c., double 39c.

PLIERS AND NIPPERS.
Button's genuine, 37½ to 40 per cent.
Button's imitation per doz. 5 00 9 00
Berg's wire fencing 1 72 5 50

PUNCHES.
Saddlers per doz. 1 00 1 85
Conductor's 3 00 15 00
Tinner's, solid per set 0 72
" hollow per inch 1 00

RIVET SETS.
Canadian, discount 35 to 37½ per cent.

RULES.
Boxwood, discount 70 per cent.
Ivory, discount 20 to 25 per cent.

SAWS.
Atkins, hand and crosscut, 25 per cent.
Disston's Hand, discount 12½ per cent.
Disston's Crosscut per foot 0 35 0 55
Hack, complete each 0 75 2 75
" frame only each 0 50 1 25
S. & D. solid tooth circular shingle, concave and band, 50 per cent.; mill and ice, drag, 30 per cent.; cross-cut, 35 per cent.; hand saws, butcher, 35 per cent.; buck, New Century, \$6.25; buck, No. 1 Maple Leaf, \$5.25; buck, Happy Medium, \$4.25; buck, Watch Spring, \$4.25; buck, common frame, \$4.00.
Spear & Jackson's saws—Hand or rip, 25 in., \$12.75; 28 in., \$14.25; panel, 18 in., \$8.25; 20 in., \$9; tenon, 10 in., \$9.90; 12 in., \$10.90; 14 in., \$11.50.

SAW SETS.
Lincoln and Whiting 4 75
Hand Set, Perfect 4 00
X-Cut Set, 7 50
Maple Leaf and Premiums saw sets, 40 off.
S. & D. saw swages, 40 off.

SCREW DRIVERS.
Sargent's per doz. 0 65 1 00
North Bros., No. 30 per doz. 16 80

SHOVELS AND SPADES.
Canadian, 45 per cent.

SQUARES.
Steel, No. 14, 75 and 2½, doz. \$23 80
Iron, No. 492, 1 85
" " 493 2 45
" " 494 3 25

TAPE LINES.
English, ass skin, No. 1921, 66 ft., doz. 2 85
American, ass skin, No. 714, 66 ft., doz. 3 15
Larkins, linen, No. 934, 66 ft., doz. 9 95
" steel, No. 264, 66 ft., doz. 37 60
Chesterman's, linen, No. 1822, 66 ft. ea. 1 10
" steel, No. 1820, 1 70

TROWELS.
Disston's, discount 10 per cent.
S. & D. discount 35 per cent.
Berg's, brick, 924x11 4 00
" pointing, 924x5 2 10

FARM AND GARDEN GOODS

BELLS.
American cow bells, 83½ per cent.
Canadian, discount 50 per cent.

BULL RINGS.
Copper, \$2.00 for 2½-inch

CATTLE LEADERS.
Nos. 32 and 33 per gross 7 50 8 50

BARN DOOR HANGERS.

Stearns wood track doz. pairs 4 50 8 00
Zenith 9 00
Atlas, steel covered 5 00 6 00
Perfect 8 00 11 00
New Milo, flexible 3 25
Steel, track, 1 x 3-16 in (100 ft) 3 25
" " 1½ x 3-16 in (100 ft) 4 75

Double strap hangers, doz. sets 6 40
Standard jointed hangers, " 6 40
Steel King hangers 6 25
Storm King and safety hangers 7 00
" rail 4 25

Chicago Friction Oscillating and Big Twin Hangers, 5 per cent.

HARVEST TOOLS.
50 and 10 per cent.
" sidewalk and stable scrapers, 40 off.

HAY KNIVES.
Net list.

HEAD HALTERS.
Jute Rope, ½-inch per gross 9 00
" " " " 10 00
" " " " 12 00
Leather, 1-inch per doz. 4 00
Leather, 1½ 5 20
Web 2 45

HUMS.
Garden, 50 and 10 per cent.
Planter per doz. 4 00 4 50

HOSE COUPLERS.
Time Savers, per doz ½ and ¾ inch 3 31

LAWN MOWERS.
Taylor Forbes Co.—8 in. wheel, 3 knives, 12 in., \$5.25; 9 in. wheel, 3 knives, 12 in., \$6.75; 9 in. wheel, 5 knives, 12 in., \$7.75; 10½ in. wheel, 4 knives, 12 in., \$9.10; 10½ in. wheel, 4 knives, 12 in., ball bearing, \$10.00 50 per cent. Dated April 1. F.O.B. Guelph.
D. Maxwell & Sons—8 in. open wheel, 3 knives, 12 in. \$2.75; 8 in. open wheel, 4 knives, 12 in. sizes, \$2.85; 9 in. wheel, 3 knives, 12 in. sizes, \$2.95; 9 in. wheel, 4 knives, 12 in. sizes, \$3.05; 10½ in. wheel, 4 knives, 12 in. sizes, \$4; 10½ in. wheel, 5 knives, 12 in. ball bearing, \$5.70.

SCYTHES.
Per doz. net 6 25 9 25

SCYTHE SNATHS.
Canadian, discount 40 per cent.

SHAVE.
Harness, German, 25 per cent.
Lock, Andrews 4 50 11 00

STABLE FITTINGS.
Warden King, 25 per cent.
Dennis Wire & Iron Co., 3¾ p.c.

WOOD HAY RAKES.
40 and 10 per cent.
S. & D. lawn rakes, Dunn's, 40 p.c.

HEAVY GOODS, NAILS, ETC.

ANVILS.
Wright's, 80-lb. and over 0 104
Hay Rudden, 80-lb. and over 0 094
Brook's, 80-lb. and over 0 114
Taylor-Forbes, prospectors 0 05
Columbia Hardware Co., per lb. 0 094

VISES.
Wright's 0 134
Berg's, per lb. 0 124
Brook's 0 124
Pipe Vise, Hinge, No. 1 3 50
" No. 2 5 50
Saw Vise 4 50 5 00
Blacksmith's, 60; parallel, 45 per cent.

BOILTS AND NUTS.
Carriage Bolts, common (\$1 list) Per cent.
" " and smaller 60, 10 and 10
" " 7-16 and up 60
" " Norway Iron (\$3 list) 60
Machine Bolts, 7-16 and up 60, 10 and 10
Machine Bolts, 7-16 and up 60, 10 and 10
Blank Bolts 60
Bolt Ends 60
Sleigh Shoe Bolts, 7-16 and less 60 and 10
" " 7-16 and larger 55 and 5
Coach Screws, cone point 70 and 124
Nuts, square, all sizes, 40c. per lb. off.
Nuts, hexagon, all sizes, 40c. per lb. off.
Stove Rods per lb., 5½ to 60.
Stove Bolts, 75

CHAIN.
Proof coil, per 100 lb., ¼ in., \$6.00; 5-16 in., \$4.85; ¾ in., \$4.25; 7-16 in., \$4.00; 1 in., \$3.75; 1-16 in., \$3.70; 1 in., \$3.65; 1 in., \$3.60; 1 in., \$3.45; 1 in., \$3.40.

Haister, kennel and post chains, 40 to 40 and 5 per cent.; Cow ties, 40 per cent.; Tie out

chains 65 per cent.; Stall fixtures, 35 per cent.; Trace chain, 45 per cent.; Jack chain iron, 50 per cent.; Jack chain, brass, 60 per cent.

HORSE NAILS.
M.R.M. cold forged process, list Feb. 1, 1908, \$2.45 per box base.

"O" brand, list March 2, 1908, \$2.75 per box, base sizes 10 to 14. 10 per cent.
Capewell brand, quotations on application.

HORSESHOES.
M.R.M. brand: iron, light and medium, No. 1 and smaller, \$3.75; No. 2 and larger, \$3.50; snow pattern No. 1 and smaller, \$4.00, No. 2 and larger, \$3.75; "X.L." new right steel, No. 1 and smaller, \$4.10; No. 2 and larger, \$3.85; "X.L." featherweight steel, No. 0 to 4, \$5.25; Special countersunk steel, No. 0 to 4, \$5.50 plug; toe-weight, all sizes, \$6.00. F.O.B. Montreal. Extras for packing.

Toecalks Standard Blunt No. 1 and smaller, \$1.50; No. 2 and larger, \$1.25. Sharp No. 1 and smaller, \$1.75; No. 2 and larger, \$1.50 per box. Sharp. Put up in 25 lb. bxs.

HORSE WEIGHTS.
Taylor-Forbes, 44c. per lb.

NAILS.
2d 3 80 3 25
3d 2 85 2 95
4 and 5d 2 70 2 65
6 and 7d 2 80 2 55
8 and 9d 2 45 2 40
10 and 12d 2 40 2 35
16 and 20d 2 35 2 30
30, 40, 50 and 60d (base) 2 30 2 25
F.O.B. Montreal. Toronto 5 cents higher.
Out nails, Toronto 30c. higher.
Miscellaneous wire nails, 75 per cent.
Coopers' nails, 3¾ per cent.

PRESSED SPIKES.
Pressed spikes, ½ diameter, per 100 lbs. \$3.00

RIVETS AND BURS.
Iron Rivets, black and tinned, 60, 10 and 10.
Iron Burs, discount 60 and 10 and 10 p.c.
Copper Rivets, usual proportion burs, 35 and 12½ per cent.
Copper Burs only, 15 p.c.
Extras on Coppered Rivets ½-lb. packages 1c. per lb.; 1-lb. packages 2c. lb.
Tinned Rivets, net extra, 4c. per lb.

SCREWS.
Wood, F. H., bright and steel, 85 and 10 p.c.
" F. H., bright, 80 and 10 per cent.
" F. H., brass, 75 and 10 per cent.
" R. H., " 70 and 10 per cent.
" F. H., bronze, 70 and 10 per cent.
" R. H., " 65 and 10 per cent.

Drive Screws, dis. 87½ per cent.
Bench, wood per doz. 3 25
" iron 4 25
Set, case hardened, dis. 60 per cent.
Square Cap, dis. 50 and 5 per cent.
Hexagon Cap, dis. 45 per cent.

MACHINE SCREWS.
Flat head, iron and brass, 35 per cent.
Fellister head, iron, 30; brass, 25 per cent.

TACKS, BRADS, ETC.
Carpet tacks, blued, 75 p.c.; tinned, 80; (in kegs), 40; out tacks, blued, in dozens only, 75; ½ weights, 60; Swedes out tacks, blued and tinned, bulk, 80 and 15 dozens, 75; Swedes, upholsterers', bulk, 35 and 10; brush, blued and tinned, bulk, 70; Swedes, gimp, blued, tinned and japanned, 75 and 124; zinc tacks, 35; leather carpet tacks, 35; copper tacks, 45; copper nails 60; trunk nails, black, 65; trunk nails, tinned and blued, 85; clout nails, blued and tinned 65; chair nails, 36; patent brads, 40; fine finishing, 40; lining tacks, in papers, net; lining tacks, in bulk, 15; lining tacks, solid heads, in bulk, 75; saddle nails, in papers, 10; saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glaziers' points 5; double pointed tacks, papers, 90 and 10 double pointed tacks, bulk, 40; clinch point shoe rivets, 45; cheese box tacks, 85; trunk tacks, 80 and 10.

WROUGHT IRON WASHERS.
Canadian, discount 50 per cent.

SPORTING GOODS.

CARTRIDGES.

"Dominion" Rim Fire Cartridges and O.B. caps, 50 and 7½ per cent.; Rim Fire B.B. Round Caps, 60 and 2½ per cent., Centre Fire, Pistol and Rifle Cartridges, 30 p.c.; Centre Fire Sporting and Military Cartridges, 2½ and 5 p.c. Primers, 100, 15 p.c. 250, 20 p.c.

LOADED SHELLS.

"Crown" Black Powder, 15 and 5 p.c.; "Sovereign" Empire Bulk Smokeless Powder 30 and 5 p.c.; "Regal" Ballistite Dense Smokeless Powder, 30 and 5 p.c.; "Imperial" Empire or Ballistite Powder, 30 and 5 p.c.

EMPTY SHELLS.

Paper Shells, 10 and 10; Brass Shells, 55 and 5 p.c.

WADS.
Best thick brown or grey felt wads, in ¼-lb. bags per lb. \$0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges 0 29
Best thick white card wads, in boxes of 500 each, 10 gauge 0 35
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges 0 20
Thin card wads, in boxes of 1,000 each, 10 gauge 0 25
Chemically prepared black edge grey cloth wads, in boxes of 250 each—Per M 11 and smaller gauge 0 60
9 and 10 gauges 0 70
5 and 8 0 90
5 and 6 1 10
Superior chemically prepared pink edge, best white cloth wads in boxes of 250 each—

11 and smaller gauge 1 15
9 and 10 gauges 1 40
7 and 8 1 65
6 and 9 1 90

SHOT.
Ordinary drop shot, AAA to dust \$7.50 per 100 lbs. Discount 20 per cent; cash discount, 20 per cent, 30 days; net extras as follows subject to cash discount only; Chilled, 40 c.; buck and seal, 80c.; no. 28 ball, \$1.20 per 100 lbs.; bags less than 25 lbs., 1c. per lb.; F.O.B. Montreal, Toronto, Hamilton, London, St. John and Halifax, and freight equalized thereon.

TRAPS (steel)
Game, Newhouse, discount 30 and 10 per cent.
Game, Hawley & Norton, 50, 10 & 5 per cent.
Game, Victor, 70 per cent.
Game, Onaida Jump (B. & L.) 40 & 2½ p.c.
Game, steel, 60 and 5 per cent.

SKATES.
Skates, discount 37½ per cent.
Empire hockey sticks, per doz. .. 3 00 3 50

CUTLERY AND SILVERWARE.

RAZORS.
Elliot's 4 00 18 00
Boker's 7 50 11 00
" King Cutter 13 50 18 50
Wade & Butcher's 3 60 10 00
Lewis Bros., "Klean Kutter" 8 50 10 50
Henckels' 7 50 20 00
Claus automatic safety 27 00
Claus perfect stropper 16 00
Berg's 7 50 20 00
Claus Razors and Strops, 50 per cent

KNIVES.
Farriers-Stacey Bros., doz 3 50
Claus, 50 and 25 per cent.

PLATED GOODS.
Hollowware, 40 per cent. discount.
Flatware, staples, 40 and 10, fancy, 40 and 5.
Hutton's "Cross Arrow" flatware, 42½; "Singalese" and "Alaska" Nevada silver flatware, 42 p.c.

Chasing Up The Business

If you care to get out among the people—especially those who are building—you can pick up lots of orders for fixtures. But, first of all, you ought to have a line of fixtures that is thoroughly up-to-date. We can supply your needs perfectly in this respect. Write for our list to-day.

The Barton Netting Company, Limited

Mantles, Grates, Tiles,
Fire-place Furnishings, Mosaics, Etc.

38 Ouelette Ave., Windsor, Ontario



SHEARS.
Clausen steel scissors and shears, 60; Japan, 65; tailors, 40; pruning, 70.
Seymour's, 5j and 10 per cent.

HOUSE FURNISHINGS.

APPLE PARERS.
Hudson, per doz., net 5 75

BIRD CAGES.

Brass and Japanned, 40 p.c.
COPPER AND NICKEL WARE.
Copper boilers, kettles, teapots, etc. 45 p.c.
Copper pitta, 30 per cent.

KITCHEN ENAMELED WARE.
White ware, 75 per cent.
London and Princess, 50 per cent.
Canada, Diamond, Premier, 50 and 10 p.c.
Pearl, Imperial, Crescent and granite steel, 90 and 10 per cent.
Premier steel ware, 40 per cent.
Star decorated steel and white, 25 per cent.
Japanned ware, 45 per cent.
Hollow ware, tinned cast, 35 per cent. off.

KITCHEN SUNDRIES.

Asbestos mats, 50 p.c.
Can openers, per doz. 0 40 0 75
Mincing knives per doz. 0 50 0 80
Duplex mouse traps, per doz. 0 65
Potato mashers, w/rod, per doz. 0 80 0 70
Vegetable slicers, per doz. 0 50 0 60
Universal meat chopper No. 1. 2 25
Enterprise chopper, each 1 15
Spiders and fry pans, 50 per cent.
Star Al chopper 5 to 32 1 35 4 10
" 100 to 103 1 35 2 00
Kitchen hooks, bright 0 60
Toasters, 50 p.c.

LAMP WICKS.

Discount, 60 per cent.

LEMON SQUEEZERS.

Porcelain lined..... per doz. 2 20 5 60
Galvanized..... " 1 87 3 85
King, wood..... " 2 75 2 90
King, glass..... " 4 00 4 50
All glass..... " 0 50 0 90

METAL POLISH.

Tandem metal polish paste..... 6 00

PICTURE NAILS.

Porcelain head..... per gross 1 35 1 50
Brass head..... " 0 40 1 00
Tin and gilt, picture wire, 75 per cent.

SAD IRONS.

Mrs. Potts, No. 55, polished..... per set 0 90
" No. 50, nickel-plated, " 0 95
" handles, japanned, per gross 9 25
" nickled, " 9 75
Common, plain..... 4 25
" plated..... 5 50
Asbestos, per set..... 1 50

TINWARE.

CONDUCTOR PIPE.

2-in. plain or corrugated, per 100 feet, \$3.30; 3 in., \$4.40; 4 in., \$5.80; 5 in., \$7.45; 6 in., \$9.90.

FAUCETS.

Common, cork-lined, 35 per cent.

SAVETROUGHS.

10-inch per 100 ft. 3 30

FACTORY MILK CANS.

Discount off revised list, 35 per cent.
Milk can trimmings, discount 25 per cent.
Creamery Cans, 45 per cent

LANTERNS.

No. 2 or 4 Plain Oil Blast..... per doz. 6 75
Lift Tubular and Hinge Plain, " 5 00
Japanning, 50c. per doz. extra.
Prism globes, per doz., \$1.20.

OILERS.

Kemp's Tornado and McClary's Model galvanized oil can, with pump, 5 gallon, per dozen 10 92
Davidson oilers, 40 per cent
Zinc and tin, 50 per cent.
Coppered oilers, 30 per cent. off.
Brass oilers, 30 per cent. off.
Malleable, 35 per cent

PAIS (GALVANIZED).

Duffin pattern pails, 45 per cent.
glaring pattern, 45 per cent.
Galvanized wash tubs 40 per cent

PIECED WARE.

Discount 35 per cent off list, June, 1899.
10-qt. flaring sap buckets, 35 per cent.
6, 10 and 14-qt. flaring pails 35 per cent.
Copper bottom tea kettles and boilers, 30 p.c.
Coal hods, 40 per cent.

STAMPED WARE.

Plain, 75 and 12½ per cent. off revised list.
Retinned, 72½ per cent. revised list.

SAP SPOUTS.

Bronzed iron with hooks per 1,000 7 50
Eureka tinned steel, hooks 8 00

STOVEPIPES.

5 and 6 inch, per 100 lengths 7 64 7 91
7 inch..... " 8 18
Nestable, discount, 40 per cent.

STOVEPIPE ELBOWS.

5 and 6-inch, common..... per doz. 1 32
7-inch..... " 1 48
Polished, 15c. per dozen extra.

THERMOMETERS.

Tin case and dairy, 75 to 75 and 10 per cent.

TINNERS' SNIPS.

Per doz..... 3 00 15 00
Clausen, discount 35 per cent.

TINNERS' TRIMMINGS.

Discount, 45 per cent.

WIRE.

ANNEALED CUT HAY BAILING WIRE.

No. 12 and 13, \$4; No. 13½, \$4.10; No. 14, \$4.25; No. 15, \$4.50; in lengths 6' to 11', 25 per cent.; other lengths 20c. per 100 lbs. extra; if eye or loop on end add 25c. per 100 lbs. to the above.

BRIGHT WIRE GOODS.

Discount 50 per cent.

CLOTHES LINE WIRE.

No. 7 wire solid line, No. 17, \$4.90; No. 18, \$5.00; No. 19, \$5.20; 6 wire solid line, No. 17, \$4.45; No. 18, \$4.10; No. 19, \$2.80. All prices per 1000 ft. measure; 6 strand, No. 18, \$2.60; No. 19, \$2.90. -F.O.B. Hamilton, Toronto, Montreal.

COILED SPRING WIRE.

High Carbon, No. 9, \$2.95; No. 11, \$3.50; No. 12, \$3.20.

COPPER AND BRASS WIRE.

Discount 50 per cent.

FINE STEEL WIRE.

Discount 25 per cent. List of extras
In 100-lb. lots: No. 17, \$5 - No. 18, \$5.50 - No. 19, \$6 - No. 20, \$6.65 - No. 21, \$7 - No. 22, \$7.30 - No. 23, \$7.65 - No. 24, \$8 - No. 25, \$8.20 - No. 26, \$9.50 - No. 27, \$10 - No. 28, \$11 - No. 29, \$12 - No. 30, \$13 - No. 31, \$14 - No. 32, \$15 - No. 33, \$16 - No. 34, \$17. Extras net-tinned wire, Nos. 17-25 \$2 - Nos. 26-31, \$4 - Nos. 32-34, \$6. Coppered, 75c.-olling, 10c.-in 25-lb. bundles, 15c.-in 5 and 10-lb. bundles, 25c.-in 1-lb. hanks, 25c.-in 1-lb. hanks, 38c.-in 1-lb. hanks, 50c. packed in cases or cases, 15c.-bagging or papering, 10c.

FENCE STAPLES.

Bright. 2 80 Galvanized.... 3 20

HAY WIRE IN COILS.

No. 13, \$2.70; No. 14, \$2.80; No. 15, \$2.95; f.o.b., Montreal.

GALVANIZED WIRE.

Per 100 lb.-Nos. 4 and 5, \$3.95 - Nos. 6, 7, 8, \$3.40 - No. 9, \$2.90 - No. 10, \$3.45 - No. 11, \$3.50 - No. 12, \$3.05 - No. 13, \$3.15 - No. 14, \$4.00. Base sizes, Nos. 6 to 9, \$2.35 f.o.b. Cleveland in car lots. List for cut and straightened wire per 100 lbs. Extras for cutting.

LIGHT STRAIGHTENED WIRE.

Gauge No. Over 20 in. 10 to 20 in. 5 to 10 in.
0 to 5 \$0.50 \$0.75 \$1.25
6 to 9 0 75 1 25 2 50
10 to 11 1 00 1 75 2 50
12 to 14 1 50 2 25 3 50
15 to 16 2 00 3 00 4 50

SMOOTH STEEL WIRE.

No. 9 gauge, \$2.40; No. 10 gauge, 6c extra; No. 11 gauge, 12c extra; No. 12 gauge, 20c. extra; No. 13 gauge, 30c. extra; No. 14 gauge, 40c. extra; No. 15 gauge, 55c. extra; No. 16 gauge, 70c. extra. Add 60c. for coppering and \$2 for tinning.
Extra net per 100 lb.-Oiled wire 10c., spring wire \$1.25, bright soft drawn 15c., charcoal (extra quality) \$1.25, packed in cases or cases 15c., bagging and papering 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb. hanks, 50c., in 1-lb. hanks 75c., in 1-lb. hanks \$1.

POULTRY NETTING.

2-in. mesh, 19 w. g., 60 and 5 p.c. off. Other sizes, 60 and 5 p.c. off.

WIRE CLOTH.

Painted Screen, in 100-ft. rolls, \$1.70, per 100 sq. ft.; in 50-ft. rolls, \$1.75, per 100 sq. ft.

WIRE FENCING.

Galvanized barb..... 3 00
Galvanized, plain twist 3 35
Galvanized barb, f.o.b. Cleveland, \$2.75 for small lots and \$2.60 for carlots.

WIRE ROPE.

Galvanized, 1st grade, 6 strands, 24 wires, \$1, \$5; 1 inch \$16.80.
Black, 1st grade, 6 strands, 19 wires, \$1, \$5 1 inch \$15.10. Per 100 feet f.o.b. Toronto

WOODENWARE.

BROOMS.

Boeckh's 4 string..... 2 55 3 40
Nelson's..... 2 25 3 65
" bamboo..... 2 95 3 95

CHURNS.

No. 0, \$9; No. 1, \$9; No. 2, \$10; No. 3, \$11; No. 4, \$13; No. 5, \$16; f.o.b. Toronto Hamilton, London and St. Marys, 30 and 30 per cent; f.o.b. Ottawa, Kingston and Montreal, 40 and 15 per cent.

CLOTHES PINS.

Cane's, 5 gross loose, per case..... 0 60
" 4 " packages, per case 0 70

CLOTHES REELS.

Davis Clothes Reels, 40 per cent.

FIBRE WARE.

Star pails, per doz..... \$ 3 00
0 Tubs, " 14 00
1 " " 12 00
2 " " 10 00
3 " " 8 50

ICE CREAM FREEZERS.

White Mountain, 50 p.c.

LADDERS, EXTENSION.

3 to 6 feet, 12c. per foot; 7 to 10 ft., 13c. Waggoner Extension Ladders, 40 per cent.

MOPS AND IRONING BOARDS.

" Best " and " 900 " mops..... 1 25
Folding ironing boards..... 12 00 16 50

REFRIGERATORS.

Discount, 40 to 50 per cent.

SKILLET DOORS.

Common doors, 2 or 3 panel, walnut stained, 4-in. style..... per doz. 8 00
Common doors, 2 or 3 panel, grained only, 4-in., style..... per doz. 8 30
Common doors, 2 or 3 panel, light stair per doz..... 10 55

WASHBOARDS.

Cane's, per doz..... 1 10 3 35

WASHING MACHINES.

Round, re-rotting per doz. 60 00
Square 63 00
Eclipse, per doz 54 00
Downsall " 39 00
New Century, per doz 75 00
Daisy 54 00
Stephenson 74 00

WOODEN PAILS.

Cane's wire hoop, 2-hoop 1 90
" 3-hoop 2 95

WOODEN TUBS.

Cane's wire hoop, per doz., No. 0, \$11; No. 1 \$9; No. 2, \$7.50; No. 3, \$6.50.

WRINGERS.

Royal Canadian, 11 in., per doz. 35 00
Royal American, 11 in. 35 00
Eze, 10 in., per doz 36 75

MISCELLANEOUS

AXLE GREASE.

Ordinary, per gross 6 00 7 08
Best quality 10 00 12 00

HEATING.

Extra, 60 per cent.
Standard, 60 and 10 per cent.
No. 1, not wider than 6 in., 60, 10 and 10 p.c.
Agricultural, not wider than 4 in., 75 per cent.
Lace leather, per side, 75c.; cut laces, 80c.

BOOT CALKS.

Small and medium, ball per M 2 25
Small heel 4 50

CARPET STRETCHERS.

American per doz. 1 00 1 50
Bullard's 6 50

CASTORS.

Bed, new list, 55 to 57½ per cent.
Plate, discount 52½ to 57½ per cent.

PULLEYS.

Hothouse per doz. 0 55 1 00
Axle " 0 23 0 33
Screw " 0 22 1 00
Awning " 0 35 2 50

PUMPS.

Canadian cistern 1 40 3 00
Canadian pitcher spout 1 80 3 16
Berg's wing pump, 75 per cent.

ROPE AND TWINE.

Sisal 0 10
Pure Manila 0 13½
"British" Manila 0 11
Cotton, 3-16 inch and larger..... 0 21 0 23
" 5-32 inch 0 25 0 27
" 1 inch 0 25 0 28
Russia Deep Sea 0 18
Jute 0 09
Lath Yarn, single 0 09
" double 0 10
Sisal bed cord, 48 feet..... per doz. 0 65
" 60 feet..... " 0 80
" 72 feet..... " 0 95

Twine.

Bag, Russian twine, per lb. 0 27
Wrapping, cotton, 3-ply 0 25
" 4-ply 0 29
Mattress twine per lb. 0 38 0 45
Staging " 0 27 0 35

BINDER TWINE.

500 feet, sisal 0 08½
500 " standard 0 08½
550 " " manilla 0 09½
600 " " 0 11½
650 " " 0 13
Car lots, 3c. less; 5-ton lots, 3c. less.
Central delivery.

SCALES.

Gurney Standard, 35; Champion, 45 p.c.
Burrow, Stewart & Milne - Imperial Standard, 35; Weigh Beams, 35; Champion Scales, 45.
Fairbanks Standard, 30; Dominion, 50
Richelieu, 50.
Warren new Standard, 35; Champion, 45
Weigh Beams, 30.

STONES-OIL AND SOYBEAN.

Washita per lb. 0 25 0 37
Hindustan " 0 06 0 10
" slip " 0 18 0 20
" Axle " 0 10
Deer Creek " 0 10
Deerlok " 0 25
" Axle " 0 15
Lilly white " 0 10
Arkansas " 1 50
Water-of-Aff per gross 8 50 5 00
Soybean, 40 to 500 lb., per ton 30 00 22 00
" under 40 lb. 24 00
" 50 lb. and over 28 00

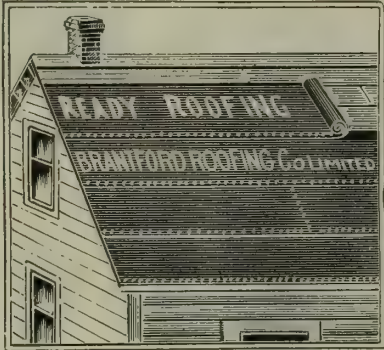
“Brantford” “Roofing”

Do not confuse our roofing with the ordinary tar paper kind, for Brantford Roofing is a distinctly superior article. The basis is pure wool felt completely saturated with asphalt. Waterproof, fireproof, acidproof. A roofing that you can recommend with confidence to your trade. Sell on sight. Samples free. Our prices are right.

No. 1 “Asphalt” 60 lbs.
No. 2 “ ” 70 lbs.
No. 3 “ ” 80 lbs.
per 100 square feet

No. 1 “Rubber” 32 lbs.
No. 2 “ ” 42 lbs.
No. 3 “ ” 52 lbs.
per 100 square feet

Put up in rolls 32 in. wide, protected by our patent ends. Nails and cement are in the core of each roll—ready to lay.



Brantford Roofing Co. Limited
Brantford, Canada

SELLING AGENTS:

Chas. A. Sullivan - P.O. Box 1053, Montreal
General Supply Co. of Canada, Limited { 219-221 Bank Street, Ottawa
147 Bannatyne Avenue East, Winnipeg, Man.
J. S. Mitchell & Co. - Sherbrooke, Que.
Fleck Bros., Limited - Vancouver, B.C.
Imperial Export Co. - Toronto, Ont.

“For the Hardwareman — reputation makes Success and the ‘GALT KIND’ makes reputation.”



Galt Expanded Steel Lath

Builders and Plasterers are rapidly discarding wooden lath for the more easily erected and fire-proof “GALT” Expanded Steel Lath, which does not crack or stain the plaster, holds it in place forever and on account of its “key” requires far less plaster than other laths. “GALT” Expanded Steel Lath is made by the rotary process which ensures flat, rigid sheets—no bags, no bulges, no bad ends.

Let the plasterers in your locality know that you can supply “GALT” Expanded Steel Lath and quote prices thereon. Send us their names and we will mail them samples, etc., and refer them to you as our agent.

THE GALT ART METAL CO.,

GALT, LIMITED - ONTARIO

DUNN BROS., W. D. BEATH & SON,
Winnipeg and Regina. Toronto, Ont.



PLYMOUTH CORDAGE COMPANY'S FACTORY
AT WELLAND, ONTARIO

High quality in any article always means satisfaction to the user. In all Cordage products it means not only satisfaction but economy as well.

We would like a chance to demonstrate this to every Cordage buyer in Canada. We know the truth so well that Plymouth Cordage Co. in all its goods makes one grade only—the best.

Look over this list, mark the items in which you are interested, tear out and mail to address below. You will receive promptly samples and full information.

Manila Rope	Transmission Rope	Bale Rope
Sisal Rope	Hide Cord	Lath Yarn
Clothes Lines	Leather Cord	Shingle Ties

INDEPENDENT CORDAGE COMPANY, LIMITED

Stocks at

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VANCOUVER

Canadian Sales Agents

55 Colborne St.
TORONTO, ONTARIO





CONGO

NEVER LEAK ROOFING

AMONG a dozen kinds of roofing in a store most practical purchasers will select Congo.

They like its smooth, clean, fine-looking surface.

They notice its remarkable pliability and they know that it therefore will be an easy matter to lay it snug and tight.

The toughness of Congo is sure to be admired and wins over the man that wants durability and reliability.

The customer who intends to cover an old rough shingle roof finds that Congo is just the strong kind of stuff he needs.

Sample and Booklet Free on Request.

UNITED ROOFING AND M'F'G. CO.

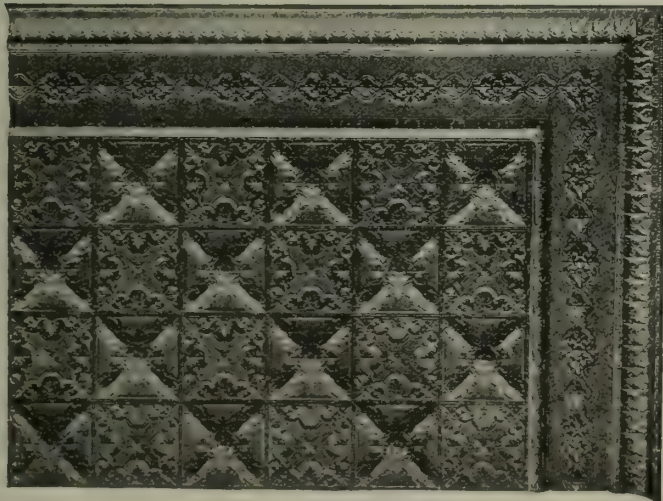
PHILADELPHIA, P.A.

Successors to Buchanan Foster Co.,

H. S. Howland, Sons & Co., Toronto
Mechanics Supply Co., Quebec
Miller-Morse Hardw. Co., Ltd., Winnipeg

Starke-Seybold, Ltd., Montreal
S. Hayward Co., St. John, N.B.
E. G. Prior & Co., Ltd., Victoria, B.C.
Geo. E. Smith & Co., Halifax, N.S.

Get After the Ceiling Trade!



Is there a church in your town with a cracked plaster ceiling? Are there any lodge rooms, stores or hotels which could be improved at small expense by installing our CLASSIFIED METAL CEILINGS? Of course there are! This business is waiting for you if you get after it. You make a double profit—both on the material, and on the labor of erecting it. And you can give your customers their choice of the most handsome and most distinctive designs on the market by showing them our catalogue.

"WE WORK WITH THE TRADE."

The Metal Shingle and Siding Co., Limited
PRESTON, ONT. MONTREAL, QUE.

GENERAL SALES AGENTS:

EMERSON & FISHER, LTD., St. John, N.B.
CLARE & BROCKEST, Winnipeg.

J. A. BERNARD, Quebec.
ELLIS & GROGAN, Calgary.
W. N. O'NEILL AND CO., Vancouver.

BEST ELBOWS

—FOR—

**CONDUCTOR
PURPOSES**

BEAR TRADE MARK

F. Dieckmann

PLAIN ROUND.

CORRUGATED.

Crimps outside no obstructions
inside.

Only elbow holding in position with-
out solder.



For Sale by the TRADE

Write for prices,
catalogue and
samples to

JOBBER AND

THE FERD. DIECKMANN CO.

1180-82-84 HARRISON AVE.,

CINCINNATI, O., U. S. A.



LONG

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BABBITT

Best Babbitt Value in the World.

SWASTIKA LONG LIFE BABBITT

Will stand High Speed and Heavy Pressure, Grade High, Price Low. 25c. lb.

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Liberal Discount to Trade.

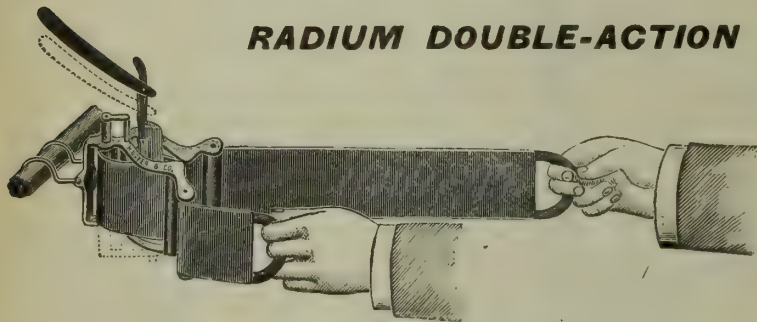
The JAMES ROBERTSON Co., Ltd., 144 William St., Montreal



H. BOKER & CO.'S

RADIUM DOUBLE-ACTION

STROPPING

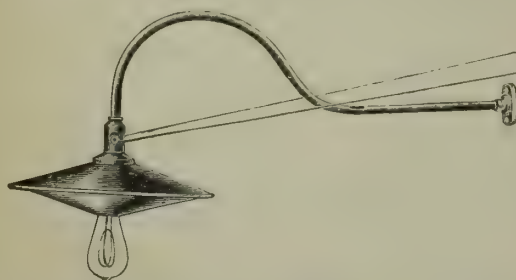


MACHINE

With the Radium Double-Action Machine, when you pull the strop the razor moves vertically, and the strop laterally giving heel to toe movement representing a perfect imitation of the skilled barber's hand.

FOR SALE BY LEADING WHOLESALE HARDWARE HOUSES

No Waste Circulation in **HARDWARE AND METAL.** Try the "want columns" and see.



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**OUR LINE OF STREET HOODS THE FINEST IN THE MARKET.
A DIRECT RESULT OF MAKING THIS LINE A SPECIALTY.**

VERY STRONG AND DURABLE.

ECONOMICAL.

GIVE US A CHANCE TO PROVE IT TO YOU.

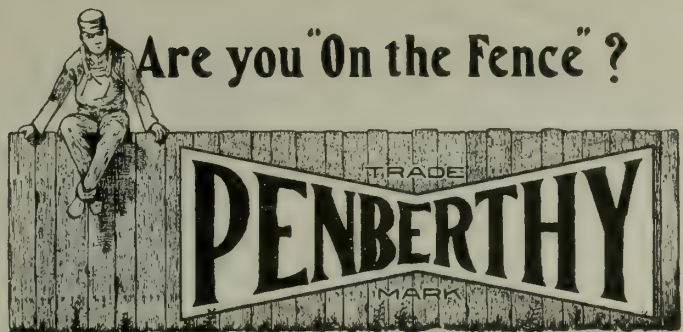
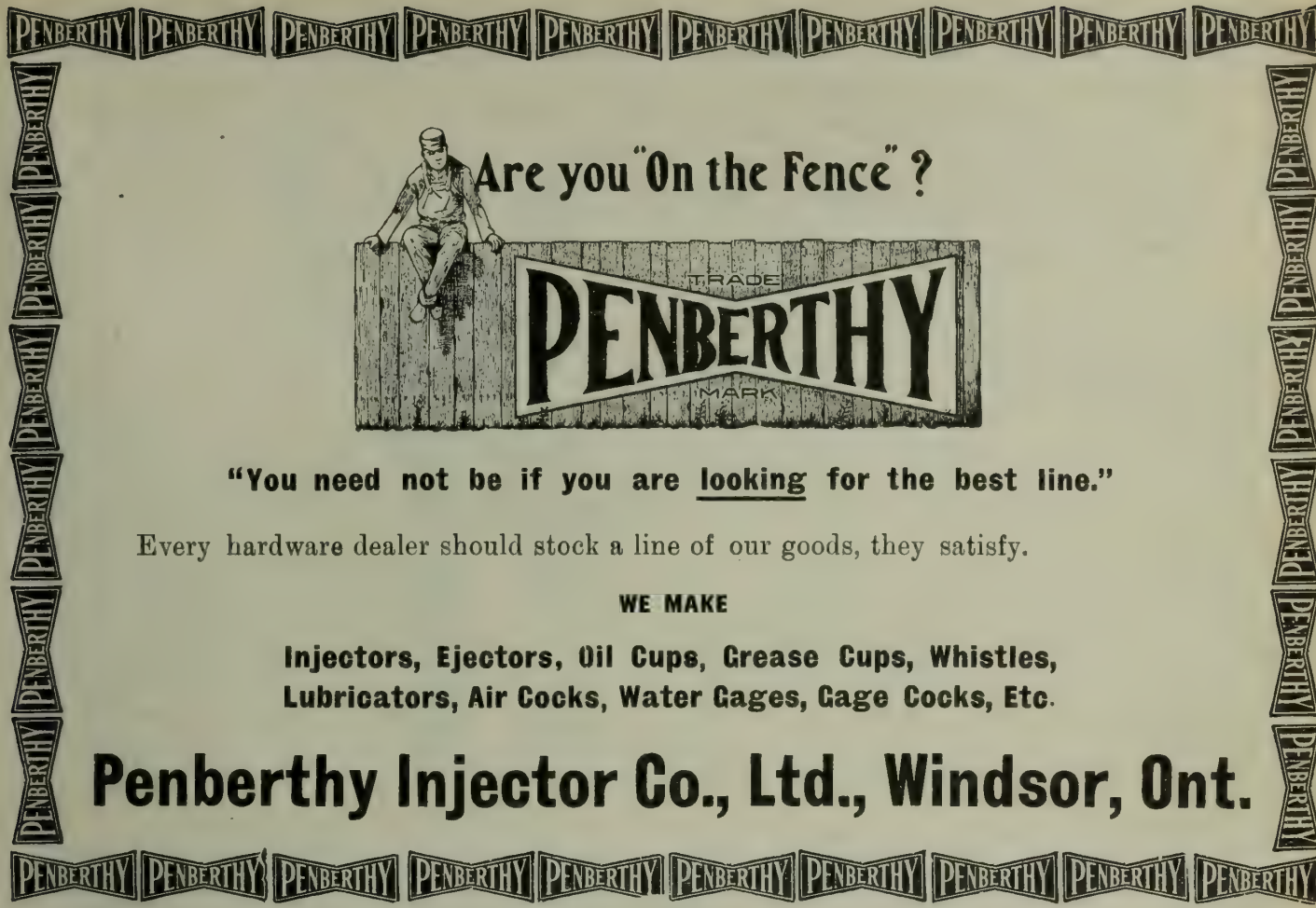
A Post Card Will Bring You Full Information.

Tell us your requirements we do the rest.

The R. E. T. Pringle Company, Limited

MONTREAL, QUE.

WINNIPEG, MAN.



Are you "On the Fence" ?

"You need not be if you are looking for the best line."

Every hardware dealer should stock a line of our goods, they satisfy.

WE MAKE

Injectors, Ejectors, Oil Cups, Grease Cups, Whistles,
Lubricators, Air Cocks, Water Gages, Gage Cocks, Etc.

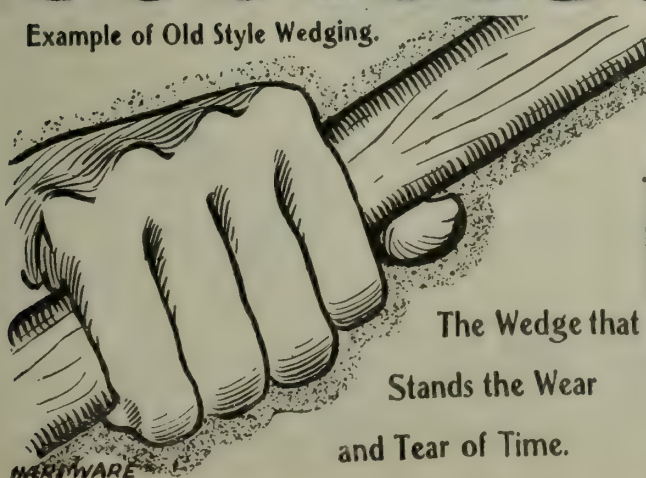
Penberthy Injector Co., Ltd., Windsor, Ont.

"NEVERSLIP ANCHOR WEDGE"



Example of Old Style Wedging.

**SEE THE?
POINT?**



It matters not whether the handle is old and shrunken, or new and green, the "NEVERSLIP" will make it as secure as if it were part of the head itself—virtually one piece with the metal.

Tools with a firm handle perform their work better, last longer and give better satisfaction.

Used by many of the largest hammer and hatchet manufacturers.

Anchors firmly at any point it stops.

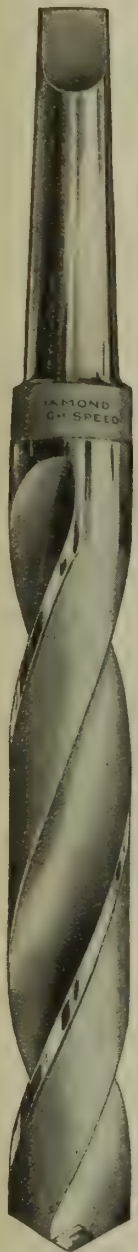
Made in many sizes.

Send for terms and prices

**NEVERSLIP
ANCHOR
WEDGE CO.
AUBURN, N.Y.**

Canadian Representative, W. F. Canavan, 13 St. John St., Montreal, Canada.

THE SERVICE TEST COUNTS



"Diamond" High Speed Twist Drills make good in actual work, which is really the only test that means anything.

The following letter from The James T. Clark Co., Newark, N.J. tells what "Diamond" High Speed Twist Drills are doing for them:—

"Referring to $\frac{1}{4}$ in. "Diamond" High Speed Drills recently purchased through your Philadelphia representative, would advise that same have more than met our expectations. We are drilling on an automatic 6 spindle upright drill press, ten thousand (10,000) wheels per day, each casting having a hole $\frac{1}{4}$ in. x 1 in. long.

We do not find it necessary to grind the drills more than once an hour, and in that time we drill one thousand (1,000) castings. We have drilled one hundred thousand (100,000) castings with one dozen drills, using about one and one half inches of the twist, same being too short for further use.

We trust this information will prove to be of interest to you, and with best wishes we remain,"

They will do as much for you, and to convince you, all we ask is a trial order.

The WHITMAN & BARNES MFG. CO.

Canadian Factory and Sales Office

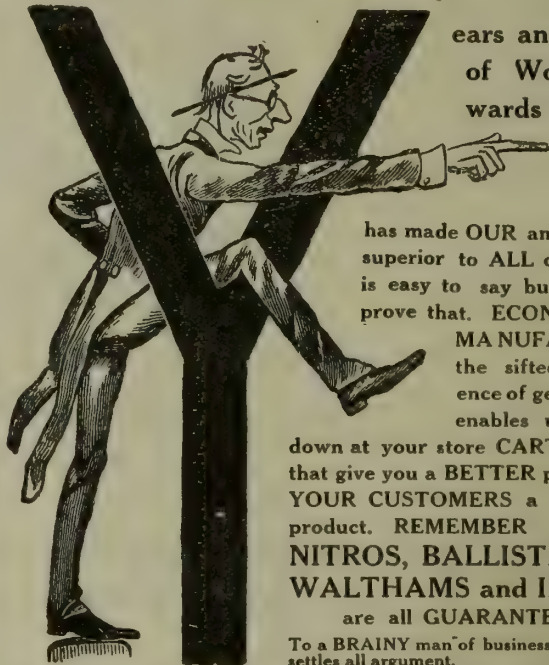


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ONTARIO



ESTABLISHED 1820

F. JOYCE & CO., LTD., LONDON, ENG.



ears and Years
of Work To-
wards Perfection

has made OUR ammunition superior to ALL others. It is easy to say but we can prove that. ECONOMY IN MANUFACTURE, the sifted experience of generations enables us to lay down at your store CARTRIDGES that give you a BETTER profit and YOUR CUSTOMERS a BETTER product. REMEMBER NITROS, BALLISTITES, WALTHAMS and IDEALS are all GUARANTEED.

To a BRAINY man of business sense, that settles all argument.

MADE FOR ALL STANDARD GUNS.

J. H. ROPER, SOLE CANADIAN AGENT,

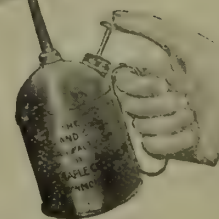
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For F. JOYCE & CO., LONDON, ENG.

The Howland Pump Oiler



FOR SALE
BY ALL
CANADIAN
JOBBER.



A slight
pressure of the
thumb-piece
pumps the oil
to the
bearings.

Maple City Manufacturing Co.

Monmouth, Illinois

H&R SINGLE GUNS

Enjoy the confidence of the public — your customers

When a man comes into your store to buy a gun he is on friendly terms with an H. & R. That is because of our persistent advertising.

Then when he takes an H. & R. Gun in his hands—examines it, discovers its simplicity, perfect balance, finish and all-round superiority compared with higher priced guns, the sale is made.

Very little effort is required on your part, but in order to enjoy a liberal profit and a growing patronage you must carry H. & R. Guns.



Our catalog tells about our full line and gives valuable selling points. We are now offering our new three-piece gun

which we call **MODEL 1908** Built on the same lines as our famous Model 1900, this new gun is taken down in the same manner as a double gun—by pulling off the snap fore-end and unhooking the barrel from the frame.

MODEL 1908 will be made in 12, 16, 20 and 28 gauge. We shall continue to manufacture and supply our popular Model 1900, with patented hinge pin, and our unequalled small frame gun. Model 1905.

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HARRINGTON & RICHARDSON ARMS CO.

515 Park Avenue,

Worcester, Mass.



For This Season's Business



44XZ Cal. 20, 16, 12 and 10 Gauges

Double Barrel Guns Single Barrel Guns

HAMMER AND HAMMERLESS

First consignment just to hand.

Prices right.

Quality guaranteed.

Prompt shipments.

E. F. WALTER & CO.

166-168 McGill Street,

MONTREAL

Atkin's Floor and Wall Scrapers

Send for catalogue showing complete line of SILVER STEEL SAWS
and Hardware Specialties.

E. C. ATKINS & CO., Inc.

The Silver Steel Saw People, Indianapolis, U.S.A.

Canadian Factory, Hamilton, Ont.



Rams Horn
Easy to
Operate.
Price
Reduced.



PERFECTION
All that its name
implies.

Mr. Hardware Dealer,

Are you prepared to defend your spring orders for roofing? If not, our
"SHIELD BRAND READY ROOFING" will do the trick.
Why stock high-priced roofings when ours is made the same, and of the
same material as specified by leading architects.

Office, 65 Shannon St.
Factory, 144 Ann St.

Lockerby & McComb
Montreal

Write for samples and
prices to-day.

The Churn That Sells—and Satisfies

With its light but scientifically braced and absolutely rigid stand—its easy-running ball bearings—its combined hand and foot drive—

THE "FAVORITE" CHURN

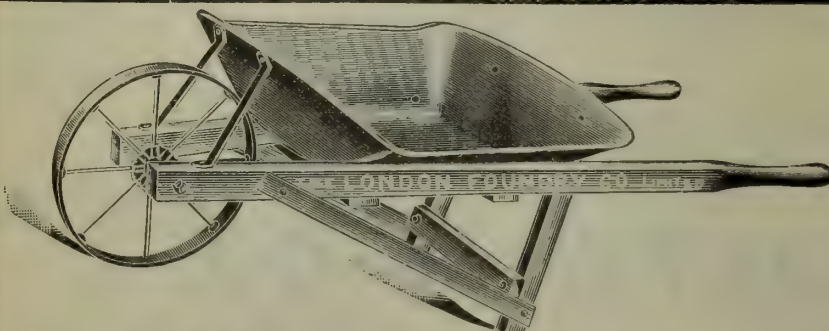
is really the favorite in Canada, for more "Favorite" Churns are sold than any others.

That means that the "Favorite" is the easiest churn on the market for the dealer to sell and make money on.

Are YOU making money on it? If not, write at once for booklet and terms to dealers to

DAVID MAXWELL & SONS

ST. MARY'S, ONT.



THE LONDON FOUNDRY CO., Limited
LONDON, CANADA

WHEELBARROWS

ALL KINDS

Railroad, Dock, Concrete Work
Farm and Garden Barrows

SEND US YOUR ENQUIRIES FOR

Cider Mills and Presses

Drilling Machines

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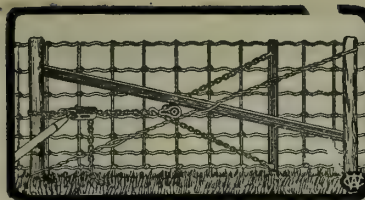
Trucks, for all purposes

Washing Machines

Butter Workers and Shipping Boxes

Blacksmith Machine Tools

Wagon Skells



HOW TO BUILD A GOOD FENCE

Everyone intending fence building should send for our folder on Erecting Fences. It's full of valuable information on fence building, tells how to erect woven wire fencing quickly and substantially, describes the manufacture of fence wire and has an article quoted from bulletin of U. S. Dept. of Agriculture on concrete post making, showing how these durable posts can be economically made at home. Don't fail to write for a copy. It's free.

THE BANWELL HOXIE WIRE FENCE CO., Ltd.
Dept. P. Hamilton, Ontario. Winnipeg, Manitoba.



THE WANT AD.

The want ad. has grown from a little used force in business life, into one of the great necessities of the present day.

Business men nowadays turn to the "want ad." as a matter of course for a hundred small services.

The want ad. gets work for workers and workers for work.

It gets clerks for employers and finds employers for clerks. It brings together buyer and seller, and enables them to do business, though they may be thousands of miles apart.

The "want ad." is the great force in the small affairs and incidents of daily life.



THE "DILLON" Hinge-Stay Field Fence



By far the strongest and most durable wire fence on the market. The hinged-stays prevent the lateral wires from sagging under pressure.

CATALOG ON REQUEST

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OWEN SOUND, ONT.

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Messrs. Christie Bros. Co., Limited, Winnipeg
The Abercrombie Hardware Co., Vancouver

THE Lumberman's Favorite

handle is shaped after the Gilmour pattern. Our regular line of handles all have this perfect shape.

Our Handles Are Strong

being made of the cleanest, toughest, hickory we can get, and are perfectly finished. Our prices are right, too!

Send for List and Discounts

J. H. Still Manufacturing Co.
Limited

ST. THOMAS, ONTARIO

Fire Bricks

To every man who uses Fire Bricks.

We handle the best makes of Scotch Fire Bricks, and our prices are right, but there are occasions when you must have more refractory materials, and then please remember that we are the Canadian representatives of the

"HARBISON WALKER REFRACTORIES" COMPANY

and this should indicate that we are the Fire Brick House of Canada.

Others of our exclusive specialties are

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Non-Staining Cement

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Best in the World.

Enamelled Bricks
All Colors

**Drain Pipes
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KING, QUEEN and WELLINGTON STS.

MONTREAL

THE ERECTION AND REPAIR OF WIRE FENCING

is a practical treatise relative to Wire, Posts, Pattern of Fence to Build, Laying the Wires, Straining Tools and Repair Work.

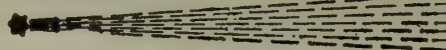
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All lengths from 14 inches to six feet. All iron pipe, sizes from one inch to four inches. All numbers of gauze from 60 to 120 mesh.

Also tubular and Washer Points, Earth Augers, Drive Caps, Cast Steel Drive Shoes, Tubular Well Valves, Porcelain Lined Iron Cylinders for Wood Pumps. Brass Wire Cloth, and Perforated Sheet Brass, Pump Leathers.

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Otterville Manufacturing Co., Limited, Otterville, Ont.



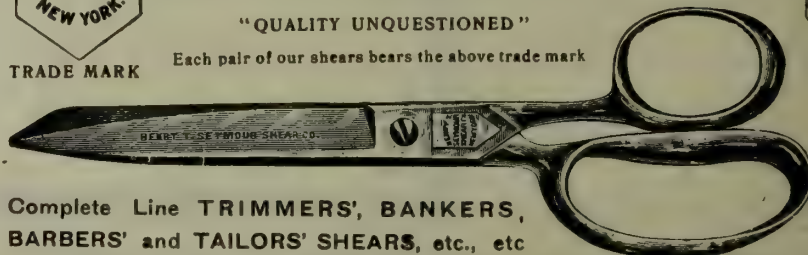
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have been the Standard for over seventy years

"QUALITY UNQUESTIONED"

Each pair of our shears bears the above trade mark

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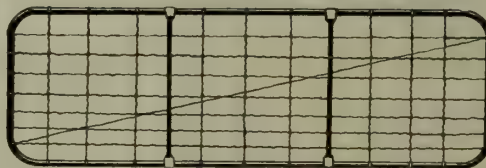
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is our specialty. We also make wire fences and do wire work of all kinds. Have you used our Gates? Thousands sold all over Canada. Special prices for large orders.

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164 Bank St., Ottawa

R. W. GRANT, Manager

Shear making "up-to-date" is found in

HEINISCH

**TAILORS' SHEARS,
TRIMMERS, SCISSORS,
TINNERS' SNIPS, ETC.**

"Best in the World"

Since 1825, and a steady increase in sales due to their superior cutting quality.

R. HEINISCH'S SON S CO.
NEWARK, N.J., U.S.A.

New York Office and Salesroom, 155 Chambers St.



Sharratt & Newth's Glaziers' Diamonds

are unequalled for cutting and wearing qualities.

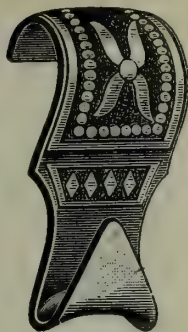


To be obtained from the principal Dealers in Glass, Hardware, and Painters' Supplies. Contractors to H. M. Government and the principal English Sheet and Plate Glass Works



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is excellent when you
handle our high-
grade



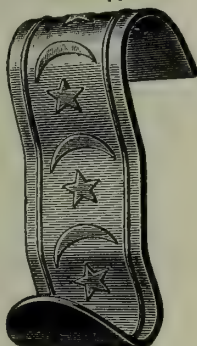
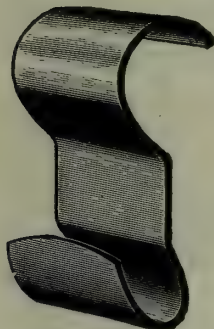
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for the simple reason that our
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our designs and finishes never
fail to create sales. We have

them in solid brass
and brass plated,
plain and orna-
mental.

Our Illustrated Catalog on
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Forsyth Mfg. Co.,
BUFFALO, N.Y.



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Our name and trade
mark, the gothic letter
"C," on a box of Horse
Shoe Nails, is a guar-
antee assuring you of
the results of over
forty years' experience.
It means the best
Material, Process or
Designs. **¶** Standard prices
to Horseshoers throughout
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**Canada Horse Nail Com-
pany, Montreal**



It Saves Lives

A Building Necessity

These are the names that have
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AEOLIAN VENTILATOR

We are the manufacturers of it and
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We have placed it on some of the
finest buildings in the Dominion.

It is a scientific fact that no modern
building can afford to neglect sanitation.

We are contractors and sanitary ex-
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is placed in position to suit the building
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One Testimony :

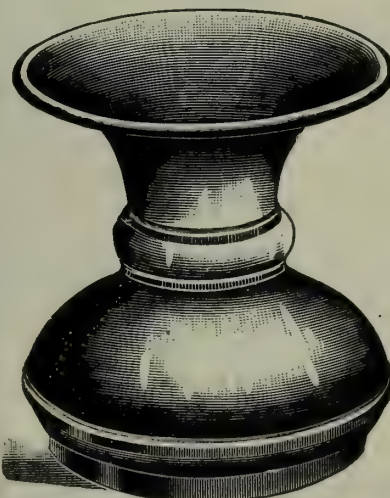
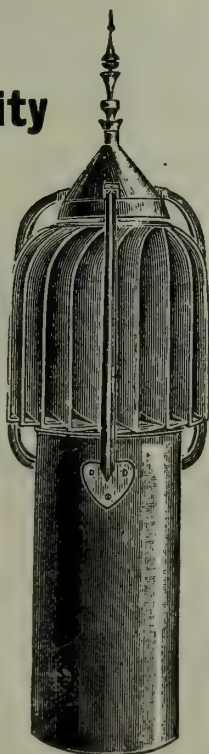
Montreal, June 12th, 1903
Canadian Pacific Railway Company.
Messrs. J. W. Harris Co., Limited.

7 St. Elizabeth St., Montreal, Que.
Gentlemen,—Answering yours of June 1st, I am
not personally familiar with the merits of the
"Aeolian" Ventilators but our Assistant Engineer,
Mr. F. Crossley, reports that the Ventilators of
this type manufactured by you and used by this
Company at the Place Viger Hotel, Chateau Fron-
tenac, Windsor Street Station and elsewhere, have
proved satisfactory. Yours truly,
E. H. McHENRY, Chief Engineer.

The J. W. HARRIS CO., Limited

General Contractors and Manufacturers

MONTREAL



This cut shows
only one of our

Cuspidors

We have them in
all up-to-date de-
signs and finishes.
Have you seen
our new catalogue?
Send for a copy.
It shows the most
complete line of

WATER COOLERS, FILTERS, Etc., Etc.

BUFFALO MANUFACTURING CO.

Buffalo, N.Y.

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51 Yonge St., TORONTO

HARDWARE AND METAL INDEX TO ADVERTISERS.

Occasionally advertisements are inserted in the paper after the index has been printed. The insertion of the advertiser's name in this index, is not part of the advertising order. The index is inserted solely for the convenience of the readers of the paper.

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Pink, Thos., & Co., Pembroke, Ont.

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McIntosh, H. F., & Co., Toronto.

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Canada Metal Co., Toronto.

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Kemp Mfg. Co., Toronto

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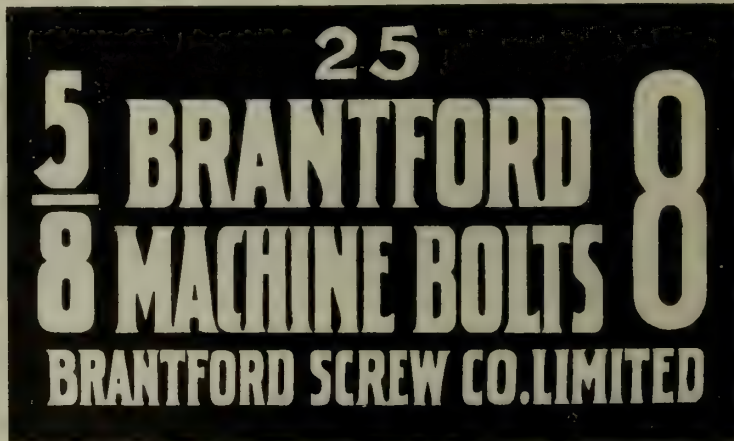
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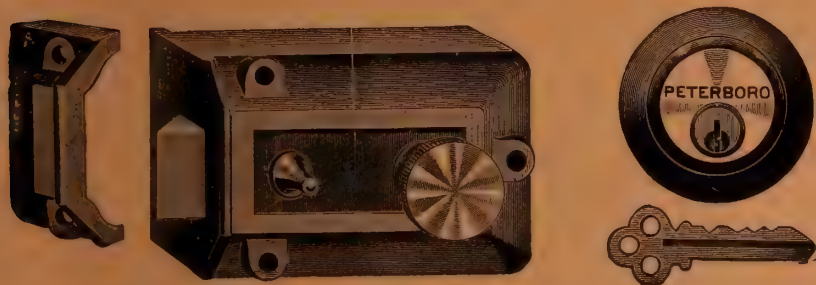
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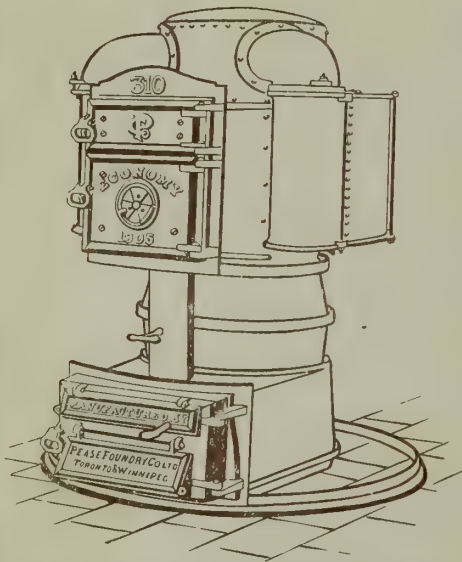
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VOL. XX.

PUBLICATION OFFICE: TORONTO, JULY 25, 1908

NO. 30.

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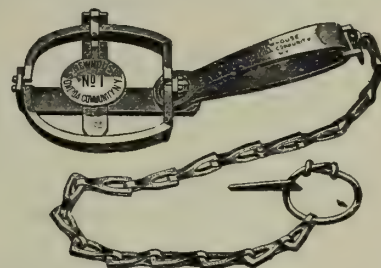
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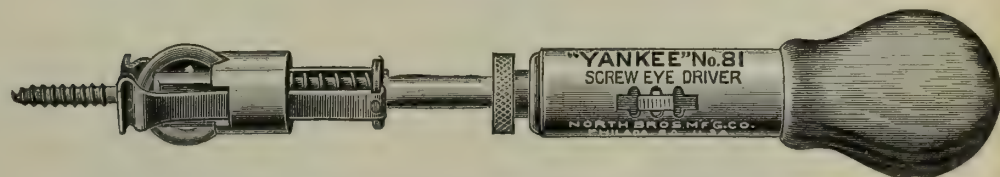
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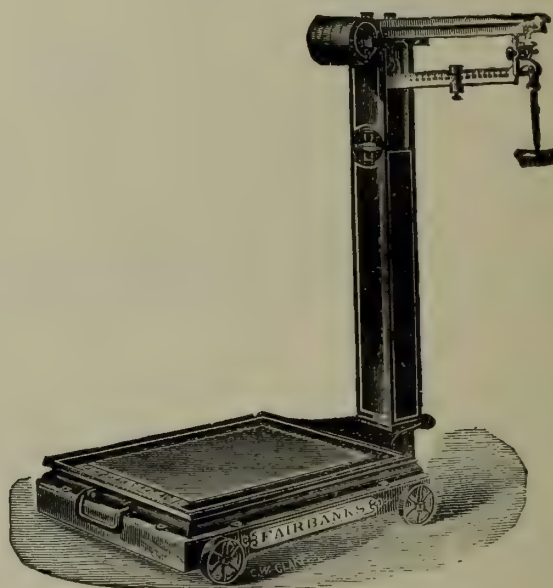
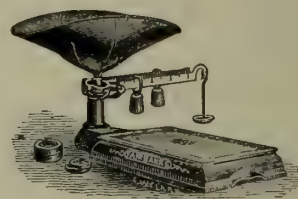
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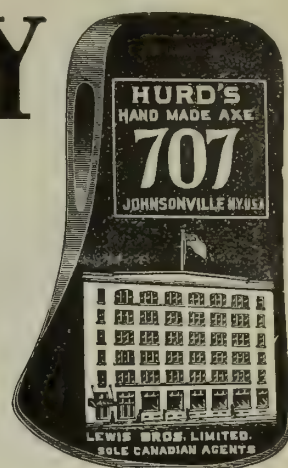
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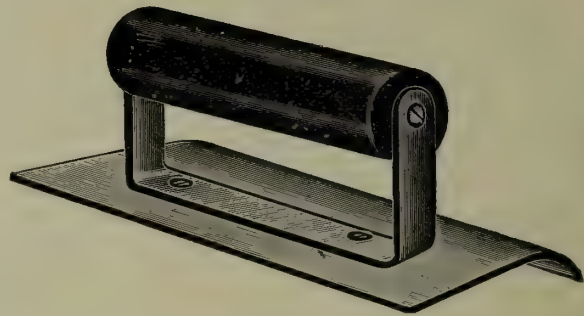
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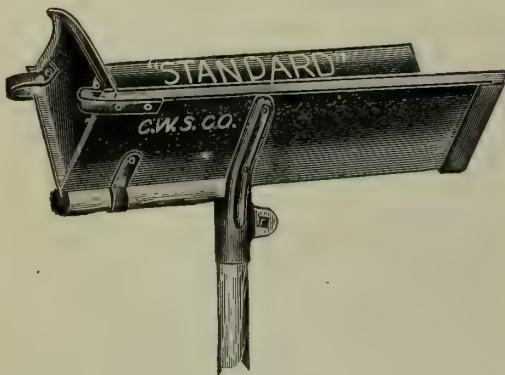
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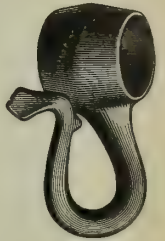
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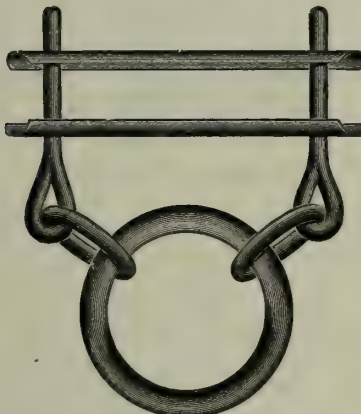
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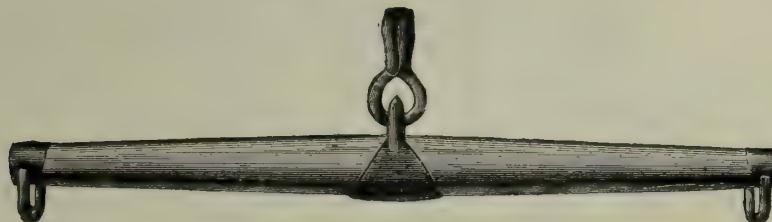
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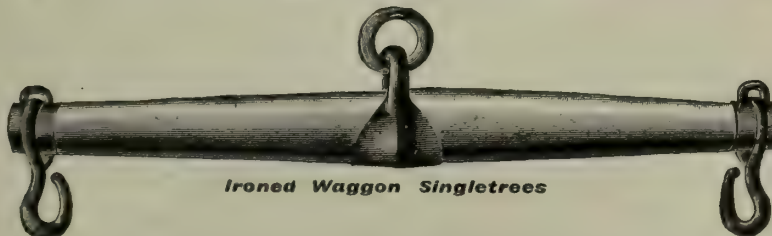
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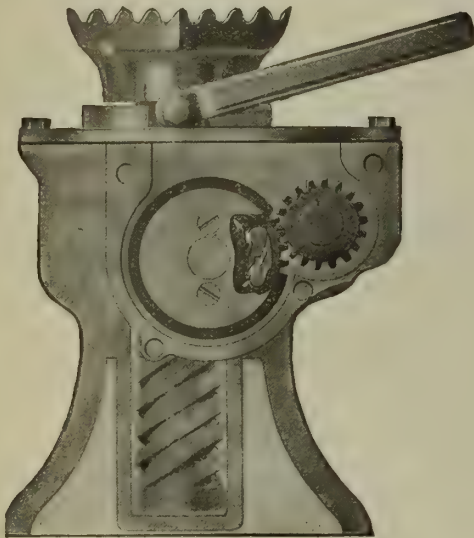
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Jenne Track Jack
Back View

Pages 284-5-6 of our general catalogue illustrate our full line of Jacks. Drop us a post card and we will be glad to quote you our best prices and furnish illustrations.

Ask our travellers to quote



FROTHINGHAM & WORKMAN, Ltd.

WHOLESALE HARDWARE AND IRON MERCHANTS
MONTREAL, - CANADA



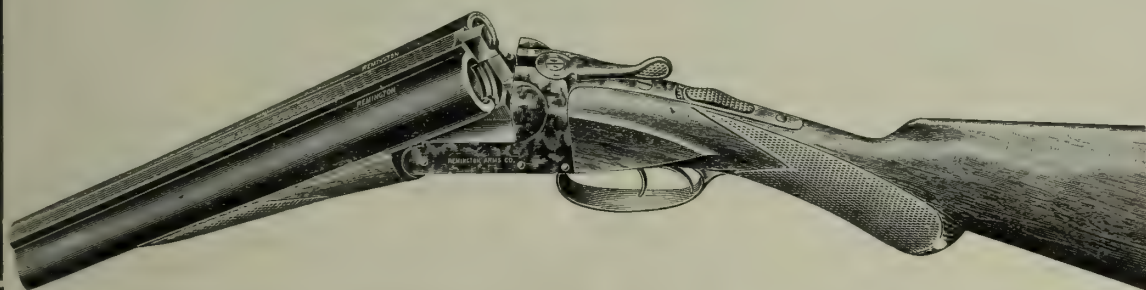
BY SELLING

REMINGTON GUNS

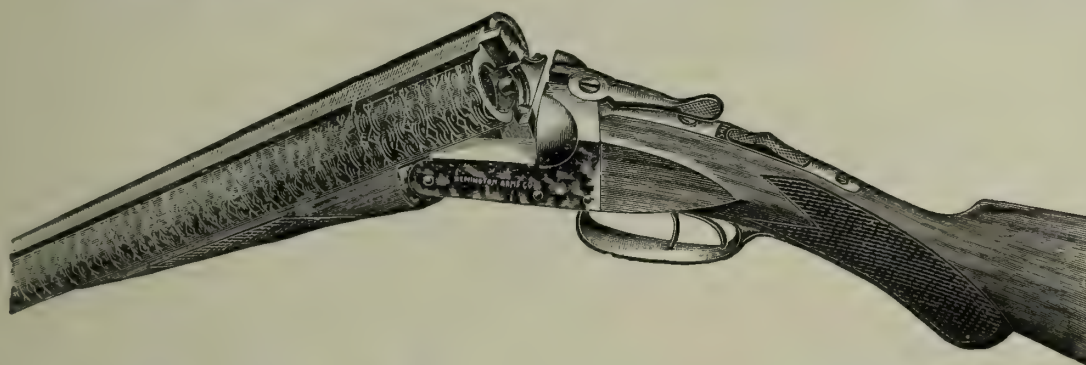
A MERCHANT at once creates an interest in his sporting goods stock among those who can afford to pay for high grade profit paying goods. Ninety years' experience has taught The Remington Arms Co. how to make Guns second-to-none, and best suited to the sportsmen's demand.

Every one sold is an advertisement and if sold by you leads to other sales from your store.

We illustrate two good selling lines.



"KE" Grade, with Blued Steel Barrels, choke-bored, selected walnut stock, treble locked action, **AUTOMATIC EJECTOR**, 12 Gauge Weight 7 to 8½ lbs., retails at \$42.00



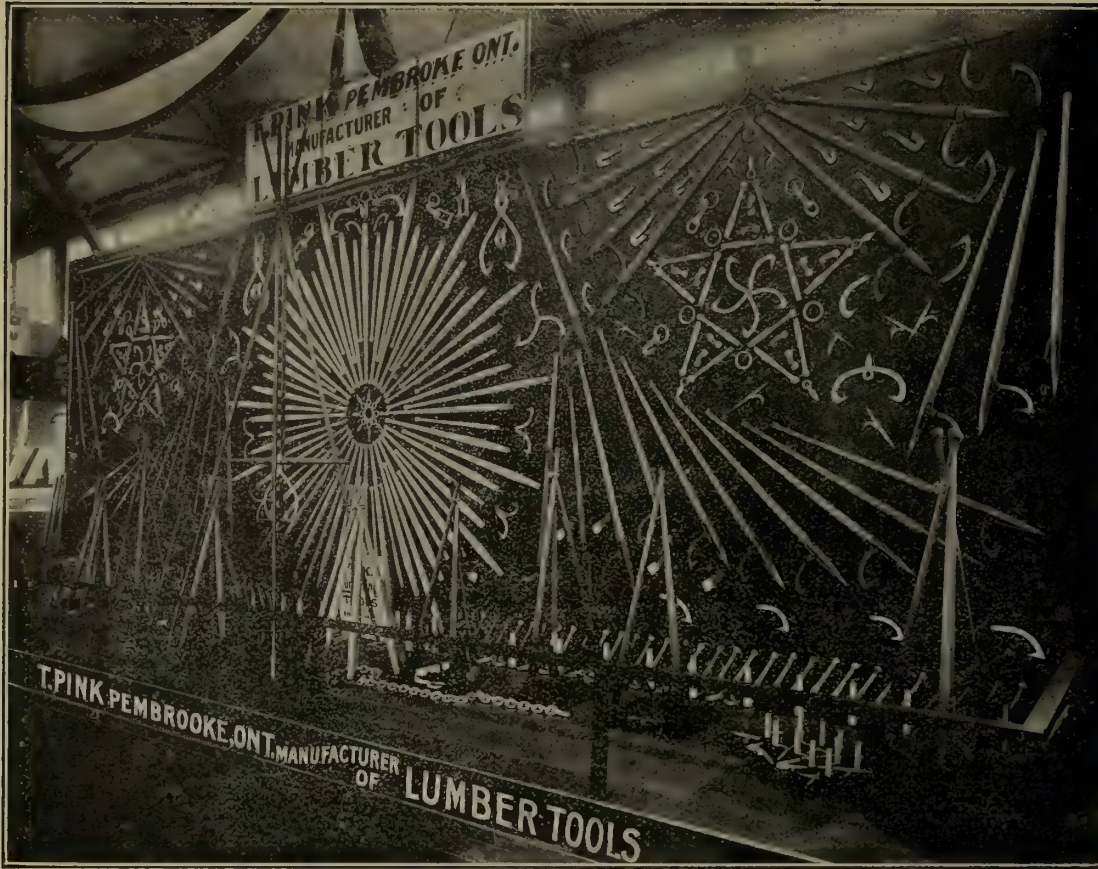
"A" Grade, with Damascus Barrels, choke bored, English walnut stock, concave rib, treble locked action.
 10 Gauge, weight 8½ to 9½ lbs., retails at \$52.00
 12 " 7 " 8½ lbs., " 52 00

Other
Remington
Goods
are shown
in our New
Sporting
Goods
Catalogue
Pages, 9, 10, 26.

Caverhill Searmont & Co

Wholesale Distributors

MONTREAL and WINNIPEG



Pink's Lumbering Tools

Made in Canada

The Standard Tools
in every province
of the Dominion,
New Zealand,
Australia, Etc.

We manufacture all
kinds of lumber
tools.

Light and Durable.

Send for catalogue
and price list.

Long Distance
Phone No. 87

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

Antimony Copper Tin Lead Zinc

M. & L. Samuel, Benjamin & Co.

London, England

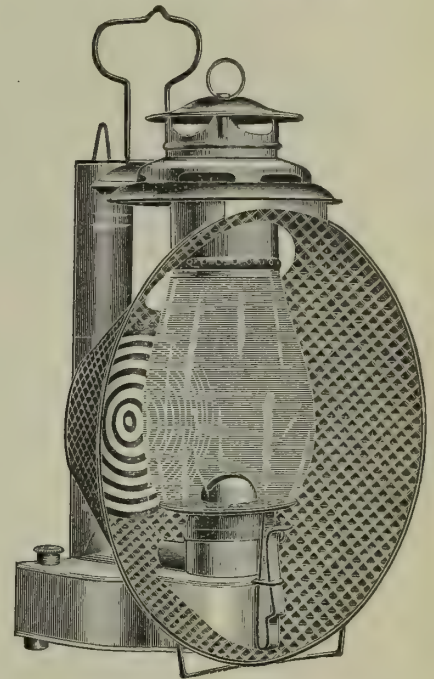
Toronto, Ontario

Specify "BANNER" Goods

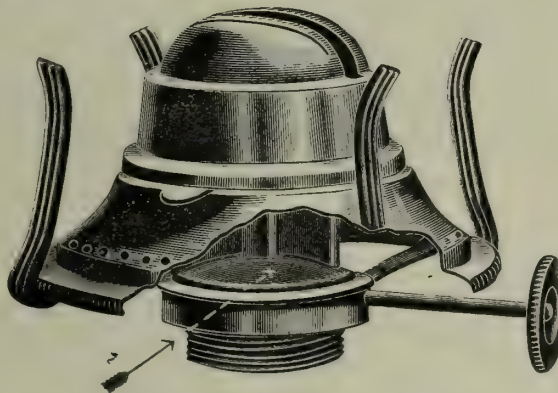
Guaranteed



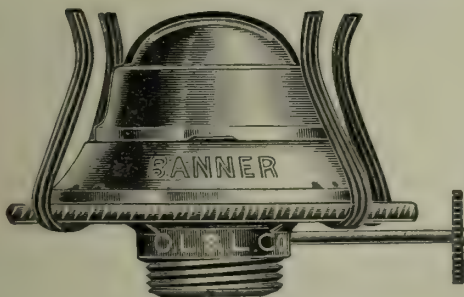
"BANNER" COLD BLAST LANTERN



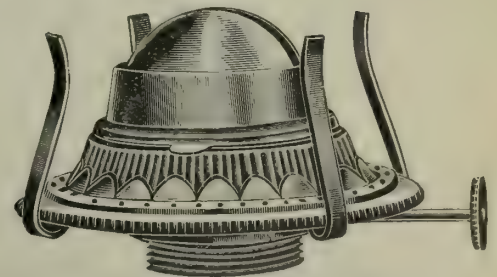
"BANNER" SEARCHLIGHT LANTERN



NOTE THE COVERED SCREW PART
which prevents the collection of charred wick, dead insects, etc.,
thereby reducing to a minimum the dangers of an explosion.



"BANNER" LAMP BURNER



"CANADA" LAMP BURNER

ORDERS SOLICITED THROUGH THE JOBBING TRADE

Ontario Lantern & Lamp Co., Limited, = Hamilton, Ont.

Seasonable Lines



FIG. 395.

WATER COOLERS

Nicely Japanned
in Fancy Colors
and
Attractively Ornamented.
Nickel Plated Tap.
Made
in Six Sizes
2, 3, 4, 6, 10, 15 galls.
Can also be supplied with
Excellent Carbon Filters
in four sizes only
3, 4, 6, 10 galls.

WATERING POTS

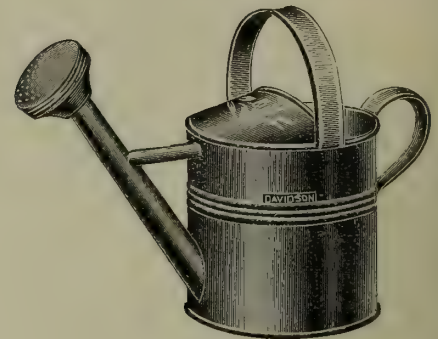


FIG. 397.

Japanned in Bright Green and fitted
with Patent Rose
7 Sizes—Quarts: 1, 2, 3, 6, 10, 14, 16.
GALVANIZED
Strong and made to last.
3 Sizes—Quarts: 10, 16, 20.

==WRITE FOR PRICES==

The THOS. DAVIDSON M'F'G CO., Ltd., Montreal and Winnipeg

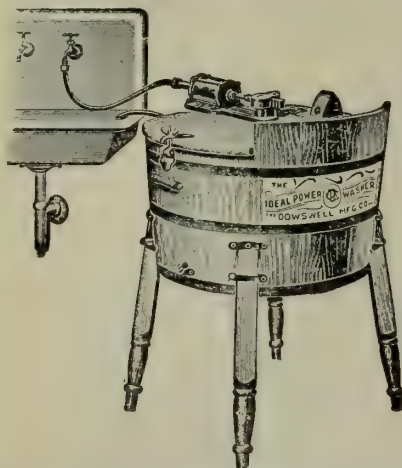
A PAIR OF MODERN LABOR SAVERS

The machine that runs itself

Their Equal Not Made Yet.

and

The next thing to it



Perfectly Simple and Simply Perfect

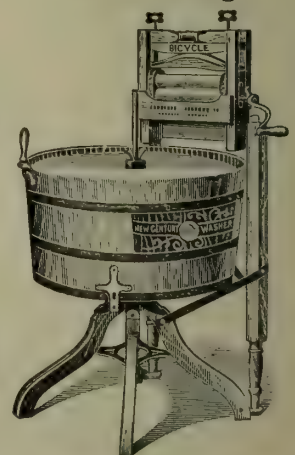
The Leaders of a trade winning line of up-to-date and exclusive styles of Washing Machines, Wringers and Churns, of National Reputation, Undisputed Popularity and Superior Quality, that have been extensively advertised and a demand created.

DEALERS

This line is a powerful asset and one you cannot well afford to overlook.

The Dowswell Mfg. Co. Ltd.
HAMILTON, - ONT.

W. L. Haldimand & Son, 36 St. Dizier St., Montreal, Que.
Eastern Agents.



New Century Style "B"

The Toronto Plate Glass Importing Co., Limited

(HILL & RUTHERFORD, Managing Directors.)

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR AND
ORNAMENTED GLASS.

Works: Don Speedway, also Victoria St.,

TORONTO

DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines. These enquiries come from Wholesalers, Manufacturers and Retail Dealers, who usually intimate they have looked through Hardware and Metal, but cannot find any firm advertising the line in question. In the majority of cases these firms are anxious to secure the information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay them to advertise in larger space.

BUYER'S GUIDE

Canada's Manufacturers

Industrial Blue Book

1909—SUBSCRIPTION ONLY 1909

THE MANUFACTURERS' LIST CO.,
Publishers
MONTREAL and TORONTO

CEMENT.

The Hanover Portland Cement Co.,
Limited,

HANOVER, ONTARIO

Manufacturers of the celebrated

"Saugeen Brand"

OF PORTLAND CEMENT.

Prices on application. Prompt shipment.

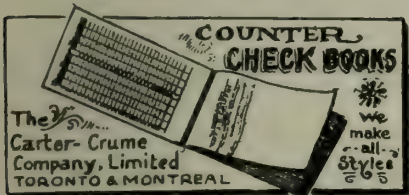
CLIPPERS.

PRIEST'S CLIPPERS.

Largest Variety,
Tollet, Hand, Electric Power
ARE THE BEST.
Highest Quality Grooming and
Sheep-Shearing Machines.
WE MAKE THEM.
SEND FOR CATALOGUE TO
American Shear Mfg. Co., Nashua, N.H., U.S.A.

Wiebusch & Hilger, Limited, special New York
representatives, 106-110 Lafayette Street.

CHECK BOOKS



CRESCENT STEEL SLEDS



Strong and light, beautifully decorated, new Features
Truss Frame. Send for Catalogue. James & Reid, Perth, Ont.

FLOOR SPRINGS.

The Best Door Closer is . . .

NEWMAN'S INVINCIBLE FLOOR SPRING

Will close a door silently against any pressure of
wind. Has many working advantages over the ordin-
ary spring and has twice the wear. In use through-
out Great Britain and the Colonies. Gives perfect
satisfaction. Made only by

W. NEWMAN & SONS,
Hospital St. Birmingham

GALVANIZING.

GALVANIZING

Work and Prices Right

ONTARIO WIND ENGINE & PUMP

CO., Limited

Toronto, Ont.

GALVANIZING AND TINNING

The CANADA METAL CO.

Toronto, Ontario.

METAL STAMPING.

STEEL STAMPINGS

We design stampings to replace castings of all
kinds. Send sample for estimate.

ACME STAMPING and TOOL WORKS
HAMILTON, ONT.

SHIP, YACHT AND BOAT FITTINGS



Davey's Patent Windproof
Ship Signal Lamps

Ship, Yacht and Boat Fittings
of all kinds.

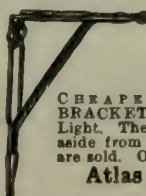
DAVEY & CO., 88 West India Dock
Road, LONDON, E., ENG.

RIVETS & STEEL PRODUCTS

The PARMENTER & BULLOCH CO., Ltd.
GANANOQUE, ONT.

Iron and 6opper Rivets, Iron and Copper Burrs,
Bifurcated and Tubular Rivets, Wire Nails,
Copper and Steel Boat and Canoe Nails,
Escutcheon Pins, Leather Shoe and Overshoe
Buckles, Bit Braces, Fellow Plates.

SHELF BRACKETS.



Will Hold Up a Shelf

That's what a shelf bracket's for.
For this purpose there can be
NOTHING BETTER, NOTHING

CHEAPER than the BRADLEY STEEL
BRACKET. It is well Japanned, Strong and
Light. The saving on freight is a good profit
aside from the lower price at which the goods
are sold. Order direct or through your jobbers

Atlas Mfg. Co., New Haven.

SPRAYERS.

We are manufacturers of Hand and Com-
pressed Air Sprayers, Gas Hot Plates, one,
two, three and four Burners, and up-to-date
Hardware Specialties.

Write for our Catalogue.

THE COLLINS MFG. CO.
TORONTO

TANKS.

GALVANIZED STEEL
WATER BOWLS & STANCHIONS
Open, up to date line.
GALV. STEEL THRESHERS' TANKS
STREET SPRINKLING TANKS
STEEL HOG RACKS.

Get our prices - they are low!

The Steel Trough & Machine Co., Limited
TWEED - ONT.

TOOLS.



ARMSTRONG CUTTING-OFF TOOLS
are correctly designed and the blades
are bevel rolled from special Self-
Hardening Steel. Straight and Offset
shaping. 7 sizes each. Write for Catalog

Armstrong Bros. Tool Co.
106 N. Francisco Ave.
CHICAGO, U. S. A.



VENTILATOR



My patent rotary ventilator is
backed by a guarantee. It is the
best ventilator on the market. Write
for particulars, handsome booklets
of testimonials and information
mailed free.

GEO. D. PEARSON & CO.

Office and Works

17 Pontiac St. - Montreal

WIRE WORK.

Crescent Wire and Iron Works
KINGSTON, ONT.

We have added a tinning plant, estimates
given on Tin Dipped Wire Goods, Refrigerator
Shelves, etc., also manufacturers of Wire Guards,
Fencing and Railings.

PARTRIDGE & SONS Proprietors

PARKER WIRE GOODS COMPANY

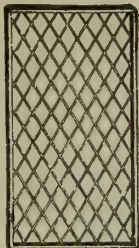
1 Assonet St., WORCESTER, MASS., U.S.A.

General and special Wire Hardware

Write us for prices

New York Office, - 107 Chambers St.

"If It's Made of Wire We Make It"



Let us quote you when in need of
**Wire Cloth, Coal and Gravel Screen-
ing, Window Guards, Spark
Guards and Grille Work.**

We are offering a splendid selling line of
**ORNAMENTAL FENCING AND GARDEN
BORDER**

Illustrated Price List on application.

**THE CANADA WIRE GOODS MFG. CO.,
HAMILTON, ONT.**

When in the market for

GLUES, GELATINES, SIZE, Etc.

you often have to order goods without
having time to get quotations, etc. Get
our lists now, and keep them on file.

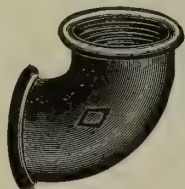
The GROVE CHEMICAL CO., LTD.

ESTABLISHED 1856

Appley Bridge, Wigan, Lancs., England

THE MOST PROFITABLE

fittings are those
which your cus-
tomers can ab-
solutely rely upon



"Diamond" Brand Fittings

are the most reliable fittings made,
being perfect in material, threading
and finish.

WHOLESALE ONLY

**OSHAWA STEAM & GAS FITTING CO., Limited
OSHAWA, CANADA**

HOSE JOINTS DON'T LEAK

When the sections are coupled together
and to the tap with the

Time - Saver Hose Coupler

Neither can you lose washers—because they can't
fall out. All your hose-owning customers need
the Time Saver. Have you got our price list?

Send for it to-day!

The Time Saving Coupler Co., Ltd.

166 BAY ST., TORONTO, ONT.



Ford's Auger Bit

is an all round Bit, boring smoothly, and well
suited to the finest work. For many difficult
jobs it is the only tool that can be used. Give it
a trial, and afterwards you will sell only one line
of high-grade Bits, and that line will be Ford's.

FORD AUGER BIT CO.,

108 Cabot Street, HOLYOKE, MASS., U.S.A.

RODGERS' Cutlery & Plate

NONE GENUINE unless bearing the TRADE MARK:



**James Hutton & Company
Montreal**

Sole Agents for Canada.

ELECTRIC FAN MOTORS

FOR

Direct or Alternating Circuits

are a good side line for hot
weather.

Write for Catalogue and trade
prices.

Canadian General Electric Company Limited

Head Office: Toronto, Ont.

District Offices: Montreal, Halifax, Ottawa, Winnipeg, Vancouver, Rossland

DRY GOODS REVIEW

10 Front St. East
TORONTO

Would You Know

More about general dry goods
conditions; how to increase your net
profits, by modern successful selling
methods, by effective store advertising
and by a thorough knowledge of the
markets? The Dry Goods Review
will tell you how. Published monthly.
130 to 230 pages.

Subscription, \$2.00 a year.
Sample copies, 25c.

BLACK JACK

WILL BRING NEW CUSTOMERS TO YOUR STORE



TRY IT

SOLD BY ALL
JOBBERs

¾-lb. tins—3 doz. in case

WILLIAM ABBOTT

334 St. James Street
MONTREAL

SOLE AGENT IN CANADA FOR

“NOVA” “INTRA”
CRUCIBLE STEEL
DRILLS, TOOLS, ETC.

AMERICAN TOOL CHEST CO.

Factory and Salesroom:

200 West Houston St., NEW YORK, U.S.A.

TOOL CHESTS; all sizes, complete with tools, for Boys, Youths, Gentlemen, Farmers, Railroads and Carpenters' use; also Tool Cabinets, Machinists', Electricians' and Pipe Fitters' Empty TOOL CHESTS. Agents for Steel Tool Chests.

SEND for LATEST CATALOGUE

Less than **4c.** a week

There are many lines sold in grocery stores which you could handle with profit. You can keep posted on these through The Canadian Grocer for less than 4 cents per week

Annual Subscription \$2.00

THE CANADIAN GROCER

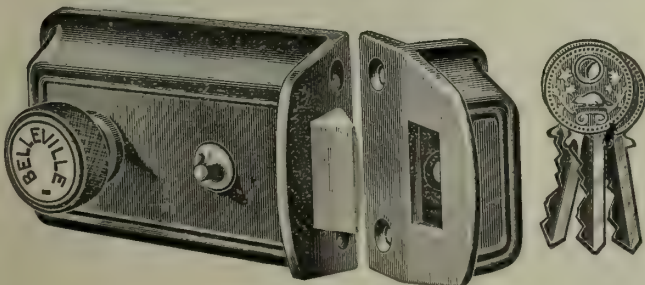
MONTREAL

TORONTO

Here is a very attractive and economical

CYL. STORE DOOR SET

The Latch and Esc. shown in the accompanying illustrations go to make up a store door set, which, by being made up in this way, makes a very cheap and attractive set. It will appeal to your customers on the grounds of CHEAPNESS, GOODNESS and ATTRACTIVENESS. There's good profit in this line.



Prices Promptly
Quoted to the
Trade.

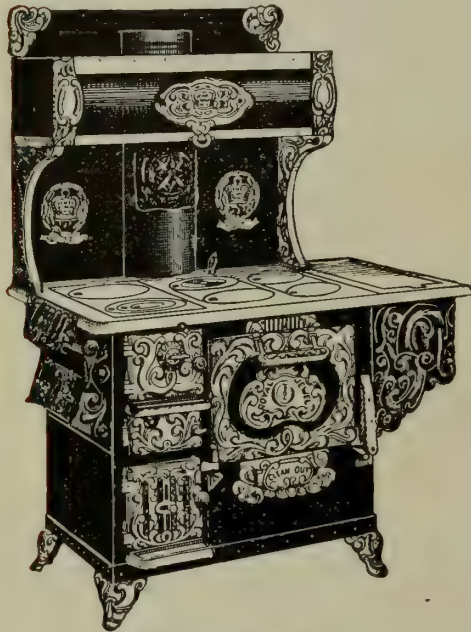
WRITE US TO-DAY

The Belleville Hardware Co., Limited
Belleville - - - Ontario



"Jewel" Stoves and Ranges

In all approved up-to-date features there is no line of Stoves and Ranges equal to the JEWEL line, and the variety is so great that every requirement can be supplied.



ROYAL JEWEL—Style T.

The Royal Jewel

THE IDEAL COOKING APPARATUS.

Steel Range

The Latest and Best.

The Standard of Excellence.

1. The Fire Box is the best proportioned and most economical ever constructed. It is long, wide and deep, with straight sides and rounded ends, and Improved Duplex Grates.

2. The Oven is square, roomy, and well ventilated. The Oven Door is nicely poised and strongly supported. Thermometer supplied when required.

3. The Top has six 9 inch covers. The short centres are 2½ inches wide, so that full-sized cooking vessels can be used. The Front Key Plate is Hinged and can be raised or lowered by crank—convenient for feeding coal to the range, or for Toasting or Broiling. This Key Plate raising device is new and patented.

The Royal Jewel is made in over 20 different sizes and styles.

The Arctic Jewel is a NEW STEEL RANGE

of moderate size and price, which is going to be very popular.

The Fire Box is large and has Improved Duplex Grate—Pouch Feed—Square Oven with Spring Balanced Drop Door—Four 9-inch Pot Holes on top.

The ARCTIC can be supplied in various styles, with or without high shelf or high closet, with or without reservoir.



ARCTIC JEWEL—Style F.

THE NEW Grand Jewel Heater FOR HARD or SOFT COAL

The most handsome and most efficient Heating Stove of its class ever manufactured.

Can be furnished with or without Feed Pot, and one size is fitted with Oven.



The New GRAND JEWEL Heating Stove.

GET FULL PARTICULARS FROM THE MANUFACTURERS

The Burrow, Stewart & Milne Co.
HAMILTON, ONT. Limited

OR FROM THEIR NORTH-WEST DISTRIBUTING AGENTS—

MERRICK, ANDERSON CO., . . . WINNIPEG.

Backed By A Guarantee

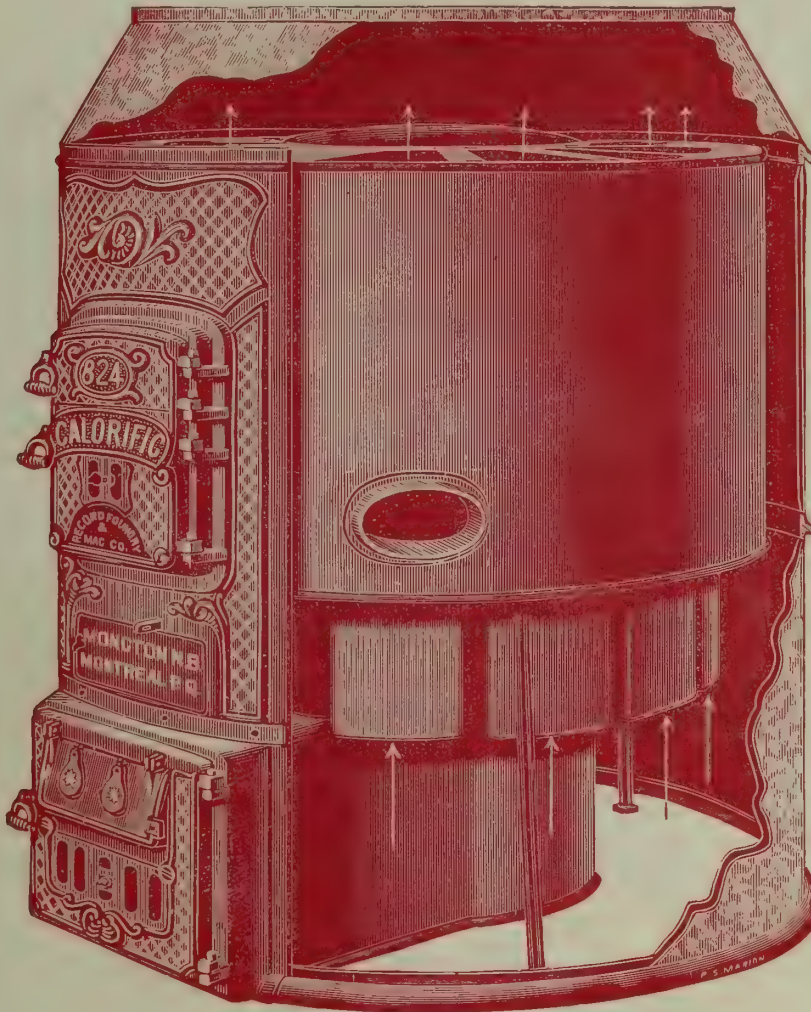
A Money-Back Proposition

That's what we do with the Calorific Furnace.

Its leading features are : Positive circulation of warm air.

Cold smoke pipe ensuring no waste of heat or fuel.

It has more radiation than any other furnace on the market and will last longer.



If this furnace does not accomplish ALL that we claim, we refund your money.
Let us send you further particulars. Ask us for our new handbook on heating.

What more do you want?
For sale by the MacLean
Publishing Co's Book Dept.

The Record Foundry & Machine Co. LIMITED

Factories: Montreal and Moncton, N.B.

**Sales Agencies in Moncton, Montreal, Toronto, Winnipeg, Calgary,
Vancouver and St. John, Nfld.**



IT is to Laugh

Do business with us and be satisfied.
The most particular people with
the most peculiar work are our
customers.

Everything in Glazing Glass

Write nearest office.

**Consolidated Plate Glass Co.
of Canada, Limited**

WINNIPEG	TORONTO	MONTREAL
291-3 Fort St.	73-5 Wellington St. W.	30 St. Sulpice St.

WE MANUFACTURE

SOLDER AND BABBITT

LEAD PIPE, TRAPS AND BENDS

Also Headquarters For

INGOT

METALS

PIG TIN, LEAD, COPPER, ANTIMONY, SPELTER AND ALUMINUM.

THE CANADA METAL CO., LIMITED
TORONTO

ONE OF THE MANY PLACES WHERE GOOD LUMBERING TOOLS

THE SOO LINE

MAKES LOGGING EASY AND PROFITABLE



The above is taken from a photograph, one of the Thessalon Lumber Company's series, which shows some of their operations on the north shore of Lake Huron. The SOO LINE Logging Tools are in demand by all of the best loggers in Canada to-day, they are specially designed for LIGHTNESS, STRENGTH and DURABILITY. They are used extensively by the Lumbermen in Ontario and Quebec, are used almost exclusively by the operators on the North Shore of Lake Huron, and are the favorite tools for the entire Western Canada, as is shown by the list given below of the dealers who stock them.

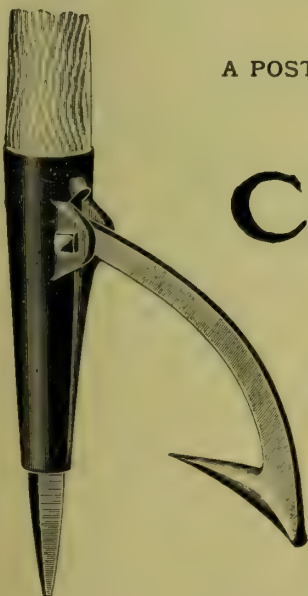
If you do not sell the Soo Line Logging Tools You
Are Losing Valuable Business.

A POSTAL CARD WILL BRING YOU CATALOGUE AND DISCOUNT SHEET.

Canadian Logging Tool Company

SAULT STE. MARIE, ONTARIO. LIMITED

Wells & Emmerson, Port Arthur, Ontario. Marks, Clavet & Dobie Co., Port Arthur, Ontario. J. H. Ashdown Hardware Co., Winnipeg, Manitoba. Marshall-Wells Hardware Co., Winnipeg, Manitoba. Miller-Morse Hardware Co., Winnipeg, Manitoba. Ross Bros., Limited, Edmonton, Alta. J. D. Quail, Fernie, B.C. J. D. McBride & Co., Cranbrook, B.C. J. H. Ashdown Hardware Co., Nelson, B.C. Wood, Vallance & Leggat, Vancouver, B.C. McLennan, McFeely & Co., Vancouver, B.C. Boyd, Burns & Co., Vancouver, B.C. E. G. Prior & Co., Victoria, B.C. Hickman-Tye Hardware Co., Victoria, B.C. Walter S. Fraser Co., Victoria, B.C.



"Sask-alta" Steel Range

They might have discovered "America" without Columbus.
They might have discovered "electricity" without Franklin.
They might have discovered "blood circulation" without Harvey.
They might have discovered "Sask-alta" without McClary's.

Might Have—But Not So Soon !



Application, preparation, devotion, determination, made all these successes possible at the right moment.

Sixty-one years' preparation, backing up the McClary application, devotion and determination made possible the development of the "Sask-alta" ideal.

"Sask-alta," showing High Warming Closet and Reservoir. Also supplied with Full Nickelled Base, if desired—Base extra.

WRITE FOR
BEAUTIFUL BOOKLET

McClary's

LONDON TORONTO MONTREAL WINNIPEG VANCOUVER ST. JOHN, N.B. HAMILTON CALGARY

"Sask-alta" Features

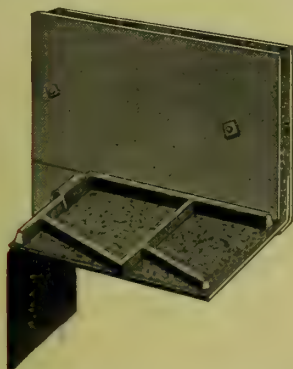


The Automatic Lift Top and Broiler Door

**Perfect
Materials**



**Soft and Hard Coal Linings and Division
for "Half" Fire in Summer**

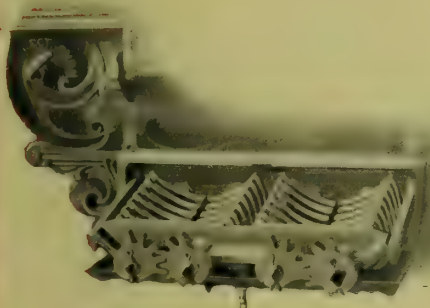


**Cut of Flanged Oven, Aluminized Wall
and Oven Guard**

**Ideal
Construction**

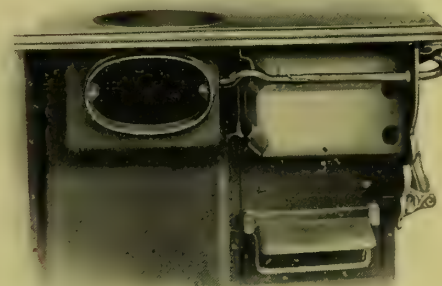


The Easy-to-Attach Reservoir



Patented Double Duplex Grates
(Always supplied unless otherwise specified)

**Rigid
Inspection**



Patented Direct Draft Damper



Patented Long Duplex Grate
(Which can be had if desired)

**Vital
Tests**



Oven Stiffener

McCLARY'S

LONDON TORONTO MONTREAL WINNIPEG VANCOUVER
ST. JOHN, N.B. HAMILTON CALGARY



Cudgel Your Brains No More

for if you were to rack your brains till doomsday you could not find the one man who was interested in what you had to sell or who wanted to sell just what you wanted to buy.

Among the thousands of Hardware dealers in Canada there is sure to be some one man who is looking for just such a proposition as you have to offer.

How To Find This One Man?

Here is how some well known Hardwaremen have found the man they wanted.

Fred. G. McBrien, 1000 Bloor St. West, Toronto, stated a few days ago to our editor that he had inserted a small want ad. in Hardware and Metal for a wire cloth rack and secured just what he wanted for \$2.75 and that now he would not be without it for \$10.00.

Mackie & Ryan, Pembroke, Ont., wrote us a short time ago : We wish to thank you for your promptness in sending to us any replies that came to you and also to compliment you on the excellent results we have obtained from this advertisement. We have received upwards of seventy replies from Hardwaremen in all parts of Canada and have been able to secure the goods we asked for in our ad.

Iveson L. Cooke, Fenelon Falls, wrote recently : Kindly discontinue my want ad. I secured just what I wanted from the one insertion.

Results Are What Count.

If you want anything that can be supplied by some Hardware Merchant, Stove or Tin-ware Dealer in any part of Canada the cheapest and quickest way to have that want satisfied is to insert a small advertisement in our "want ad" column.

Don't simply make things do.

Don't accumulate old tools and old fixtures for which you have no further use. A "want ad" will sell them and you can then use the money in your business.

Don't put off buying a screw cabinet or a silent salesman because you do not wish to buy a new one. A "want ad" will find one for you at a reasonable price.

Rates—2c. per word for 1st insertion

1c. per word for subsequent insertions.

5c. additional each insertion for box number.

Send advertisement to our nearest office.

Hardware and Metal

Montreal

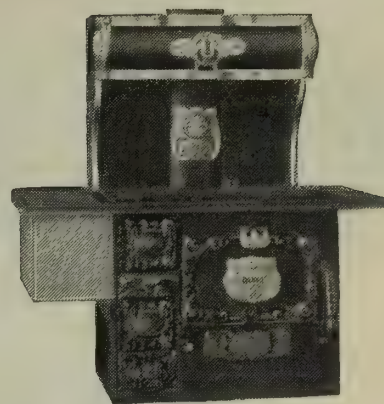
Toronto

Winnipeg

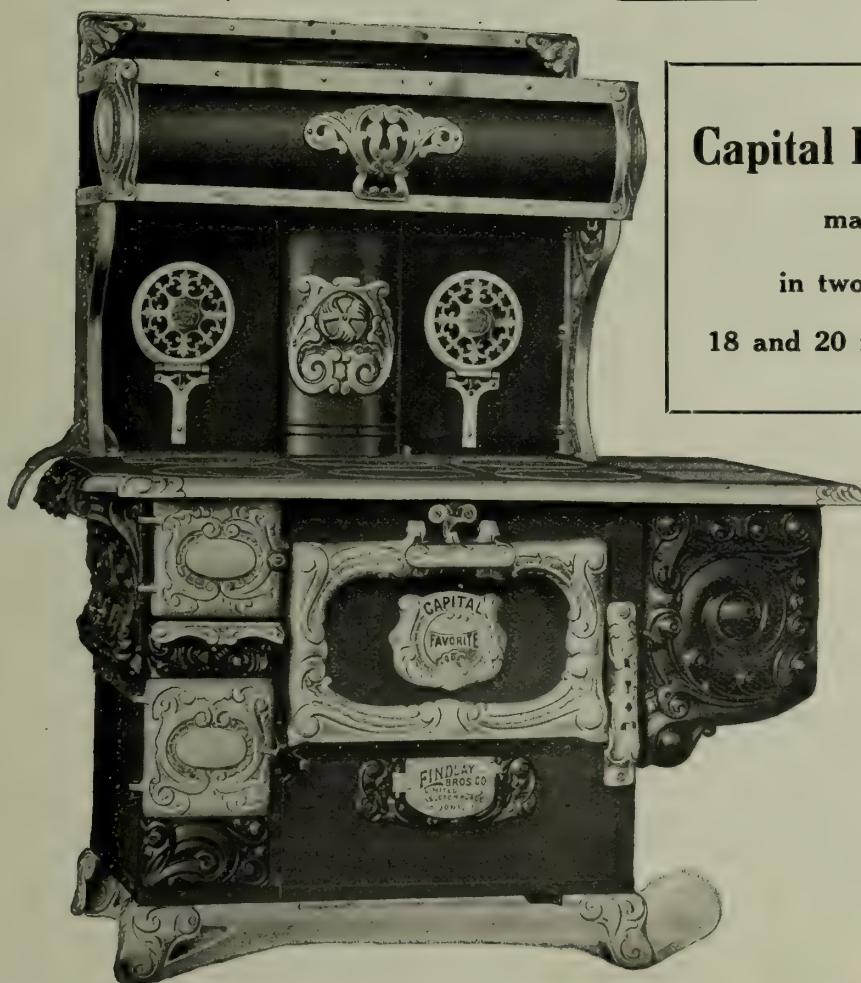


THIS STEEL COAL AND WOOD RANGE
with 14-inch Oven, and No. 9 Top
at \$9.35

We make Steel
Ranges, Cast
Ranges, Coal and
Wood Cooks,
Wood Cooks,
Base Burners and
Heating Stoves of
All Kinds.



THIS SIX HOLE RANGE
with 18-inch Oven, Duplex Grates, Reservoir
and High Closet at \$25.00



Capital Favorite

made

in two sizes

18 and 20 inch Ovens

FINDLAY BROS. CO., LIMITED

Head Office and Works:
CARLETON PLACE, ONT.

Branch House:
309 Elgin Ave., Winnipeg, Man.

Distributing Warehouses:

220 Eighth Ave. West, CALGARY, ALTA.

In charge of THE W. P. MILLER HARDWARE & HEATING CO.

178 Victoria Street, TORONTO, ONT.

In charge of STEWART & CO.

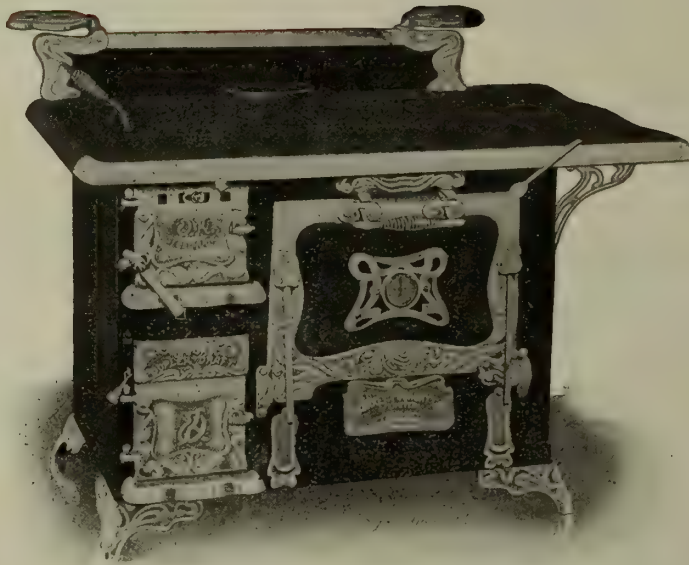
Wholesale Agents:

REVILLON BROS., Edmonton, Alberta



LOOK FOR

Breezy New Oxford



Oxford O.K. Range

For high-class trade, packed with exclusive features. Get a supply of printed matter.

Golden Nugget

A low-priced steel cook with revolving grates. Will hold fire indefinitely and work as well as the best. Pressed steel, unbreakable top, nothing like it at the price.



The Gurney Foundry

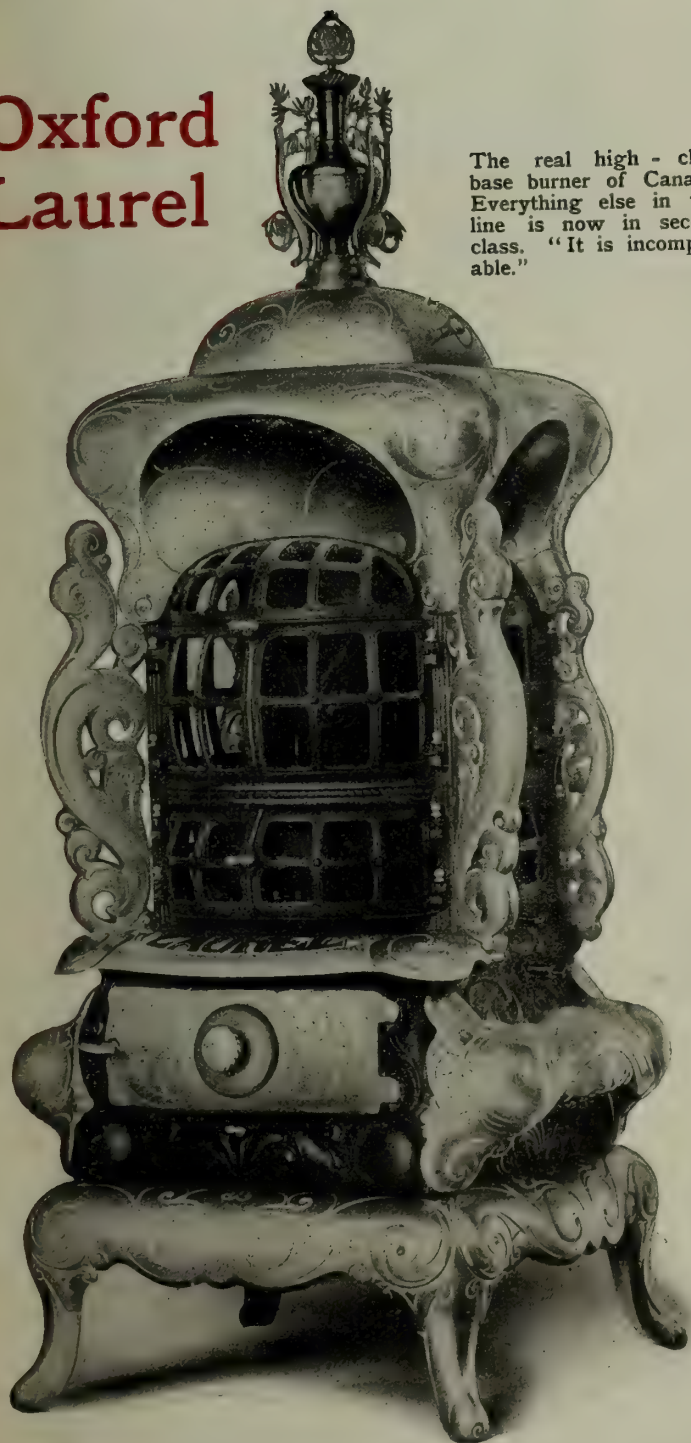
BUSINESS REVIVAL

Goods for Fall Trade



Oxford Laurel

The real high - class
base burner of Canada.
Everything else in this
line is now in second
class. "It is incompar-
able."



Oxford Canadian

A first-rate blued steel 18-in. family
range at a lower price than the usual
black steel range you are used to.

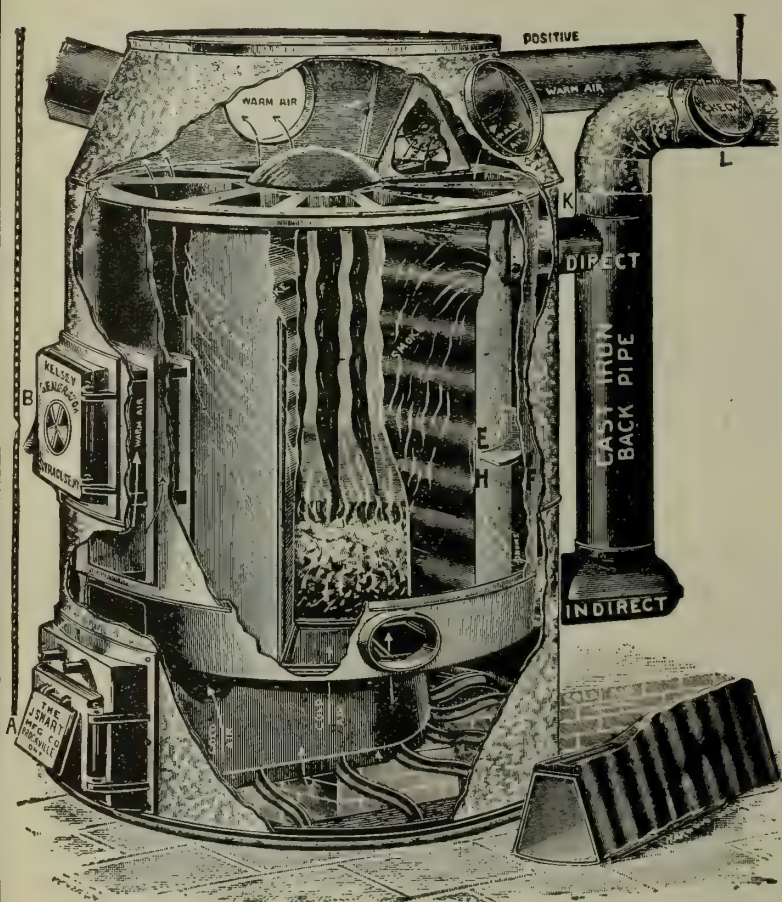


Company, Limited

STOCK CARRIED AT
Montreal, Toronto, Hamilton, Winnipeg,
Calgary, Edmonton, Vancouver.

Specified in the Contract

When Famous Architects persistently specify a certain warm air generator in the contract they must have reasonable proofs of its superiority to all other warm air generators on the market. They must know that that particular generator is in a class by itself, as far as Economy, Efficiency and Durability is concerned.



The KELSEY

Warm Air Generator

with the Zig Zag Heat Tubes or Heavy Cast Iron Sections, is the one specified in the contract—the warm air generator men with reputations to care for pin their faith to.

Most practical men know that Kelsey Construction gives three times as great an area of heating surfaces, three times as much warm air circulating capacity as any other hot air furnace having the same fire pot diameter and fuel capacity.

The Kelsey is closely allied to indirect steam and hot water heating. It will pay you well to know all about Kelsey DURABILITY, ECONOMY and EFFICIENCY

The James Smart Mfg. Co., Limited
BROCKVILLE, - ONT.

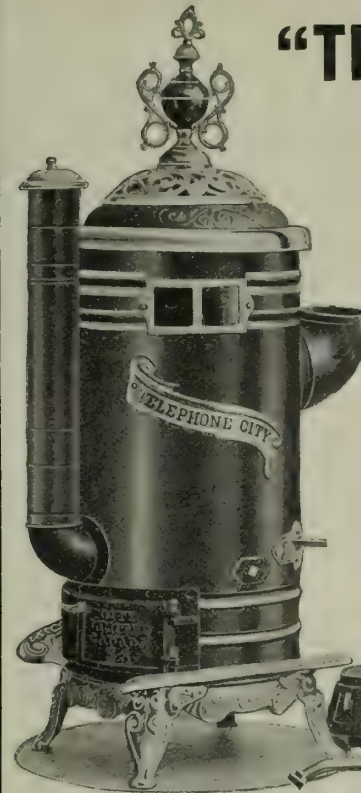


New Style H. & C. Side Wall Register.

BE A LITTLE DIFFERENT

Don't use breakable cast iron registers because the other fellow does. Use H. & C. Wrought Steel Registers and see what a strong talking point they are.

HART & COOLEY CO., Booth St.,
New Britain, Ct.



"TELEPHONE CITY"

**PATENT
AIR-TIGHT
TOP-DRAFT
STOVES**

For Coal and Wood.

Single and Double Heaters

With Ventilating Damper.

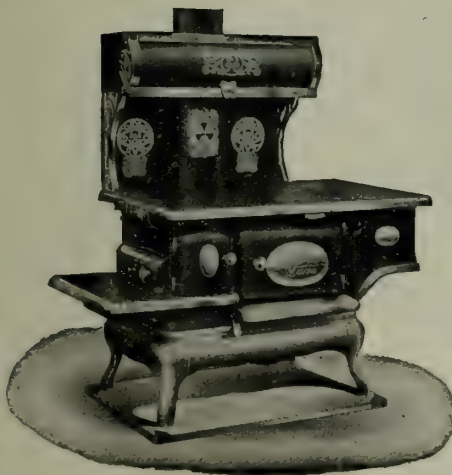
*Two Series
Five Sizes.*

**J. B. TURNER'S
PATENT
No. 79,787**

SIXTY SERIES FOR COAL

Made only by

TELEPHONE CITY STOVES, Limited
Catalog and prices for the asking. **BRANTFORD, Canada**



THERE ARE EIGHT SIZES OF THE EMPIRE QUEEN RANGE

THIS is a perfectly constructed iron range, every casting smooth, well proportioned and flawless, easily cleanable, nickel trimmings, fire box is perfectly proportioned and it is fitted with the latest Duplex Grates, having heavy sectional cast iron linings for coal and separate grates for wood. Flues are constructed on up-to-date principles. The oven comes in uniform contact with the heat on all sides, and is provided with a special baking draft which forces heat twice around the oven. The deep ashpit has a pan for receiving and removing ashes, fitted with effective chutes to prevent ashes falling outside the pan. Water can be heated in the EMPIRE QUEEN reservoirs much quicker than in other ranges.

IT WILL PAY YOU TO WRITE US FOR CATALOGUE.

Canadian Heating and Ventilating Co.

Owen Sound, Ontario

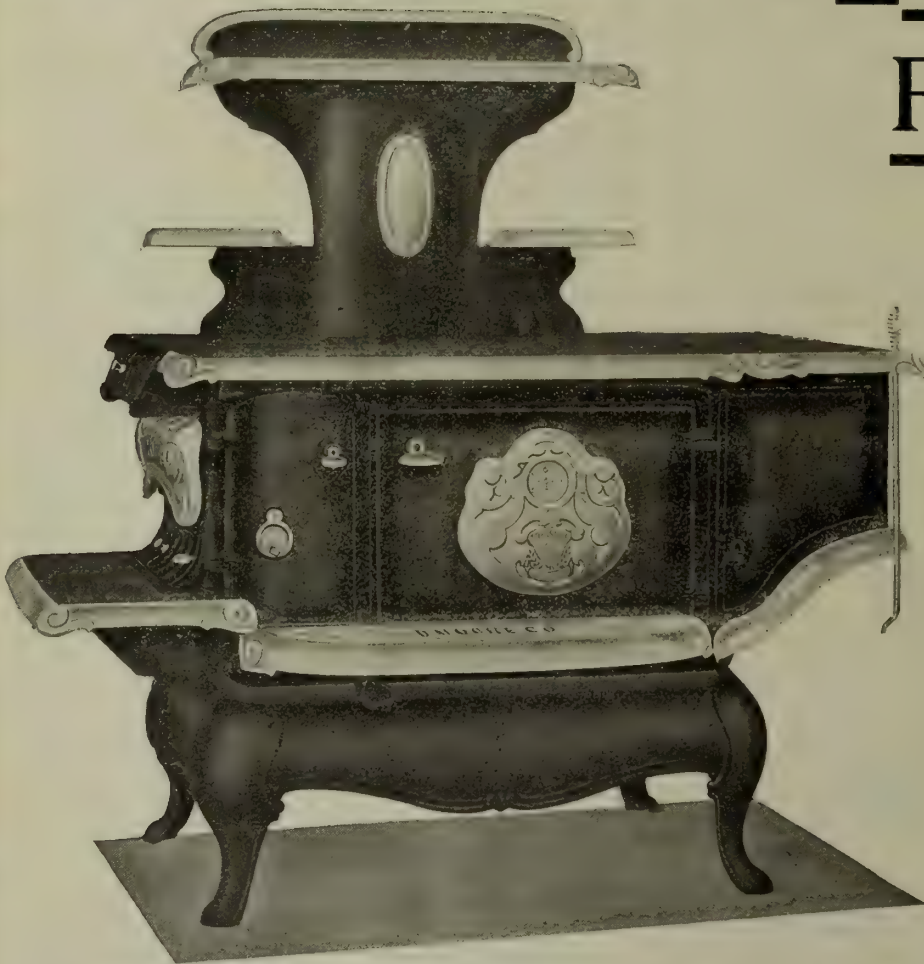
Limited

TREASURE STOVES RANGES

AND



ALWAYS
PLEASE



are made exclusively of
high grade Pig Iron.

Castings are smooth,
the nickel plating whitest,
brightest, and longest
lasting, which makes
"Treasure" goods easy
to sell and Always Please.

The Company's Guar-
antee accompanies all
"Treasure" Stoves and
Ranges.

"BRITISH TREASURE" Smooth Iron Plain Range (new for 1908.) Has many new, original and convincing features, which make same easy to sell, and always prove a source of pleasure and satisfaction to the user. Removeable nickel, patent draw-out, indestructible "Kernan" grate, which burns the air and saves fuel.

The D. Moore Company, LIMITED

North-West Distributors:
Merrick-Anderson Co.
Winnipeg, Man.

HAMILTON, ONT.

British Columbia Distributors:
John Burns
Vancouver, B.C.

"Good Cheer" Ranges

THE
GARNET



The success of this range has been such as to warrant our adding a 20 inch oven size, making the line as follows :

No. 9-18	4-9-in. holes	Oven 18x18x11
" 94-20	4-9-in. "	" 20x20x13
" 96-20	6-9-in. "	" 20x20x13

Removable Nickel, Smooth Castings. Finest operator in the range line.

The JAS. STEWART MFG. CO. Ltd.,
WOODSTOCK, - ONT.

Western Branch : Foot of James Street, WINNIPEG, MAN.

Moffat's National Steel Ranges

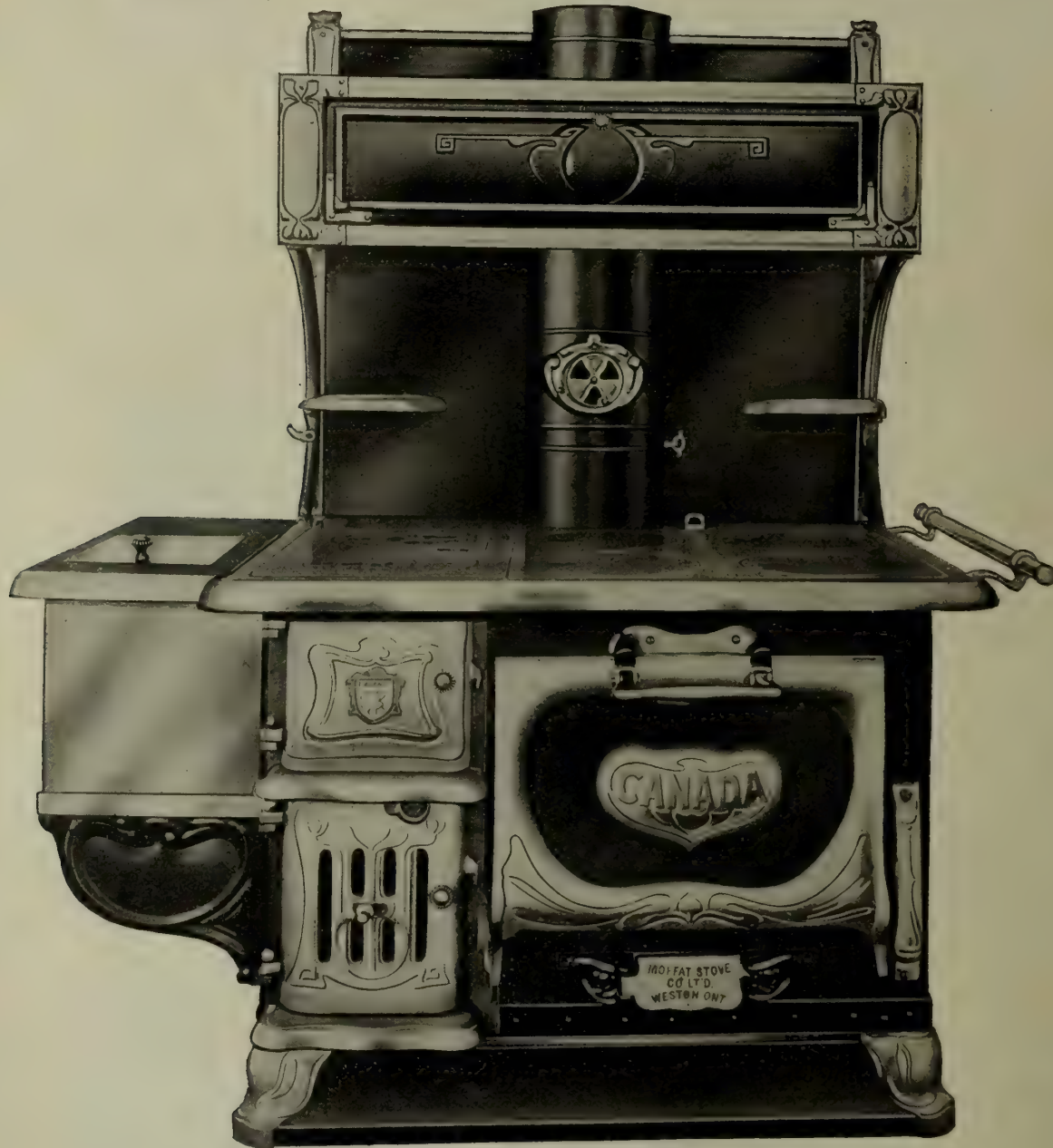
MADE ONLY BY

THE MOFFAT STOVE CO., LTD.

Winnipeg

WESTON, ONT.

Calgary



THE CANADA B STEEL RANGE

FOR BEAUTY, STRENGTH AND SIMPLICITY we challenge comparison. Leading stove experts pronounce the **CANADA B** the best "throughout" steel range on the continent.

NICKEL WORK AND ORNAMENTATION has been specially adapted for use in cleaning. All the corners are rounded. You will notice no bolt head or nut on the face of the doors or medallions, which are all easily removed when necessary.

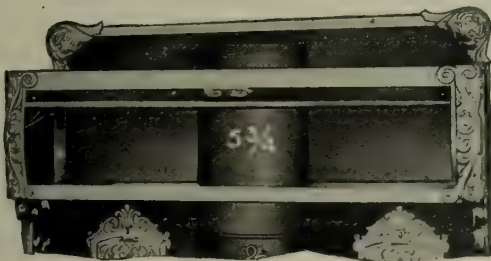
IMITATIONS OF OUR OLDER PATTERNS (by other manufacturers whose sense of honor and originality are not very highly developed), having been so numerous lately, we have registered and patented the designs and construction of the **CANADA B**. This will enable our customers to have exclusive rights and a fair profit.

MOFFAT'S NATIONAL STEEL RANGES

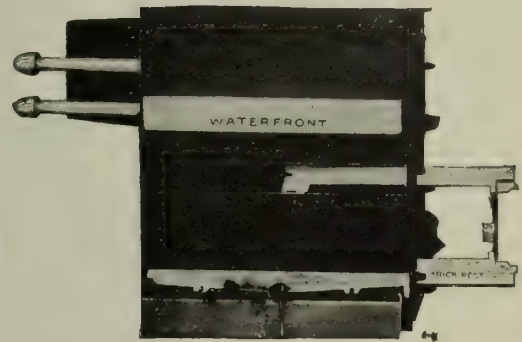
The cuts below show a few of the details of the Canada B Steel Range. Send for catalogue No. 14 for full description.



The Internal Construction of the Canada B is done in the "Moffat" way. Compare this with some cheap makes or imitations, and you will see the difference. Note—The asbestos guards extend right over to the edges. The patent hollow centre support, oven top support, brick holder, broiler support, and oven ventilator. Did you ever hear of all these important parts combined in one casting? We have also a new and patent way of holding in the front brick with no bolts. The above way of fastening asbestos prevents rust and lengthens the life of the Range. You cannot see the asbestos in many ranges.

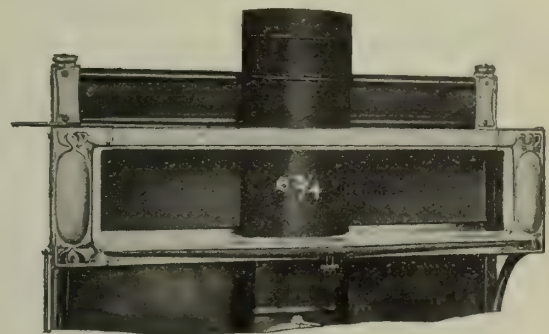


Our Old Design of High Closet, showing the opening of door to be one inch less than Canada B. There is also danger of the roll over door coming back and breaking the dishes in warming oven.



The Canada B is the only Steel Range on the market with a **patent removable grate support**, as shown on cut. This makes it possible for the brick rest to be taken out without disturbing water front or pipe connections, only one bolt to remove.

The Firebox of the Canada B has thick brick, enclosed cogs, heavy anti-clinker, duplex grates, and brick rest. All the parts are removable in single pieces. No bolts. We gave up the removable bolted frame some ten years ago, on account of its failure to remove when used for some time, and when it is out you require a skilled mechanic and the patience of a mule to pick it to pieces.



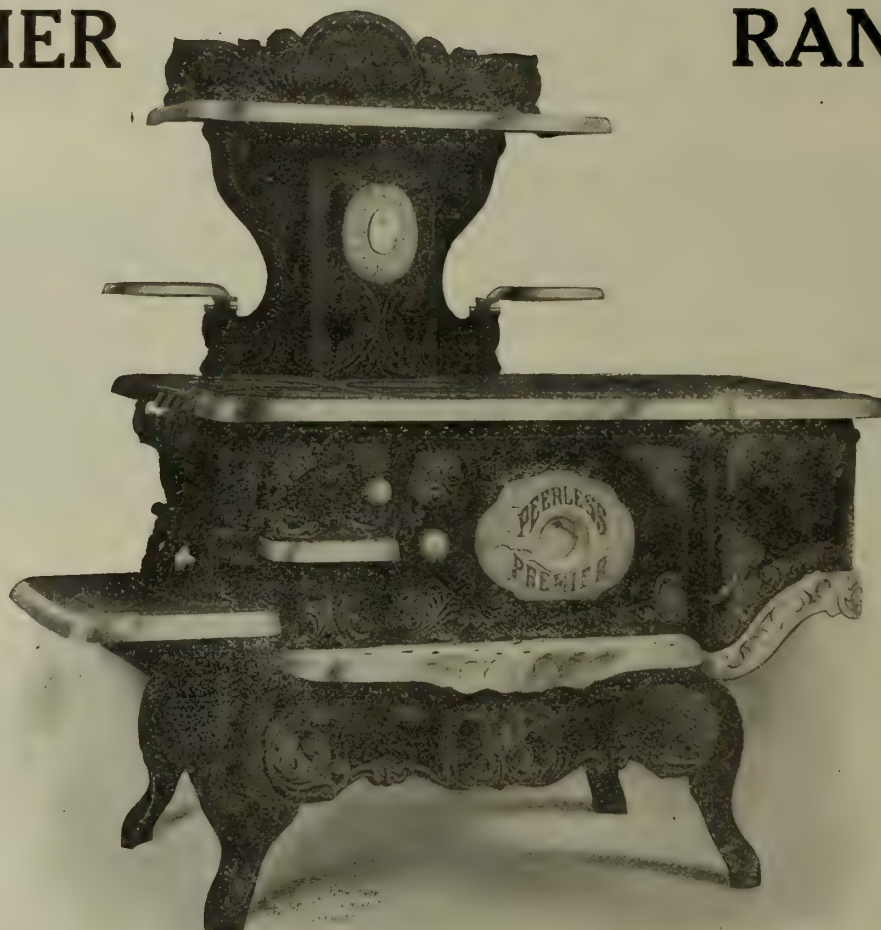
The Registered Design and Construction of High Closet is radically different from other makes. The door is flat and forms a shelf. We have done away with the roll back door for the reasons shown in opposite cut. Notice the absence of the rivet heads and bolts. There is no dead work on the nickel plating. Owing to the style of ornamentation we can finish this like silver plate.

Made Only
by

THE MOFFAT STOVE CO., Limited
WESTON, ONT., WINNIPEG, CALGARY

THE PEERLESS

PREMIER RANGE



THIS IS OUR SIX-HOLE RANGE

A high-class Range with either 18 or 20 in. steel oven, which is perfectly square.

The fire pot is fitted with duplex grates which can be removed without disturbing any other part of the fire box.

We can name you a price on this Range, so that you can meet any competition which you may have, and at the same time make a larger profit on it than you can on a Range that must be sold at a higher price.

You won't find it so easy this year to sell a Range at \$50.00 or \$55.00. The public are looking for something that can be bought at a reasonable figure.

We have the right goods at right prices in the following :

The PEERLESS for the six-hole range trade

The STERLING for the four-hole range trade

The COOK'S FRIEND for the cheap steel range

The PREMIER OAK for parlor heaters

Write us for prices and our catalogue illustrating
our line of Ranges, Heaters and Furnaces

The Down Draft Furnace Co., Ltd.

Galt, Ontario, Canada

HARDWARE AND METAL

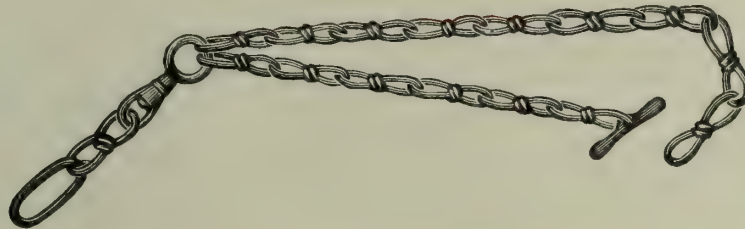
GREENING'S

IMPROVED

CATTLE CHAINS

Strongest and Best on the Market.

Have stood the test for years.



The strength of a tie is that of its weakest part. Ours are of uniform strength throughout. It will pay to handle only the best.

Our Ties are numbered from 1 to 5/0, and may be described as follows: No. 1, Calf Tie; No. 0, Light Cow Tie; No. 2/0, Cow Tie; No. 3/0, Stock Cattle Tie; No. 4/0, Light Bull Tie; No. 5/0, Extra Heavy Bull Tie.

A complete line of all sizes ready for shipment.

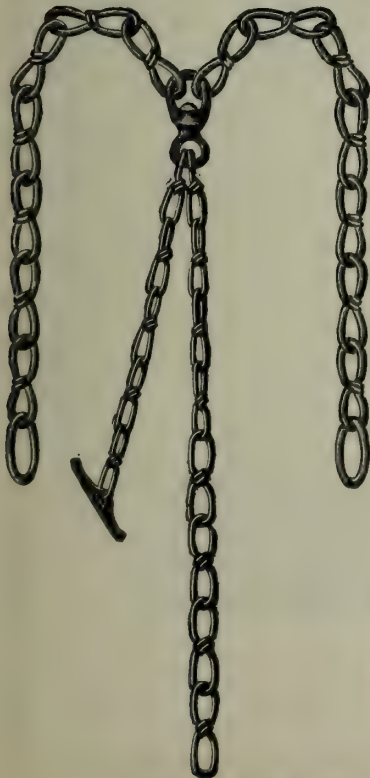
Manufactured under Patent No. 50925.

A good stock of Fruit Drying Cloth and Small Mesh Netting
in Stock

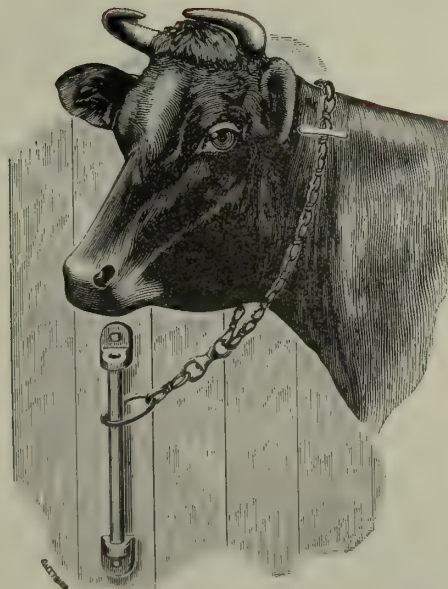
FOR SALE BY ALL JOBBERS

OPEN RING—Made in six sizes.

SMALL CLOSE RING
LARGE CLOSE RING
Made in six sizes.



FOUR CHAIN COW TIE



"GREENING'S SPECIAL TIE"

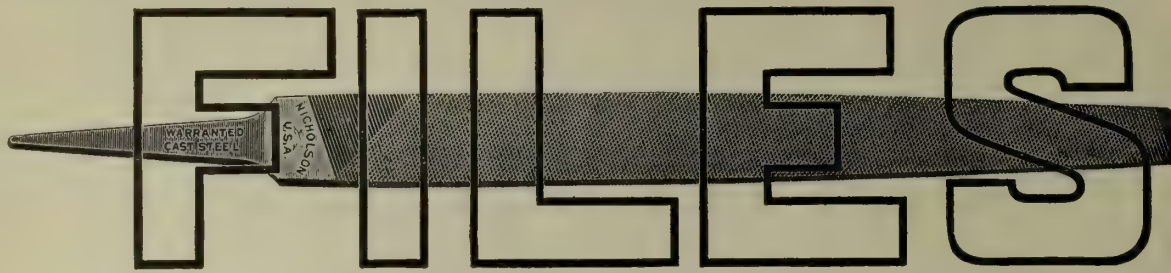


WALTON or THREE CHAIN—Made in six sizes

The
B. Greening Wire Co.

Limited

HAMILTON and MONTREAL



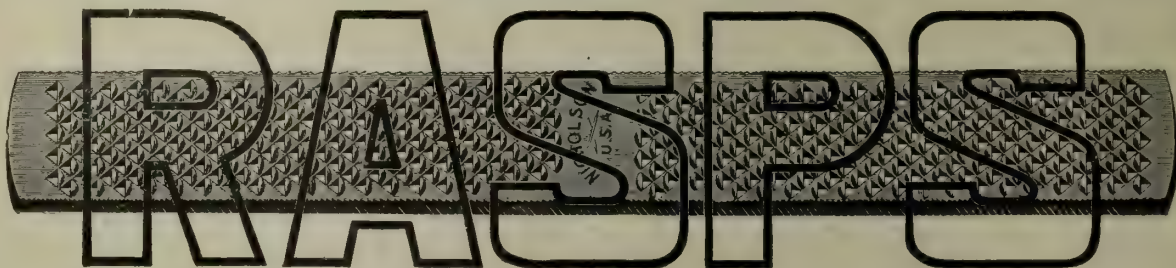
Kearney & Foot
Arcade
American
Great Western
Globe
McLellan
J. B. Smith
Eagle

These well-known
Factory Brands are
made and guaran-
teed by us.

Carried in stock in
ample quantities to
enable us at all
times to promptly
fill orders of any
size.

NICHOLSON FILE CO.

Dominion Works : PORT HOPE, ONT.



WILL YOU ACCEPT THIS HEATER

if we

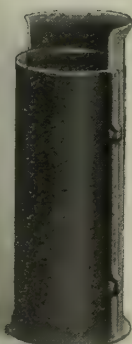
Send it Free?

Sign and mail the coupon below

SEND NO MONEY, TAKE NO RISK

ROYAL OAK

Made in 3 sizes, 12, 14 and 16.



587

Of Ontario's wide-awake, go-ahead
Hardware Men have received a sample
of this **PROFIT MAKER.**

HAVE YOU?

Sign and mail the coupon below to

The Harriston Stove Company, Ltd.,
Harriston, Ont.

Fill in This Coupon

1908

HARRISTON STOVE CO. Limited,
Harriston, Ont.

Gentlemen:—

Please ship to me freight prepaid one No. 14 Royal Oak nickel swing top, large two piece mica door, duplex grate, feeder and 14 inch fire pot. For all this I agree to pay nothing unless I find it the best value offered the trade.

If on examination I find it as represented you may draw on me for \$11.00, 60 days from date of shipment.

If I do not consider it good value, I may return it at your expense.

Ship via _____

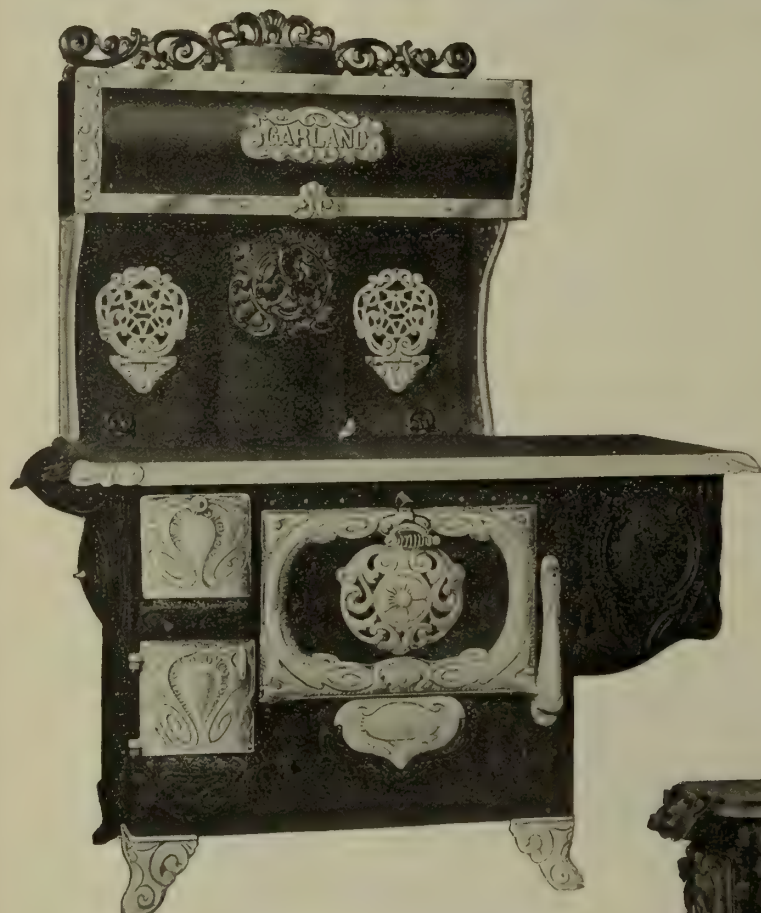
Name _____

When _____

Address _____

GARLAND

STOVES and RANGES



The Pearl Garland

A low priced cast cook stove handsome in design. Large fire box, with sectional cast iron linings, and heavy duplex grates.

Large ventilated oven 18 x 17.

Supplied in either plain or nickel finish. On fancy base or on feet.

A post card will bring full information.

The Auer Garland

The extremely low price of this Steel Range makes it a quick seller.

Handsome design and finish.

Excellent fire box and duplex grates. All removable.

Removable plate for thermometer.

An Ideal Steel Range combining all the points of excellence in other high class steel ranges, and sold at a remarkably low price.



BOWES, JAMIESON & CO.

Hamilton, Ontario

Western Agents: **TILDEN, GURNEY & CO., Winnipeg, Man.**

STILL LEADING

Island City

(Brands)

HAVE
NEVER
BEEN
SURPASSED



MANUFACTURERS OF

Permanent Reds, Vermilions
Greens, Blues, Yellows.

For agricultural implements,
waggons, etc., **ISLAND CITY**
Floor Paints dry in EIGHT
HOURS.



Island City House Paints

Made from the Purest Materials. Send for Sample Card showing 56 colors.

Island City

Coach Varnishes. Coach Colors. Railway
Varnishes. Enamel Paints. Furniture Var-
nishes. Japans. Interior Varnishes. Wood
Stains. Liquid Aluminum Bronze. Liquid
Gold Bronze. Pure White Enamel for Dip-

ping or Brush Work. Enamel Primer for First Coating.

ISLAND CITY Pure White Lead. Decorators' Pure White Lead.

OUR **ISLAND CITY** PURE WHITE PAINT is non-poisonous, and two coats cover
as much as three of PURE LEAD. PURE WHITE ZINC.

THE HOUSE OF QUALITY—Known everywhere for reliability and promptitude.

Our system of advertising helps to sell the goods and then they are all BACKED BY
A GUARANTEE. What more do you want?

DO NOT FORGET THE BRAND "**ISLAND CITY.**" Nothing pays better.

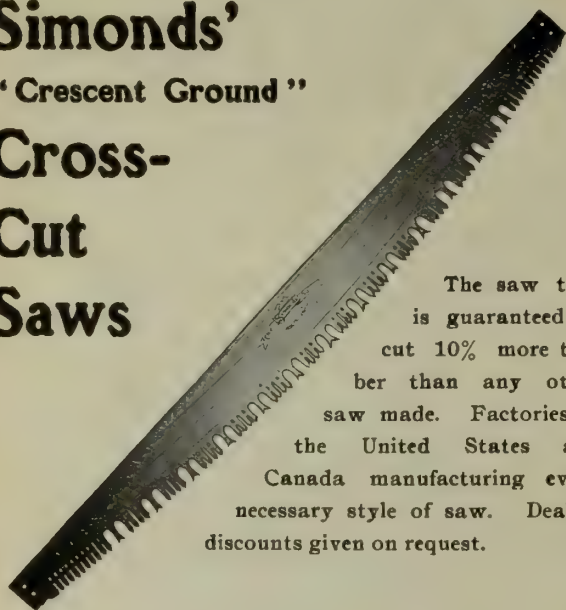
P. D. DODS & CO., Limited

MONTREAL

Simonds'

"Crescent Ground"

Cross-Cut Saws



The saw that is guaranteed to cut 10% more timber than any other saw made. Factories in the United States and Canada manufacturing every necessary style of saw. Dealers discounts given on request.

Simonds Canada Saw Co.

LIMITED

Montreal, P.Q.

Toronto, Ont.

St. John, N.B.



Spear and Jackson Saws

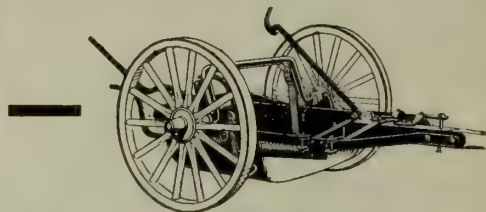
are high-grade and well advertised therefore good sellers.

Write for Prices, Showcards, etc., from any of the following firms:

Messrs. Caverhill, Learmont & Co.,	-	Montreal
89 St. Peter Street		
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St. Paul Street		
Messrs. Prudhomme & Fils -	-	Montreal
10 Rue de Bresoles		
Messrs. Stark, Seybold, Limited	-	Montreal
Mr. Auguste Couillard -	-	Montreal
Rue St. Paul		
Mr. L. H. Hebert -	-	Montreal
Rue St. Paul		
Mr. David Madore -	-	Montreal
Rue St. Paul		
Messrs. The Chinc Hardware Co. -	-	Quebec
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Messrs. Emerson & Fisher, Limited	-	St. John, N.B.
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Messrs. The Vokes Hardware Co., Limited,	-	Toronto
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Messrs. McLennan, McFeely & Co., Ltd.,	-	Vancouver, B.C.

Spear & Jackson, Limited

Etna Works, SHEFFIELD, England



The Meaford Wheelbarrow Co., Limited

MEAFORD, - ONT.

Manufacturers of Pressed Steel Drag Scrapers, Square Box and Pressed Bowl Wheel Scrapers. Wheelbarrows all styles in Wood and Steel for Gardens, Railroad, Brickmakers, Stone Quarry and Foundries, Warehouse Trucks, Store Trucks, Platform and Factory Trucks, Baggage Trucks and Express Wagons.

Write for new catalogue and prices.

SELLING AGENTS:

For Quebec and Maritime Provinces:
Alexander Gibb, 13 St. John Street, Montreal

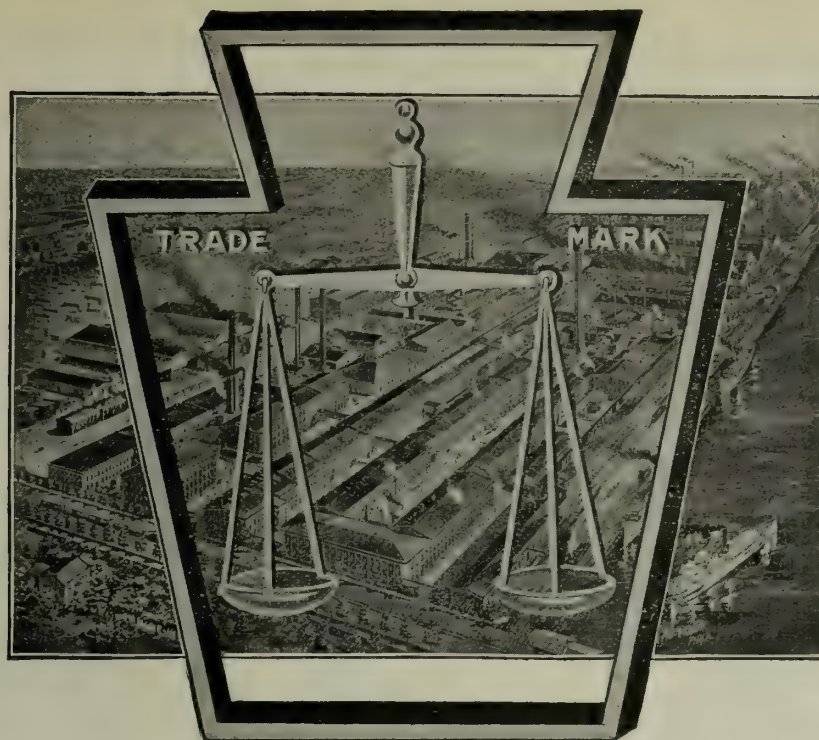
For Manitoba, Saskatchewan and Alberta
Bisset & Loucks, 151 Notre Dame Street,
Winnipeg

For British Columbia:
John Burns, 313 Water Street, Vancouver



Disston

Saws



The largest Saw Manufacturing Plant in the World and its Trade Mark—EMBLEMATIC of the Principle upon which the High Reputation for Quality, Workmanship and Utility has been built.

HENRY DISSTON & SONS, Inc., Philadelphia, U.S.A.

Keystone Saw, Tool, Steel and File Works.

CANADIAN WORKS, 112 Adelaide Street East, TORONTO

*Satisfaction
Guaranteed*

A MARK OF QUALITY

*Prompt
Delivery*

LION

**Manila Rope
Transmission Rope
Yacht Rope
Bolt Rope**



**Sisal Rope
Lath Yarn
Shingle Yarn
Bale Rope**

CONSUMERS CORDAGE COMPANY, LIMITED

Mills: MONTREAL, QUE. HALIFAX, N.S.

Manufacturers of CORDAGE and TWINE of all descriptions,

From

Manila, Sisal Jute, Russian, Italian

AGENTS AND BRANCHES:

F. H. ANDREWS & SON,
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CONSUMERS CORDAGE CO., Limited,
St. John, N.B., Toronto, Ont.

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TEES & PERSSÉ, Limited, Winnipeg, Calgary and Edmonton.

Complete Stocks at Halifax, St. John, Montreal, Toronto, Winnipeg, Vancouver

SELECTING A WIFE

and a Stove or Range are quite alike. The handsomest may not be the best, but when you do find both these qualities together

It's an Awful Nice Combination

They are found together in the

Imperial Stoves and Colonial Ranges

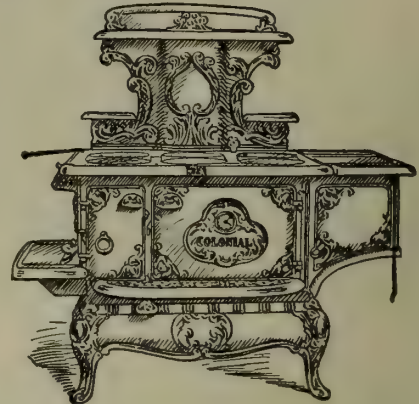
The Colonial Range

The Handsomest and Best Range on the market. Nickel can all be removed instantly for cleaning. No bolts or nuts used. Quick change grates—change from coal to wood in a minute. Large roomy oven, takes four ten inch pie tins. Fire box takes 24 in. wood. Satisfaction guaranteed.

Imperial Oaks

Very handsome. Perfect control. Economical on fuel. Always give satisfaction.

If you want the best get our line.



Made by

The Percival Plow & Stove Co.

Limited

MERRICKVILLE,

ONT.



Imperial Oaks Single or Double Heater

TROUBLE AND EXPENSE

are the two CARDINAL features of FURNACE LIFE. The householder wants to know where is the furnace that will heat his house at the least TROUBLE and above all the LEAST EXPENSE.

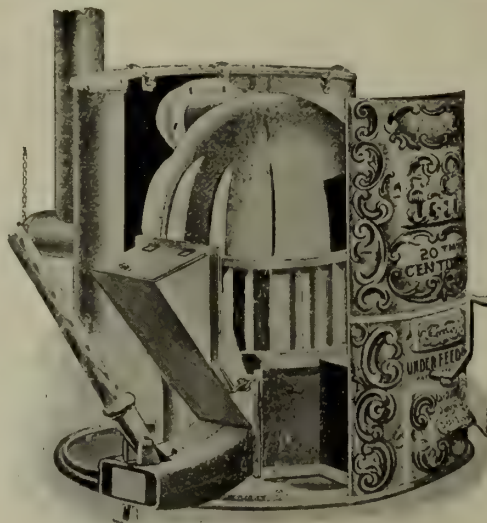
The 20th Century

is just

It displaces all OLD METHODS; it consumes all the fuel and gives heat in return. It does not cost much and gives no trouble to anyone.

WE WANT AGENTS
wherever we are not
REPRESENTED

It suits HOUSES, CHURCHES,



HOT AIR (Sectional View)
MANUFACTURED BY

Underfeed Furnace

what you want.

You have NO DIRT, NO CLINKERS and can burn HARD or SOFT coal.

CONVICTION follows any DEMONSTRATION. This is all so easy to say. Let us tell you about it. There is MONEY in it for EVERY DEALER.

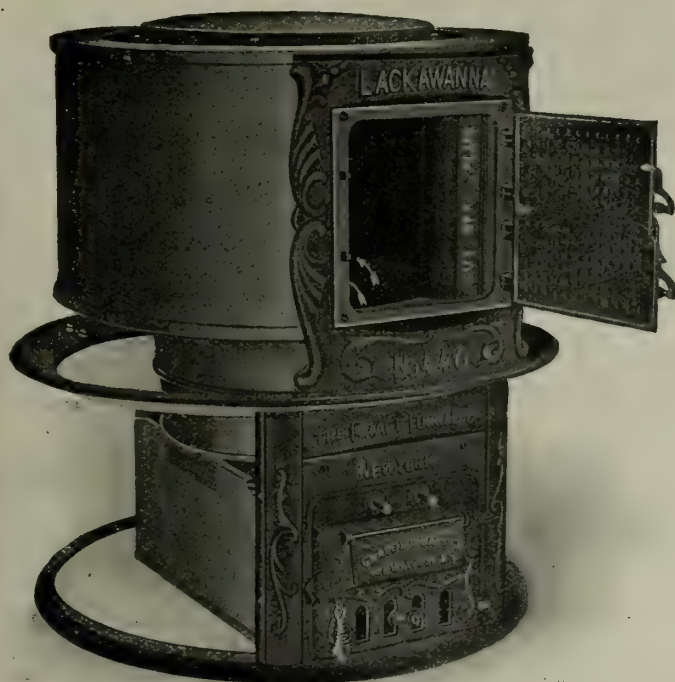
TO-DAY IS THE DAY
TO WRITE
FOR PARTICULARS

HALLS AND PUBLIC BUILDING

The Laurentian Foundry Co., Ltd.

Cor. Ottawa and Sherwood Streets, OTTAWA, CANADA

LACKAWANNA FURNACE



LACKAWANNA
A Very Powerful and Economical Furnace

Made in 5 sizes. 18½ in., 23 in., 26 in. and 30 in. firepot

BUILT LIKE AN ENGINE AND
WORKS AS PERFECTLY AS ONE

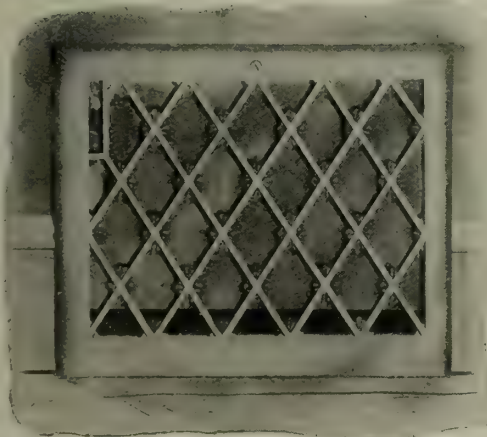
The **Lackawanna** is more easily sold than any other because men of judgment can appreciate its good points of superiority and can realize they will get the full value for their money.

A good horse will sell for more money than a poor one, so will the **Lackawanna**, because the value is there.

BUTTERWORTH & CO.

Limited

OTTAWA - ONT.



SIDE WALL REGISTERS OF CAPACITY

IMPERIAL SIDE WALL REGISTERS have a greater out-flow capacity than any Register made.

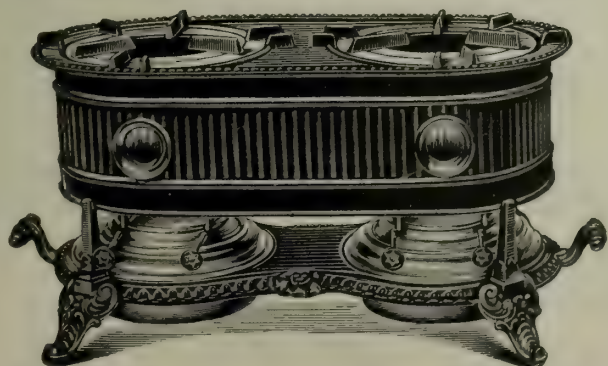
IMPERIAL SIDE WALL REGISTERS take a pipe 2" to 3½" deeper than the studding.

Varying designs for all styles of decoration.

Your trade need not be wearied by the monotony of a single design.

All sizes, shapes and styles of floor and side wall Registers made in Iron, Wrought Steel, Brass and Bronze.

Ferrosteel Company, - Cleveland, Ohio



A stove that sells itself.

Requires no pushing, simply display.

Acknowledged to be the best on the market, combining excellency of finish, durability of metal, and great heating power.

A profitable line to carry.

F. W. LAMPOUGH & CO.,

9 Debresoles Street

- MONTREAL



SIMONDS No. 8 1/2

This Saw is of the general style and shape which carpenters have been accustomed to using for years past. Has a carved apple handle with highly polished sides and edges, making a very pretty Saw. Holds its cutting edge and saws true. Its high quality and even temper are due to the fact that it is **Made of Simonds Steel**. Covered by the broadest Simonds warranty.

SIMONDS HAND SAWS

are good sellers. Dealers should send for 1907 Catalogue and discounts.

SIMONDS MANUFACTURING CO.
Fitchburg, Mass.
Branches Throughout The United States

Secure the Trade of the Best Mechanics

BY SELLING

RAPID AUGER BITS

They all have our patent **Gulde Point**. They are made of specially good material, and are the cleanest fastest cutters on the market.



PRICES RIGHT.

CATALOG ON REQUEST.

The Rapid Tool Company, Limited

- Peterborough, Ont.

The Best Seller—Because it's Made the Best

More "Favorite" Churns are sold in Canada than any other—and for very good reasons.

THE "FAVORITE" CHURN

is light, but solid—wonderfully easy to run, yet exceptionally durable—a churn that users like and recommend, and for which dealers find a strong, steady demand.

If you are not now selling the "Favorite" write for booklet and prices to dealers.



DAVID MAXWELL & SONS,

- ST. MARY'S, ONT.

Picking Up Orders

for local **STRUCTURAL STEEL** requirements is a paying business. It's easy for an energetic hardwareman to know what's doing in the local building trade, and if he has our close prices it's easy enough to get a line on the orders. Tell us what's wanted locally in this line and we will quote you a close price, and give you any **STRUCTURAL STEEL** information that will help you to get the business.

Hamilton Bridge Works Co., Limited, **Hamilton**
CANADA



DOMINION WIRE MANUFACTURING CO.

LIMITED

MONTREAL AND TORONTO

We also manufacture:

Iron and Steel Wire,
Brass and Copper Wire,
Mattress and Broom Wire,
Galvanized Wire,
Barb Wire,
Coiled Spring Fencing,
Wire Nails,
Wood Screws,
Bright Wire Goods,
Hat and Coat Hooks,
Spring Cotters,
Flat Cotters,
Wire Barrel Hoops,
Strand Wire.



**ANNEALED
HAY
BALING
WIRE**

The demand for this wire this Fall will exceed other years.

Send in your specifications now, and prompt shipment will be made when required.



PLYMOUTH CORDAGE COMPANY'S FACTORY
AT WELLAND, ONTARIO

High quality in any article always means satisfaction to the user. In all Cordage products it means not only satisfaction but economy as well.

We would like a chance to demonstrate this to every Cordage buyer in Canada. We know the truth so well that Plymouth Cordage Co. in all its goods makes one grade only—the best.

Look over this list, mark the items in which you are interested, tear out and mail to address below. You will receive promptly samples and full information.

Manila Rope	Transmission Rope	Bale Rope
Sisal Rope	Hide Cord	Lath Yarn
Clothes Lines	Leather Cord	Shingle Ties

INDEPENDENT CORDAGE COMPANY, LIMITED

Stocks at

TORONTO
MONTREAL
HALIFAX

ST. JOHN
WINNIPEG
VANCOUVER

Canadian Sales Agents

55 Colborne St.
TORONTO, ONTARIO



Better Prices—Bigger Profits!

are the result of handling the

HECLA FURNACE

Just let these facts sink into your gray matter.

Individual Grate Bars. Hecla Grate Bars are turned separately, thus clearing out all dead matter without losing any live coal. No poker is required. Hecla Grate Bars can be removed in a few minutes without the aid of tools.

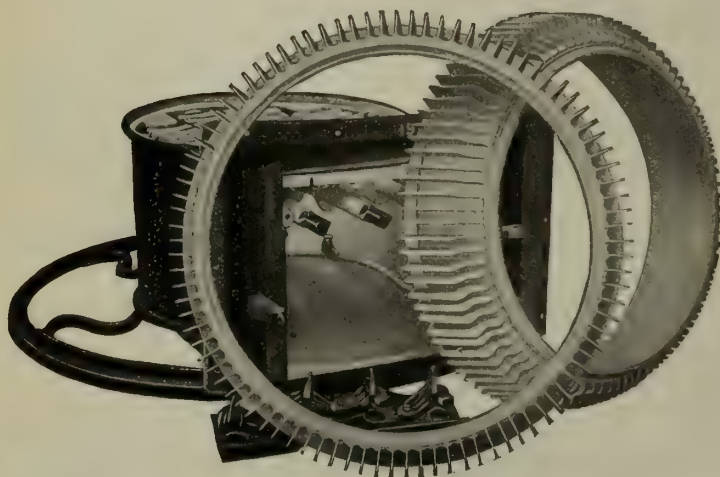
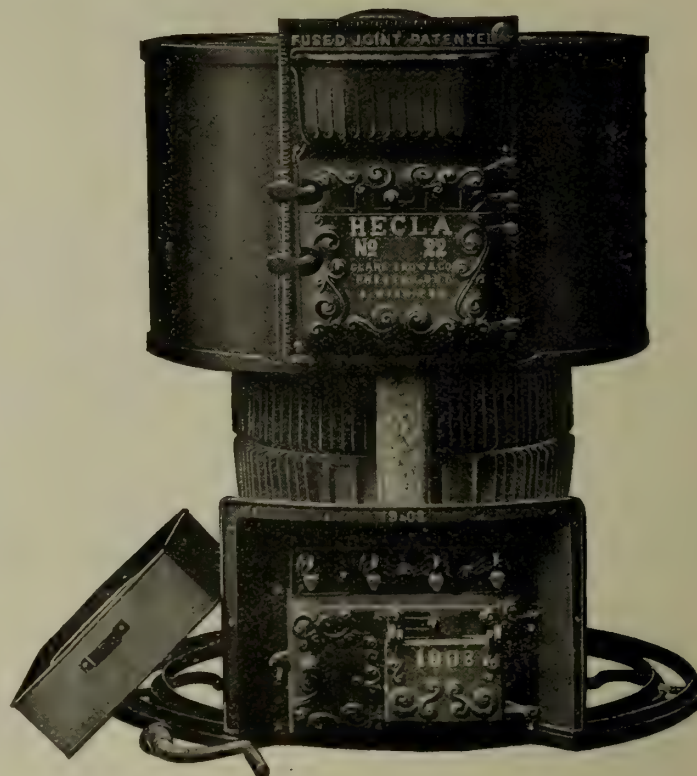
Steel Ribbed Fire Pot. Hecla Fire Pots have three times as much radiating surface as ordinary cast flanged fire pots. Ninety-seven steel flanges are fused to the fire-pot, thus producing greater heat for less fuel. Hecla Fire Pots never get red hot.

Fused Joints. Hecla Furnaces are the only furnaces made with fused joints which make absolutely tight and permanent joints between the iron and steel of the Radiator.

Cast Iron Combustion Chamber. Hecla Combustion Chambers are made of cast iron half inch thick. These are much more satisfactory and durable than steel chambers.

And there are other features which are great selling arguments. Don't you jump to the conclusion that all furnaces are alike as far as profits go—there's more for you in the Hecla.

Send for Catalogue, Anyway!



Clare Bros. & Co.

LIMITED

PRESTON, - ONTARIO

Clare & Brockest, Winnipeg, Man.
Cunningham & Worth, Vancouver, B.C.

The Mechanics' Supply Co.
Quebec, Que.

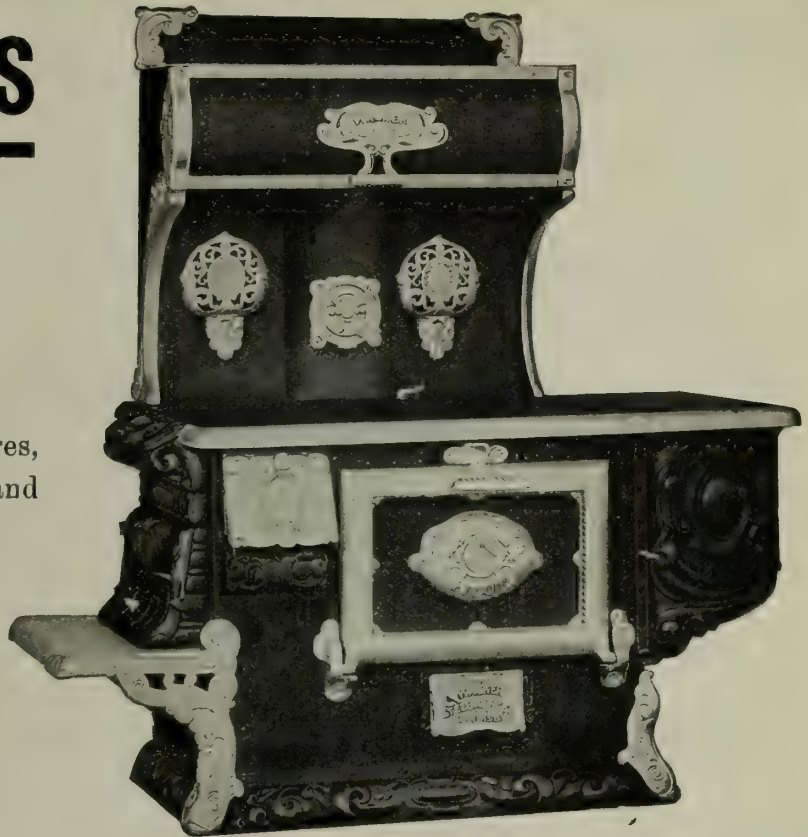
OUR LEADERS

The Walker Pilot

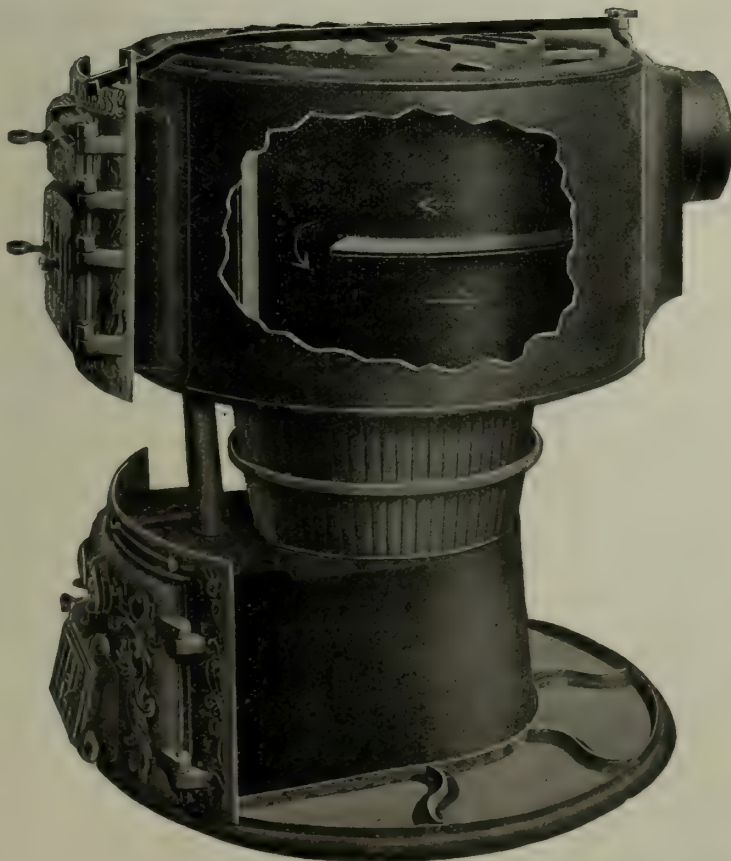
Canada's Best Domestic Range.

Successful Everywhere.

It possesses all the up-to-date features, and yet sells at a competing price, and makes you double the usual profit.



SUCCESSFUL EVERYWHERE



Write for particulars

The Walker Success Furnace

Low Set.

Large one piece Ash Pit.

Four Bar Triangular Grate.

Fire Pot in two sections.

Extra Large Feed Door.

Dust Flue.

Up-to-date Direct Draft.

Extra Long Fire Travel.

Quickly set up.

Large Evaporator Pan

Extra Heavy Throughout.

Walker Steel Range

Company, Limited

Grimsby - Ontario

Armstrong Tool Holders

have saved years of time and thousands of tons of Tool Steel. Have you got your share?
If not let us help you NOW.



PATENT APPLIED FOR.

Here's the Best and Shortest Ratchet Drill Made.

The sectional view shows clearly the construction which is simple, compact and strong. All parts are made from drop forgings or bar steel. Pawl and center are tool steel, carefully tempered.

It is self discharging and can be reversed instantly.

DIMENSIONS :

Length of handle, 12 inches. Length of head, $3\frac{1}{4}$ inches. Feed, $2\frac{1}{4}$ inches.

It's easy to make a ratchet drill with a LONG HEAD and a long feed or a short head and a SHORT FEED but this is the ratchet with a SHORT head and a LONG feed.

ARMSTRONG BROS. TOOL CO.,

"THE TOOL HOLDER PEOPLE"

WRITE FOR SPECIAL CIRCULAR

106 N. Francisco Avenue
CHICAGO, U.S.A.

Stanley's Ball Bearing Hinges

FOR ALL THEIR IMPORTANT WORK.

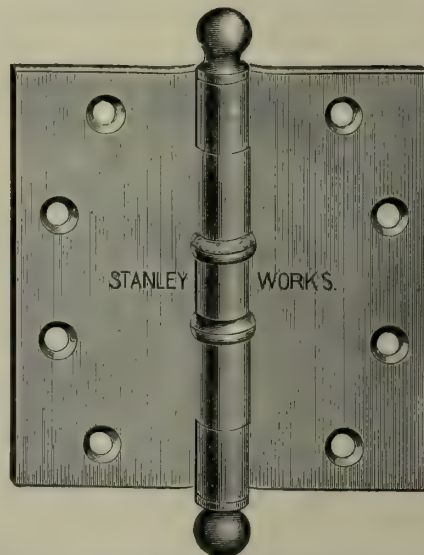
DEALERS SHOULD HAVE THEM IN STOCK



CUT OF WASHER

FULL SIZE

IT IS SO CONSTRUCTED
THAT IT WILL NOT
COME APART
IN USE



**MADE OF
WROUGHT
BRONZE
AND
STEEL**

ARTISTIC BOOKLET ON APPLICATION

THE STANLEY WORKS, New Britain, Conn.

FOR SALE BY LEADING JOBBERS

Guelph Spring & Axle Co.

LIMITED

SPRINGS and AXLES

Celebrated



Anchor Brand

Send for Catalogue and Prices to

GUELPH SPRING & AXLE CO.

GUELPH, ONT. LIMITED

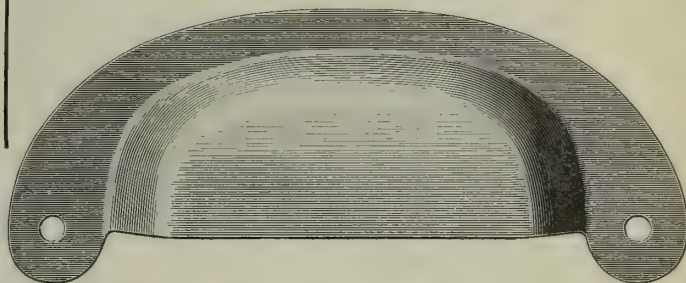
OR

D. ACKLAND & SON, Limited, WINNIPEG

Save Money

—ON—

Drawer Pulls



SEND FOR SAMPLE AND PRICES.

WE ALSO MAKE THE

**Celebrated Shelby "Champion"
Double Acting Spring Floor Hinges**

The Standard Mfg. Co.

SHELBY, OHIO., U.S.A.

**HERE, Mr. DEALER, ARE TWO LINES THAT
IT WILL PAY YOU MIGHTY WELL TO HANDLE!**

The General Food Chopper

This chopper is made in four sizes, each size having five **self-sharpening steel knives**. All parts are tinned to prevent rusting, and are easily interchangeable. It entirely displaces the chopping bowl, chopping up in five minutes in clean, uniform, **uncrushed** pieces what it would take thirty minutes to chop less perfectly in a chopping bowl. It is simple, self-cleaning, and will last a life-time.



The Shirreff Carpet Sweeper

This sweeper is positively the latest advance in carpet sweeper manufacture. All metal parts are made of **steel**, either nicked or enameled, making the Shirreff much **stronger** yet **lighter** than sweepers having cast-iron parts. It runs smoothly on frictionless metal bearings, and the axle is protected from dirt by being enclosed in a tube. It is the only sweeper which **discharges dirt towards the centre** instead of outwards from both sides. Made in three grades.

GET OUR PRICES AND DISCOUNTS ON THIS LINE!

Shirreff Mfg. Co., Limited, Brockville, Ontario

Canadian National Exhibition TORONTO

August 29th to Sept. 14th, 1908

Industrial Educational Agricultural

Make Applications for Space at once

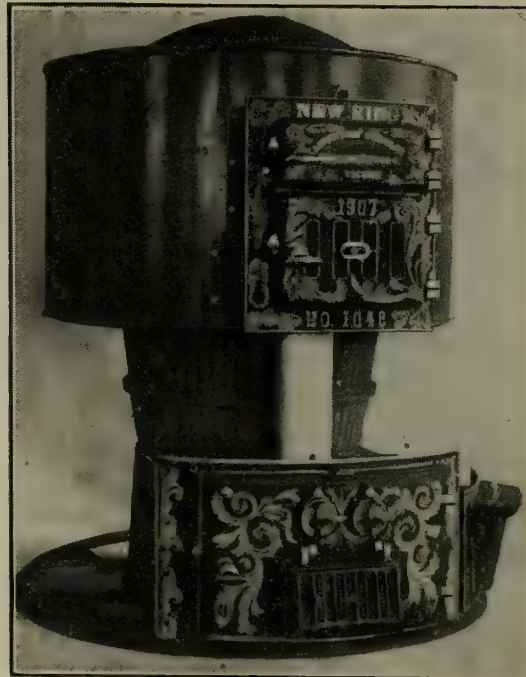
\$50,000.00 in PREMIUMS

\$50,000.00 in SPECIAL ATTRACTIONS

ENTRIES CLOSE AUG. 5TH

For all information, address J. O.
ORR, Manager, City Hall, Toronto

CHEAP FARES FROM EVERYWHERE



QUIT TAKING CHANCES on your
FURNACES. A poor furnace is dear at
any price.

The

"New King" Furnace

combines ALL the LATEST improve-
ments in warm air FURNACES.

IT IS MADE IN THREE SIZES.

The fire pots are made in two pieces and
will never CRACK.

THE TRIANGULAR BAR grate can
never get out of order.

THE WATER PAN is convenient for
filling and cleaning.

It is fitted with REMOVABLE PLATE
for installing hot water connections
with the bath room, etc., without tak-
ing down the furnace.

THE ASH PIT is cast in one piece and
avoids dust.

THE DUST DAMPER is unique and
prevents any escape when ashes are
removed.

It has crescent DOME, the best on the
market and with DOUBLE FEED
DOORS wood may be used as freely as
coal thus combining the best furnace
for general uses extant to-day.

LET us tell you about it. THESE FUR-
NACES PAY PLEASING PROFIT TO
THE DEALER and Satisfy your cus-
tomers.

Write to-day to the makers.

Laurentian Foundry Co., Ltd.
OTTAWA

Agents Wanted Wherever Not Represented
GOOD territory available.

Absolutely Rustproof Keystone Brand Galvanized Nails

The only properly galvanized nails on
the market.

Evenly Coated **Perfectly Separated**

Galvanized by the Hot Dipped Process,
with Pure Zinc, therefore Absolutely
Rustproof; cooled by our own patented
method without submerging in water, so
that they are not hardened or made brittle.

No Rough Nails.

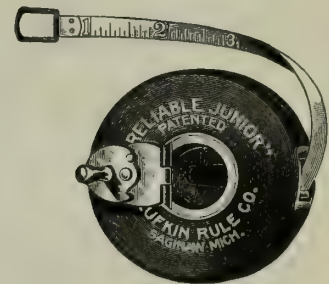
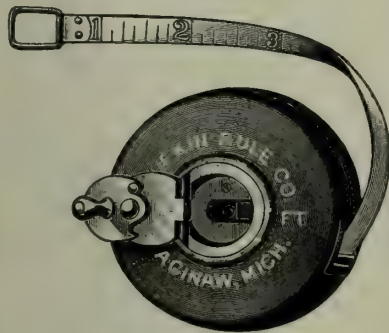
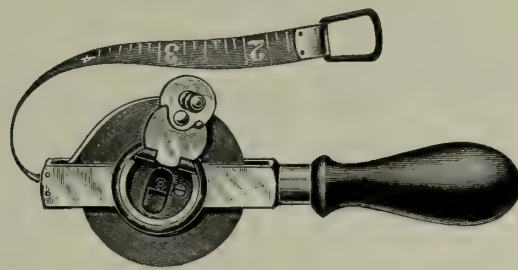
No Nails Stuck Together

Every Nail Perfect

Write for samples and prices.

Made only by

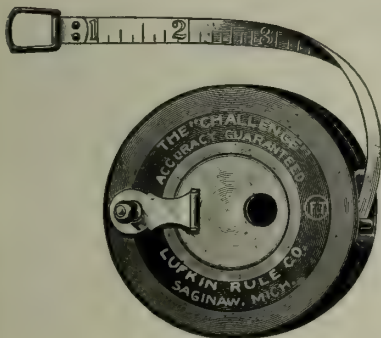
Keystone Nail Co., Inc.
Pittsburgh, Pa., U.S.A.



THE CELEBRATED
LUFKIN
Measuring Tapes
and Rules

are now MADE IN CANADA by

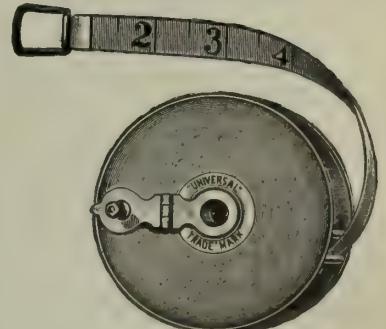
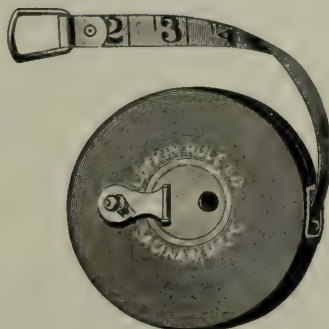
THE LUFKIN RULE CO. OF CANADA, LTD.
WINDSOR, ONT.



The Only Factory of Its Kind
in the Dominion.

Consumers everywhere understand and appreciate the significance of our trade mark, and demand goods bearing it. The dealer who does not carry our product is the loser, and should send for our catalog at once. We have a new issue, just received from our printers, and cheerfully send it on request. It's the fore word to big sales and handsome profits.

Our Goods Are Sold By
All Prominent Canadian Jobbers



NICKEL

The Canadian Copper Co.

NICKEL FOR NICKEL STEEL

The Orford Copper Co.

WRITE US FOR
PARTICULARS AND PRICES

General Offices

43 EXCHANGE PLACE

NEW YORK CITY

NOVA SCOTIA STEEL & COAL CO., Limited

NEW GLASGOW, N.S.

Manufacturers of

FERRONA PIG IRON

and SIEMENS-MARTIN

OPEN HEARTH STEEL

"MIDLAND"

BRAND

FOUNDRY PIG IRON

Made from carefully selected Lake Superior Ores, with Connellsville Coke as Fuel, "Midland" will rival in quality and grading the very best of the imported brands.

Write for Price to Sales Agents

Drummond, McCall & Co.,
or to MONTREAL, QUE.
Canada Iron Furnace Co.,
MIDLAND, ONT. Limited

Jardine Hand Drills

New Designs

Get samples of these machines for your show room. They will interest your customers and prove a good investment.

It pays to sell the best Tools.

A. B. JARDINE & CO.

HESPELER . . . ONTARIO

OAKEY'S

The original and only Genuine Preparation for Cleaning Cutlery. 8d. and 1s. Cansisters

'WELLINGTON' KNIFE POLISH

JOHN OAKEY & SONS, Limited

Manufacturers of

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

Agent:

JOHN FORMAN, 644 Craig Street
MONTREAL.

TINPLATES

All made out of the

BEST SIEMEN'S MARTIN STEEL

Brand

Best Coke or Charcoal	"Rhyd"
Good Charcoal	"Edith"
Second Charcoal	"Sawel"
Best Charcoal	"Dryw"

We are ready to offer the Canadian Trade very best value and finest quality in Tinplates.

Baglan Bay Tinplate Co., Limited

Briton Ferry, South Wales

Please mention above brands in your indents and inquiries.

Slow Collections Cured

Our business is to collect overdue accounts owing to our clients. No need to bother yourself with slow collections—send them to us. For the year we've been in business we've made collections to the entire satisfaction of a large number of clients.

WE KNOW HOW!

The Beardwood Agency

313 New York Life Building - MONTREAL

Letters



Numbers

White Enamelled, Solid Brass

and Boston "Brilliant"

Letters and Numbers

Enamelled Iron Signs

Write for Prices

J. E. RICHARDSON & CO.

18 Victoria St.

TORONTO

'Phone Main 7363



CANADIAN ORNAMENTAL IRON CO.
SPECIALTY --- IRON FENCES.
35 YONGE ST. ARCADE.
TORONTO.

THE OPPORTUNE MOMENT

"If your tailor should call on you just when you had decided that your clothes looked shabby, he would have an extra good chance of an order; if a book agent should offer you a pocket dictionary, just at a moment when you were wondering how to spell 'embarrassment,' he would probably land you.

"The best time to put your claims before a consumer is when his mind is already interested in the subject,"

Clerks and Hardware Dealers read Hardware and Metal each week looking for just such opportunities and business chances as you have to offer. If you have any proposition for men in the Hardware business try a "Want Ad." and you will be surprised at the results.

Rates 2c. per word for first inser'n

1c. " " subsequent "

5c. additional each insertion for box number.

"YANKEE" OPEN EYE SNAP

Strong
Durable



Brass
Lever
Spring

"Yankee" Snaps are made in all styles.

COVERT MFG. CO. - TROY, N.Y.

ALEXANDER GIBB

Manufacturers' Agent and Metal Broker,
18 St. John Street, Montreal

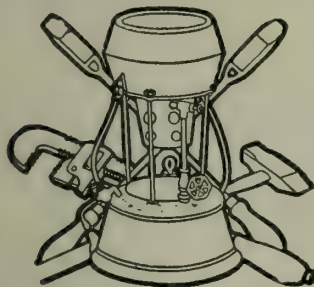
Representing Canadian, British and American
Manufacturers. Correspondence invited from
firms wishing to be represented.

Ridgeway's Collecting Agency

11 St. Sacrament Street, Montreal

Established 1880

Has the confidence and patronage of the banks
and leading merchants such as Forbes Bros.,
S. J. Carter & Co., John Robertson & Son.
Overdue claims collected everywhere, no
collection, no charge. Tel. Main 1877.



**Good Tools and
Modern Methods**

will enable you to meet the
keenest competition.

If you find your competitor is
cutting under your prices, do not
jump to the conclusion he is
losing money; he may be using
more modern tools and time-
saving methods, and it is just pos-
sible he is making more money
than you are. Every issue of

**Plumber and Steamfitter
of Canada**

contains suggestions and ideas
which have been tried out and
found successful, and which it
would pay you to adopt. New
tools are described and an un-
prejudiced opinion given by our
Editors as to the advantages to
be gained by using them.

Published twice a month. Subscrip-
tion price \$1.00 per year. If you
are a subscriber of Hardware and
Metal you can secure the paper for
50c. per year.

**Plumber and Steamfitter
of Canada**

MONTREAL TORONTO WINNIPEG

When writing to advertisers, kindly
mention having seen the advertisement
in this paper.

Scythe Stones

Have you got sufficient to fill the demand? Har-
vest time means increased sales in this line. We'd like
to send you our catalogue of

Emery and Corundum

Scythe Stones, Razor Hones, Knife Sharpeners, Axe
and Slip Stones, Grinding Wheels, etc. Our goods
cost you less than imported goods, because there's no
duty to pay; while, as to quality, our goods are second
to none.



Canadian Hart Wheels, Limited

440 Barton St. East, Hamilton, Ont.

Operating { CANADIAN CORUNDUM WHEEL COMPANY, Limited
HART CORUNDUM WHEEL COMPANY, Limited



Quality Means Profit

You can't afford to sell inferior bar iron.
Hardwaremen who are selling London
Bar Iron are getting the business because
London Bar Iron is thoroughly reliable in
quality. Every inch of every bar is sound
all the way through; as we make it a point
to see that London Bar Iron is chemically
perfect and properly rolled.

Send for Quotations.

**LONDON ROLLING MILL
CO., LIMITED.
LONDON - CANADA**

STANDARD CHAIN COMPANY of CANADA, LIMITED
SARNIA, ONTARIO



COIL, RAILROAD, LOGGING, DREDGE, STEAM SHOVEL, WAGGON and BRIGHT CHAIN of all kinds.

EVERYTHING IN WELDED CHAIN.

Write for prices

Prompt shipment.

Selling Agent: ALEXANDER GIBB, 13 St. John St., MONTREAL

THE MORRIS & BAILEY STEEL CO.
PITTSBURG, PA.

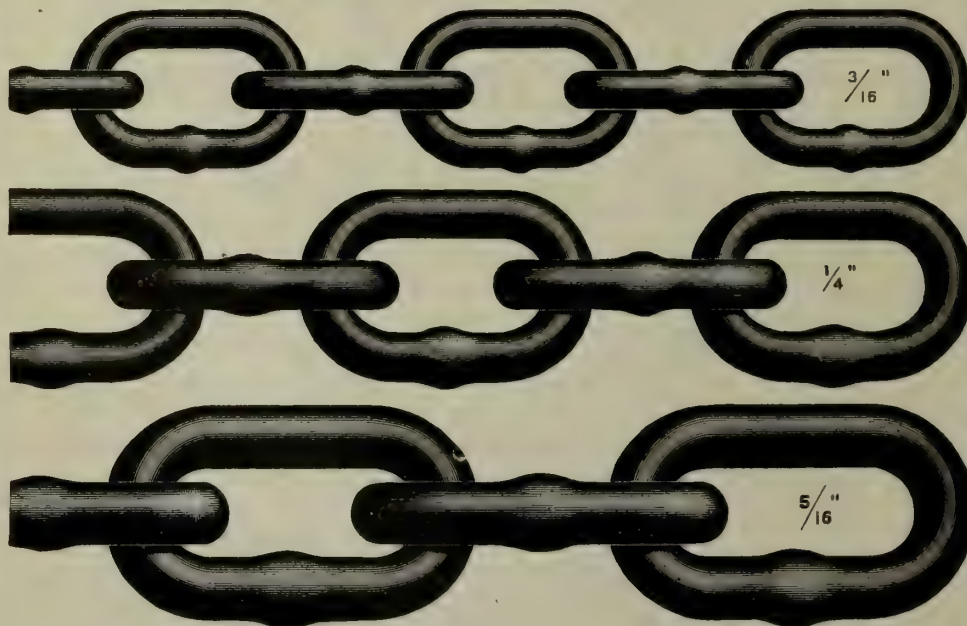
Manufacturers of

COLD ROLLED STRIP STEEL

For Deep Drawing, Blanking, Forming, all kinds of Bending. Has Bright Finish for Nickel Plating, Rolled accurate to Gauge. Made in all tempers and in any thickness from .002" to .250".

McKINNON

Electric Welded Coil Chain



Design Patented

Notice the

SWELLED WELD

We guarantee our Electric Welded Common Chain of any stated size to pull more than one size larger of any other make of common chain. Our BB and BBB qualities are similarly guaranteed.

See that you get the **SWELLED-WELD.**

Cuts Exact to Size

McKinnon Chain Works

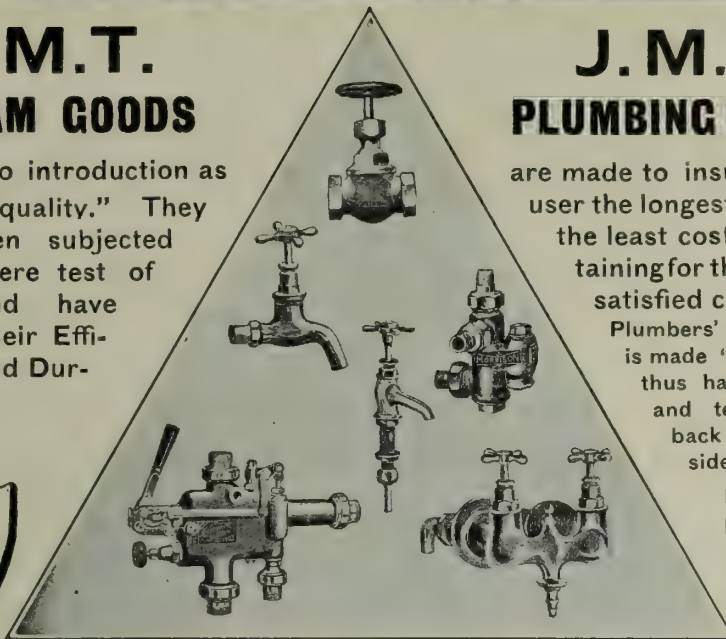
**ST. CATHARINES
ONT.**

J.M.T.

J.M.T.

J.M.T. STEAM GOODS

require no introduction as a "line of quality." They have been subjected to the severe test of time, and have proved their Efficiency and Durability.



J.M.T. PLUMBING GOODS

are made to insure for the user the longest service at the least cost, thus retaining for the dealer a satisfied client. Our Plumbers' Brass Work is made "full weight," thus having "wear and tear" quality back of the outside finish.



J.M.T.

J.M.T.

The **JAMES MORRISON BRASS MFG. CO., Limited**

93-97 Adelaide Street West
TORONTO



Experience Increases Skill

Few will deny that the longer you work at a trade the more skilful you become. We have been in our line of business longer than any other firm in Canada. Our plant is complete for the successful manufacture of

WIRE NAILS

WOOD SCREWS

Tacks, Stove, Sink, Tire and Sleigh Shoe Bolts; Bright Wire Goods; Iron, Brass and Copper Rivets and Burrs; Machine Screws; Staples; Corrugated Fasteners; Wire—Bright, Coppered, Tinned, in coils and cut to lengths.

Canada Screw Co., Limited

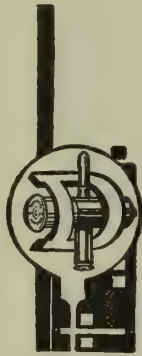
Toronto

Hamilton

Montreal



*Our Daily Paper
Ads. Help Retail-
ers. Write to us.*



MR. DEALER,—

Our advertisement is here to attract **YOU**.

Our advertising runs daily in your home paper (in **ALL** leading Canadian papers) to attract the sportsman—your customer.

We know there is a great and a steadily increasing demand for

DOMINION AMMUNITION

We know that this demand is based upon the fact that right here in Canada we are making the best ammunition in the world for all guns.

Our price is the right price for the best. There is no duty to pay.

We believe in co-operating with the dealer. Will you co-operate with us—for more trade and fair profits?

Write to us for details.

Dominion Cartridges (Sure Fire)	Regal Shells (Ballistite Dense) (Smokeless Powder)	Sovereign Shells (Empire Bulk Smoke- less Powder)	Crown Shells (Best Black Powder)
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Dominion Cartridge Co.
Limited
MONTREAL



*Our Daily Paper
Ads. Help Retail-
ers. Write to us.*



FLAT BRIGHT COLD ROLLED STEEL

We can supply flat Bright Cold Rolled bessemer steel, coppered, tinned or galvanized, in coil, or cut to any desired lengths, to the most exacting specifications, and guarantee to produce a perfectly true and homogeneous steel, free from all surface defections, suitable for fine plating work, made in five styles of edges and seven classes of tempers, from the hardest for facings, to the softest for difficult cuppings.

Your Enquiries Solicited.

UNITED STATES STEEL PRODUCTS EXPORT CO.,
MONTREAL

Matters of Mutual Interest

The trade paper is the medium that introduces the new things to the retailer who serves the interests of the consumer, and in this way is the greatest commercial force known. An order from one retailer is worth many orders from individual consumers. The dealer buys in quantities and sells single pieces, thus advertising through a trade paper; while it does not produce numerically as many returns as general advertising, each individual order represents a quantity and steady buying, whereas the average consumer ordering goods through a magazine advertisement orders once and never again. Every retailer represents on an average 300 consumers, so it will be easily seen that business secured through a trade paper is the most profitable, most extensive and most to be desired of any.

The trade paper is the best booster that the salesman of to-day possesses. No matter whether a man is on the street, or on the road, or behind the counter, the trade paper is working for him night and day. It is inspirational and is a medium of expression for his views and for the interchange of ideas. It helps the road man because it introduces his goods to the prospective buyer before the salesman gets to him. In this way it lessens his task and prepares the way. It keeps the retailer posted and abreast of the times so that the salesman has less trouble in finding a middle ground on which to meet him. It boosts the men who do things and helps them both with their employers and their customers.

It is the great force that puts the new ideas, the new things, the new thoughts before the retailer, jobber or manufacturer in condensed and crystallized form and which has built up this great fraternity of men engaged in manufacturing, jobbing, selling or retailing. It is the cement that holds the business structure together, and every man in business should be a booster for trade papers in his line. A salesman cannot go into a retailer's place of business anywhere without finding some trade paper, and everybody should take advantage of this and use it for all it is worth. The trade paper of to-day is the greatest force in the entire commercial world.

Readers of Hardware and Metal will be interested in the illustrations on the cover of this issue. Canada is developing an important iron and steel industry, and this smelter, established at the head of lake navigation by Mackenzie & Mann, is in an important position, being capable of supplying at low cost the raw material for many industries to be established in the western provinces during the next few years. With rich iron ore deposits being developed at various points north of Lakes Huron and Superior, within reach of cheaply transported coal, this section of Canada should develop into something more than a waste dividing the east and the west.

That advertisers are awakening to the importance of educating the retailer

how to sell goods is evidenced by the live advertising being done in Hardware and Metal's advertising pages. A comparison with the advertisements appearing two or three years ago will show a marked improvement. Take the following from one of the recent announce-

THE HEN AND THE DOOR-KNOB.

By Herbert Kaufman in the Montreal Gazette.

Once upon a time there was a fool hen who sat on a china door-knob for three weeks expecting to get a family. The only thing she did get was experience.

The advertising field is full of "china doorknob propositions"—examples of merchants who expect good newspapers to hatch money out of bad egg businesses, or who put sound nest eggs under the wrong "advertising hen."

There are three principles to follow in an advertising campaign:—First of all, find a business that will stand advertising; secondly, find the newspaper that will make the advertising pay; thirdly, give the newspaper time to pay.

You can't start in to breed dollars in less time than it takes to hatch them any more than you can pull a hen off the nest before she has had the chance to incubate. In both cases you simply waste what has been invested. If you stop too soon you will get a rotten egg instead of a chicken.

Advertise something out of which you may reasonably expect returns and when you have found what to advertise, take care that you place your copy in a newspaper that can turn the trick. Don't delude yourself with a china doorknob, and don't confuse a "rooster newspaper" which spends its time cock-a-loruming, for a "hen newspaper" that is too busy hatching out dollars to strut about crowing.

ments of the Metal Shingle & Siding Company for instance:

Is there a church in your town with a cracked plaster ceiling? Are there any lodge rooms, stores or hotels which could be improved at small expense by installing our Classified Metal Ceilings? Of course there are! This business is waiting for you if you get after it. You make a double profit—both on the material, and on the labor of erecting it. And you can give your customers their choice of the most handsome and most distinctive designs on the market by showing them our catalogue.

That is suggestive to the merchant and liable to encourage him to look for

opportunities for business likely to be otherwise neglected.

Manufacturers, in their advertising, should not merely announce their goods. They should explain them so that the merchant or clerk can intelligently describe them when selling to customers.

Ordinary courtesy in correspondence is often neglected by otherwise progressive business men. An instance of this occurred recently. Three letters were written a large manufacturing firm on an important subject, but all were unanswered. Even a letter drawing attention to the neglect to reply and a request for attention failed to bring a reply. Finally the long distance phone was used and in a couple of minutes the matter was straightened out. A dozen words to a stenographer, however, could have saved the trouble of telephoning.

Where neglect of ordinary business rules are thus overlooked, it is possible that other leakages occur. Orders may be lost and promptness in transacting other matters of business neglected. A careful watch should be kept on these small details by every business man and a rule adhered to that all business communications be attended to promptly.

A. W. Humphries & Son, Parkhill, Ont., send in a valuable testimonial showing how it pays to read Hardware and Metal regularly. They say:

"We received an export order for galvanized iron a few days ago. It was invoiced at 4½¢ per lb., but I found the same brand quoted in Hardware and Metal at \$4.35. I at once sent for my credit note of \$1.54 per 100, and received it (\$3.37). The money we saved pays my subscription for nearly two years, and we have all the rest of the good things in Hardware and Metal to the good for all that time. It pays to take a trade paper and to read it."

Fred G. McBrien, 1000 Bloor St. W., Toronto, gives another interesting instance of how Hardware and Metal is of value to its readers. Mr. McBrien wanted a wire screen holder and used a Hardware and Metal want ad., securing one from a hardwareman at Simcoe as a result.

"That rack cost me \$2.75, and I wouldn't be without it for \$10," said Mr. McBrien, after he had made a few slight changes to enable the rolls of wire screen to be handled more readily.

A. & J. Meiklejohn, Harriston, Ont., when renewing their subscription recently, expressed their satisfaction with the paper as follows:

"We are much pleased with Hardware and Metal. The wholesale prices we find very reliable. We also like the newer features, such as papers on hot-air and hot-water heating. We could not remain in the business without Hardware and Metal."

HARDWARE^N METAL^D

Established 1888

The MacLean Publishing Co.
Limited

JOHN BAYNE MACLEAN - President

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WHERE HARDWARE MERCHANTS LOSE.

It is authoritatively stated that the mail order business in hardware done by the T. Eaton Company this year is between ten and twelve times as large as the best previous season. In fact the increase in mail order trade in all departments has been the salvation of the big departmental's business this year.

While it is certain that mail order business in hardware in years past has been small and it would not take a very large volume of trade to produce an increase, the tenfold jump means at least \$10,000 worth of goods sold where \$1,000 was shipped out a year ago. This calls for an investigation on the part of hardwaremen. Why the increase?

According to the authority first quoted hardware merchants have themselves to blame in not keeping their stocks assorted and thus being able to offer a variety or choice to customers. When the customer has not been able to have his wants satisfied by his local merchant, he has tried the mail order route, and if the goods are not in the departmental store's stock, they are at once obtained from the nearby wholesale house.

Customers who once buy from the mail order house and get satisfaction are likely to send further orders to the

same concerns and so it can be taken for granted that much that has been lost is likely to stay lost. The problem to meet is how to stop the flow of trade away from the small towns.

The remedy rests largely with the country town merchants themselves. They must be prepared to supply the wants of their community and at prices which compare favorably with those quoted by the catalogue houses. They must make the fact known that they will meet the catalogue prices and co-operate with their fellow merchants and local editor in a campaign showing why local merchants should be given preference, cost of goods being equal.

At this time, therefore, the thing for merchants to do is to see that no customer is turned away to the mail order house by reason of being unable to get the goods he wants in his home town. Too many merchants have been letting farmers with bank savings run credit accounts and then allowing their stocks to run down to a point where they cannot supply their customers' wants promptly.

Press for collections at once on the strength of this fall's crop. Don't wait till it is harvested if the farmer is drawing interest on money in the bank. Then stock up in preparation for a good fall and winter trade and by ordering early, make sure of getting your goods before the jobbers and railroads get tied up with an overplus of work following a revival of activity when this year's big crop is harvested.

PREJUDICE AGAINST FURNACE HEATING.

Aggressive competition on the part of those building and erecting hot water heating systems has, in some localities, aroused a prejudice against warm air heating. This is more particularly true where cheap furnaces have been installed by cheap methods.

In the effort to cut down the price of warm air heating systems, the public the dealer and many manufacturers are alike to blame. The public because it thinks that warm air heating systems should be very cheap and because it does not show sufficient discrimination between good and bad furnaces and systems of installation; the dealer because he insists upon buying the cheapest furnace in order to get his price of the completed job as low as possible, and many manufacturers because they sacrifice heating power and durability, everything to get their furnaces priced as low as possible. The result is dissatisfaction for the public and no profit for dealer and manufacturer.

The dealer is the man to influence to bring about a better condition of affairs. He can explain to his customer

the difference between the good and the cheap furnace, the difference between the properly laid out warm air system and the poorly arranged one, and with the co-operation of the manufacturer in supplying only high-grade furnaces, he could soon work a great improvement in the warm air heating business.

NEW STOVE BUILDING NEEDED.

Canadian stove manufacturers should call upon the Industrial Exhibition directors to provide a new stove building commensurate with the requirements of the trade. The stove wing in the process building, erected a couple of years ago, is already over-crowded.

The place and time of holding the Industrial Exhibition is well suited for an annual exhibition at which manufacturers can show the new goods they produce and dealers can examine and compare the different makes. The general public, too, has shown its interest in this feature of the exhibition.

Several stove manufacturers find it impossible this year to secure space to show their products. They are disappointed, the exhibition loses revenue and the other exhibitors lose the added interest the show would have by its being made more thoroughly representative of the trade.

If the stove feature of the exhibition is to continue to grow, a separate stove building is an absolute necessity, and the Exhibition directors will be losing an opportunity if they fail to provide additional accommodation for a feature which is steadily growing in importance and adds much to the interest merchants and women folks take in the exhibition.

SHOULD STOVES BE NUMBERED?

The suggestion was recently made by a reader of Hardware and Metal that all stoves in every series made by manufacturers be numbered consecutively in order that records can be more readily kept regarding them. The merchant in question felt strongly about the matter as a stove shipped to him had gone astray and while he had no proof that it was the one he located he was certain that the party in whose hands it was had not come by it in an honest manner.

The views of manufacturers and retailers on the utility of numbering each range, etc., would prove interesting and Hardware and Metal will be glad to give space to communications on this subject.

A DANGER TO AVOID.

It rests with the retailers of Canada and particularly with those of the western provinces to determine whether or not one of the chief benefits resulting from the late depression is to be a lasting one. The tightness of money during the last year hastened the progress of the movement towards a cash system. Particularly in the west was it the case that many merchants made a virtue of necessity and announced the introduction of a cash system of business. Having thrown off the bondage of the long credit system, dealers would be foolish once again to submit to the yoke. There is, however, a grave danger that, with the return of prosperous times this fall when the country begins to realize on the bountiful harvest in the west and east, some dealers may carelessly relapse into the lax business methods that obtained before the depression.

The wise policy would be to make a supreme effort this fall when money is plentiful to collect all outstanding accounts, and thereafter to insist upon doing business for cash. If this policy is followed, the merchants of Canada, and particularly of the west, will have cause to regard their troubles of the last year as not unmixed evils.

THE METAL SITUATION.

A comparison of the daily quotations in the primary markets since the first of the month indicates that there has been a decided strengthening tone in all metals, with the exception, perhaps, of lead. Of course, the speculative character of the building movement in tin must be taken into account, but even here there were indications of a growing firmness hidden away underneath the big jump that the metal took in the second week of the month. Considering past and present conditions, it is not safe to prophesy how the situation generally will stand from week to week, the only point which can be accentuated is the one that the primary markets have been showing better strength since the commencement of July. How they will finish is a matter purely of conjecture. Undoubtedly, however, the improvement to which we have alluded, and making allowances for speculation, has been due to a quiet stimulation in the demand.

Separating the wheat from the chaff, and comparing one report with another, statements from the Old Country seem to point to a better purchasing movement, and the same can be said of the States, while so far as Canada is concerned there is no doubt as to the improvement. The American railroads have been more prominent in the mar-

kets, and this is looked upon as the commencement of a much greater purchasing activity in the near future. The tonnage placed does not appear to be relatively large, yet the fact that there has been an improvement is sufficient to be a matter for congratulation.

In Canada there are on every side indications of a better demand. Industrial concerns are showing greater activity, while the list of new enterprises is being augmented week after week. The conservative attitude of many buyers who will not anticipate the future and are content to buy from hand-to-mouth until there is absolute evidence of the autumn revival is militating against any strong development in the markets just at present, and at the same time retarding the very revival which they are so anxious to see. Despite this, however, the demand is an improving one, although orders continue on the light side. As we have said, it is unwise to prophesy, but there is one fact of which we are assured—and due measure of satisfaction can be gleaned from it—that the metal markets have shown signs of improvement during July owing to a better demand.

GOOD COLLECTION SCHEME.

Some \$30,000 in bad bills had accumulated among the various retailers at Geneva, Illinois, and the Geneva Business Men's Association decided that some radical steps had to be taken to realize on them. Finally, it was decided to hold an auction. The plan was to hold it on the street and as much publicity given to the affair as possible. Thirty days' notice was given the debtors and if a settlement was not secured before the expiration of that time, the bills would be auctioned off to the highest bidder. There was a magical response and the sale was not held. Nearly all the debtors paid up.

HANDLING UNPROFITABLE DEPARTMENTS.

A successful merchant is not necessarily the man who sells the greatest quantity of goods. Ordinarily, of course, the store which has the largest sales makes the most money for its owner, but this is by no means an invariable rule, as it is possible to handle one or more lines of goods upon which they believe they are making money, while as a matter of fact these identical lines may be unprofitable.

An actual experience may illustrate this. A hardware merchant in Ontario

had a tinsmithing department in which sales were large, and which he believed was making him a profit. He began to make some investigations into the cost of doing business in that department, and he found that this department was costing him more than the revenue from it.

Then he did something daring. He dropped the department altogether. Not many merchants would have taken such a drastic course; most men would have reorganized the department, and they would probably have been adopting the wiser course in doing so.

This is an extreme case, but it illustrates the fact that it is not always the department which shows the biggest sales that makes the most money.

RANGE PEDDLARS OUTWITTED.

A good story is told of how the Zellner Hardware Co., Tonganoxie, Kansas, outwitted a gang of range peddlars and the best of it is that the same methods are practical and can be used to as good advantage in Canada as in Kansas.

The canvassers, five in number, arrived with showy wagons, and sent out word that they expected three carloads of ranges, which they would sell and deliver as soon as they arrived. The local merchant got busy and sent circulars to every farmer adjacent to the town, reading as follows:

Don't Pay \$60 or \$65.

For one of those ranges peddled through the country when you can buy a better range of us, one that will last longer, operate better and be less expensive for repairs, for at least \$25 less money. We have had to order more repairs for peddled ranges that are in this locality than twenty times the number of the make we handle that have been in use twice as long. It's up to you now to believe us and save at least \$25, or believe some slick-tongued agent who may call on you any time and who would be gone when your stove gives trouble. We believe our experience will be valuable to you, for we have seen this demonstrated several times. Don't be baited by accepting an offer of \$15 to \$25 for your old stove. You would then be paying too much for a peddled range. If you are in need of a stove see us before buying. We guarantee to save you money.

As a result the ranges failed to arrive and after four days' canvassing the peddlars left the community without selling a single range.

Existing Conditions in Heating Trade

A Review of the Outlook in the Various Provinces—American Competition to Be More Serious in Western Canada Than in Any Previous Year—Production in Ontario Curtailed—Stove Peddlers in Maritime Provinces.

Ontario is undoubtedly the centre of the stove manufacturing industry in Canada, although manufacturers in the Maritime Provinces are making their presence felt on the market in all parts of Canada, Quebec and British Columbia are also on the list as manufacturers, but the prairie provinces have not yet got into manufacturing and enjoy the distinction of being the chief market stove founders in Canada and the United States are striving to capture.

Conditions in Ontario this fall resemble somewhat those of four years ago, when manufacturers had large carry-over stocks and produced limited quantities during the summer. The next winter there was a rush of business and in many sections an actual scarcity developed.

Last winter sales fell off about New Year's and in some district dealers were unable to dispose of their stocks. Then during the spring and early summer many of the Ontario foundries closed down entirely, while others ran only part time on stoves. Then the financial conditions have caused retailers to delay buying and not over 25 per cent. of the stoves and ranges usually booked at this season have been ordered. The result is that manufacturers are producing very cautiously, as without orders they cannot tell what lines to manufacture. They will have fair stocks on hand to fill fall orders, but if an exceptional demand develops, and with light buying last winter and good crops this summer, conditions are undoubtedly favorable to create a big trade, another shortage is likely to occur.

The large foundries at Hamilton were idle for about six months as a result of a strike and a similar situation existed at Brantford and Weston, the foundries in these places, however, being operated in spite of the union. In Hamilton the union molders have decided to allow molding machines to be used when operated by union men, but the labor troubles at Brantford and Weston are still unsettled and much bitterness has been manifested amongst the workmen.

Cost of Production.

In speaking of the cost of production of stoves, a leading stove manufacturer recently said, no element exercised a greater influence than that of labor and that it is something which the retail dealer does not fully appreciate. The retailer, he stated, usually jumps at the conclusion that when the cost of raw materials entering into the construction of stoves depreciates, the selling prices of stoves should also decline. "If," he said, "such depreciations of cost were accompanied by a lowering of cost of labor and all other cost items of manufacturing, there would then be a sufficient basis for such an assumption." He urged that each stove manufacturer educate his salesmen concerning the facts pertaining to the costs of the labor and

their relative bearing upon selling prices. Prices show no indication of declining below the new figures quoted early this year, manufacturers contending that they have gone as far as conditions will allow them to go. Writing on this subject a Hamilton foundry man says:

As far as we are concerned, there will be no reduction in prices during this year. It is true that while iron has decreased somewhat in price, yet the molders' wages remain the same and the wages of other workmen are about the same, although we have secured small reductions in some departments. The price of other raw material, such as steel, coke, coal, etc., is not changed to any extent and we do not think that the manufacturers are getting any more than a fair profit for their products."

The Business Outlook.

Interviews with manufacturers regarding the outlook for business this fall all point to the likelihood of a heavy demand, more than sufficient to empty the warehouses at the foundries.

The McClary Manufacturing Company, London, said: "It appears to us that there is a decided change for the better in sight. As there is an almost certainty of an excellent harvest, a revival in trade is bound to follow, and the confidence of both the consumer and dealer to place their orders for fall requirements. The sales of heating stoves in 1907 were very light, owing to the depressed times and mild weather. The probabilities are the position will be reversed this year."

The Canadian Heating & Ventilating Company, Owen Sound, write: "On account of the unusually good prospects in the west and also in Ontario and Quebec, we expect a fair trade, but nothing out of the ordinary, as customers in the west will find that much of their income will have to go to meet their indebtedness to their wholesalers. We are of the opinion they will be very careful with their buying during the coming fall and winter."

A Western Ontario manufacturer who preferred to be nameless, gave his opinion as follows: "Many dealer and manufacturers carried over large stocks of stoves into the present season and this fact, coupled with the money stringency and the labor troubles, has cut down the production of stoves very seriously. If, however, a heavy crop is harvested this fall, as seems very likely, there will, in our opinion, be a shortage of stoves and no further reduction in price. Moreover, the stoves that were carried over were made of high priced materials and much of the stock that was made during the spring was made of material contracted for at high prices last fall. All this will make any further reduction in stove prices extremely unlikely."

Bowes, Jamieson & Co., Hamilton, write:

"Owing to heavy stocks being carried over and to the merchants having been

caught during the last two seasons and owing to there not having been a heavy fall trade, we find a large majority who refuse to place orders until they wish to use the goods. However, if the crops both in Ontario and the west turn out favorable, as all indications promise we expect that there will be a large business done this fall, and the manufacturer who has the stock on hand is the one who will do the business, as the bulk of the trade will be done in a short period and the stoves will be wanted in a hurry."

American Competition.

Ontario stove founders seem to hold the opinion that it is impossible to meet the competition of U. S. manufacturers who ship into Western Canada, and strongly advocate an increase in the duty from 25 to 30 per cent. They also hold the opinion that there will be less importations this year than formerly. Hardware and Metal's Winnipeg editor, however, holds the contrary opinion, and predicts keener competition from this source than in previous years, and his comments on the stove situation in Western Canada on another page make interesting reading. The lighter weight stoves and the fact that United States manufacturers have made close prices in order to get business while things are dull across the line provide strong talking points to tempt dealers with.

Range Demonstrations.

Opinion seems to be divided on the subject of range demonstrations, some retailers and some manufacturers favoring this method of interesting customers, while others consider that the people who attend such events are more of the curious kind than those who are really looking into the qualities of the range with the intention of buying. Manufacturers all seem to agree that exhibits at the Toronto Exhibition do much to interest both the retailer and retailer's customers.

The views of many retailers on stove demonstrations are given on the correspondence pages in this issue while those of several prominent manufacturers are outlined in the following paragraphs:

"The advantages in respect to these are in favor of those who first put them into effect, but now that they have become more or less common, the novelty has worn off and they do not attract the same attention as formerly. Besides the expense is very great and it is doubtful whether for the benefits received, returns are equivalent for the expense incurred. There is no doubt of their value to the retailer, however, as he is under no additional expense and gets the direct benefit, if any."

"We are of the opinion that this class of advertising largely depends on local conditions and the man in charge. It may be good or it may be wasteful."

"While giving range demonstrations in a customer's stores does a certain

amount of good, we consider it is rather expensive."

"Our experience with regard to demonstrations showing exactly what our

ranges can do has been very satisfactory. We find this a splendid means of advertising and intend making demonstrations at several points this fall."

THE STOVE SITUATION IN WESTERN CANADA

Every line of business has been affected by the depression, the scarcity of money and the lack of confidence in the immediate future which exerted such a disturbing influence for several months on the commercial life of Western Canada, and every line of business is now feeling the effects of a return of confidence and greatly improved business prospects. The stove trade has been no exception to this general rule, except in so far as the worst stage of the depression was experienced a few months ago when the stove business was slack and activity was not expected. At the present time, because of the particularly bright crop prospects and the more nearly normal condition of the money market, there is a big improvement in the general business situation and stove trade prospects are brighter than it was expected a few months ago that they could possibly prove to be. Every day there is a big improvement in the situation as every day brings the West nearer to the realization of the returns from the big crop that is now absolutely assured, and every day the prospects for a busy stove season show an improvement.

It is not probable though that this year the business will all be done in two or three months as has been the case in previous years. The experiences of the last few months have taught dealers to order for their immediate requirements and to rely upon the manufacturers and jobbers carrying a stock from which to fill orders as they are called for. There is a new spirit of caution abroad that was unknown two years ago, and hence there is not the same disposition as in former years to order in large quantities. While there is now no reasonable doubt that the west is about to reap the largest and most profitable crop in the history of the country, there is of course many a slip 'twixt the cup and the lip and recent experiences during a year of depression have taught the wisdom of caution. Consequently there are many dealers who are unwilling to take any chances, and who are accordingly delaying their orders until a little later when they can know for a certainty what the crop returns will be in their own districts and can estimate pretty closely the actual demand they will be called upon to fill. In other years these dealers were accustomed to order their supply of heating goods in one or two large orders early in the season—they would have been afraid to do otherwise lest delivery should be delayed, but this year they are willing to take chances. The result is that the stove trade of the West is likely to be spread over a long period of months this season. At no time is it likely that there will be the rush characteristic of previous seasons, but with

sales spread over an unusually long period of time it is likely that the net result will be quite satisfactory.

American Competition.

American competition will be a more serious factor this year than in any previous season for the reason that the American stove has the reputation of being cheaper than the Canadian, and this in spite of a 25 per cent. duty. The American stove is built upon different lines from the Canadian. It is lighter and costs less to manufacture, hence the reason that it can be sold cheaper than the Canadian in spite of the handicap of a 25 per cent. duty. This is not written in disparagement of American stoves, for after all the manufacturer must be guided very largely by the demands of his buying constituency, and it is evident that the American stoves satisfy the demands of the trade, for the American manufacturers are capturing a big share of the stove trade of Western Canada; but it cannot be disputed that the American stove is much less substantially built than the Canadian and for that reason can be sold much cheaper.

An illustration will show the actual conditions in the West, and the reason why the sales of American stoves are increasing so fast. A hardware man has two different makes of stoves in stock and displays the two side by side. He has a handsome cooking stove made by a reputable Canadian manufacturer, and for this he asks \$45. His customer is favorably impressed, but she sees side by side with it a stove of practically the same dimensions and equally attractive in appearance. It is an American stove on which a duty of 25 per cent. has been paid, but it is sold for \$35. The dealer may explain to the woman that the Canadian stove weighs at least 75 to 100 pounds more than the American, and is likely to last her much longer than the cheaper stove. No doubt he is anxious to sell the more expensive stove and does his best to do so; but in hard times a woman looks long at \$10, and in very many cases the cheaper stove is sold and gives good satisfaction. No doubt the heavier stove would have been a wiser purchase, but the woman does not think so and she is well satisfied with the cheaper stove.

This is the condition of affairs which the trade have to face, and it is not surprising that they are carrying large stocks of American heating goods. It is estimated by heating goods men in a position to know that at least 50 per cent. of the stove trade of Western Canada is going to American manufacturers and that in the City of Winnipeg from 65 to 75 per cent. of the retail stove sales made are of American stoves. All the

jobbing houses in Winnipeg carry American stoves, one or two exclusively. They find a ready sale for the American lines and push them in preference to others.

An American mail order stove house has been established in Winnipeg for two or three years now, and is meeting with fair success.

This then is the situation; indications point to a fairly good stove season in the West, differing from previous years in that the sales will be spread over a longer period of time; but the American manufacturers are getting an increased share of the Western Canada stove trade and are likely to show big increases this year in spite of the handicap of a 25 per cent. duty.

The situation demands the earnest attention of Canadian foundrymen. It is no cry of "wolf" to point to the serious situation that has developed, for the facts are well known to the retail trade of the West and to manufacturers and jobbers selling in the Western Provinces. Unless the Canadian manufacturers are to lose still more of the stove trade of the West they must adopt a change of policy; and in considering the matter they must remember that their Western market is bound to be the most important. As the population of the West increases it will be the biggest market in Canada.

There are two courses open to the Canadian manufacturer. He can change his manufacturing policy and turn out a stove designed to meet American competition, a stove which will be of lighter weight than the present make of Canadian stoves, and expressly built for the purpose of meeting American competition in the Western Provinces. The other course open is to make no change in the manufacturing policy, but to conduct a more vigorous sales and advertising campaign. A vigorous advertising campaign might convince the retail trade and the general public of the wisdom of buying the more substantially built Canadian stove in preference to its lighter American rival. F. R. M.

OUTLOOK IN MARITIME PROVINCES.

Whatever may be the condition of the stove trade in other parts of the Dominion, the outlook in New Brunswick and in fact all through the Maritime Provinces is very bright. Business has been very good all through the year, stocks carried over have been very light and the dealers look forward to a brisk demand throughout the coming fall and winter.

R. B. Emerson of the firm of Emerson & Fisher, general hardware dealers and stove manufacturers, in talking with the Hardware and Metal correspondent, said that unfortunately there was a feeling in the beginning of 1908 on the part of merchants and those handling stoves throughout the Maritime Provinces that business was going to be dull, owing largely to the depression in the United States, "and we all know," he

said, "how catching that sort of thing is among business people. Often when there is no apparent reason for it whatever they get it into their heads that business is very dull, when such is really not the case and our travelers have been met with this statement all along the line. The consequence is that the stove and furnace business has not been as lively this season as it was during the same period in 1907. Since, however, our travelers have started out on their fall trip they report almost without exception that business generally in the Maritime Provinces is looking much better and this is proved by the very satisfactory orders they have been sending in.

New Lines Being Introduced.

"The retail stove business in St. John has not been what we hoped for up to the present time, but with some new goods we are just getting out and a new and up-to-date hot-air furnace, suitable for both wood and coal, which we have brought out this season, we look for a great increase in these lines.

"Owing to the depression in the stove business in the Upper Provinces this season, we have had more stove peddlars, hawking their wares throughout the country, than at any other time and we have every reason to believe that as soon as business looks up somewhat in the West, this will be overcome. We are frequently called upon for repairs for these stoves, and cannot fill them, and, as a result, people are much annoyed. We think it is much more satisfactory for the people to buy local stoves, as we carry a full line of parts always on hand, for repairs. "We have never adopted stove demonstrations as a means of increasing sales, but we have been watching it carefully in the Western Provinces, and the Western States, where it is carried on to some great extent. We purpose showing a very full line of ranges, stoves and furnaces at our Provincial Exhibition, which takes place early in September, and it is possible we will have a demonstration during our display at that time.

"In a word, we feel very hopeful for an increase in our stove output during the fall months. Our Sackville foundry where the stoves are made is working to its fullest capacity, and orders for future delivery are thus far very satisfactory."

Stove Peddling in East.

James L. McAvity, proprietor of McLean & Holt, contractors for railway equipment and castings, and manufacturers of stoves and ranges, said the indications were bright for a good season. The past year had been very good, and very little stock had been carried over, while settlements had not been quite as prompt as might be wished, still on the whole the year had been a satisfactory one. He referred to the prevalence of peddlars of steel stoves through the country districts, but

thought the people were beginning to see that it did not pay to buy stoves that it was so difficult to have repaired.

Mr. McAvity said he intended to make a big exhibit of their stoves at the coming exhibition in St. John in September. "We have sold more stoves during the past year," said Mr. McAvity, "than ever before and our business has increased from an output of 200 stoves five years ago to 2500 last year.

W. E. H.

CONDITIONS IN QUEBEC PROVINCE

Although here and there a note of doubt is struck as to stove prospects for the autumn in Quebec Province, manufacturers and jobbers seem pretty confident that trade will be well up to the average, if not above it. Unfortunately in some districts the drought has spoiled what would otherwise have proved a record yield, and this acting upon the great expectations held as to record harvests, has naturally a somewhat disheartening effect upon the farmers and dealers concerned. Happily, however, a few districts do not make up the whole of the country, and generally the farmer is satisfied with the way things are going, and if they are satisfied there can be no doubt that there is nothing much the matter with conditions.

Considering the fact that the agricultural community have been far from good buyers since last autumn, and that in many cases unnecessary economy has been exercised, a great stimulation in the consuming demand will in all probability take place this autumn. Under favorable conditions the farmer is a free purchaser, and with his barns full, and the grain moving quickly, he should be the same this year, with the additional incentive that his household wants are now greater.

In the coming anticipated heavy hardware business, the stove branch will undoubtedly have its share, and in common with other lines, the question arises is the dealer buying in sufficient quantities? We have repeatedly pointed out the danger of continuing the hand-to-mouth ordering that has characterized the trade up to now. This kind of buying is safe so long as the demand, or rather lack of demand, calls for it. But if the anticipated great stimulation in consumption breaks in and finds the dealer unprepared, then the latter is placed in a perilous position. Stoves are not the easiest articles to make, or the easiest to ship, and although the progressive foundries are in good shape with their supplies, there is always the danger of a hold up in transportation, not to say shortage in manufacture, if everybody is wanting stoves at the same time, and with prompt delivery. The dealer must take into consideration the exact circumstances attending the trade this year, study out carefully what he considers to be the needs of his district, bearing in mind the salient facts we have given above, and order accordingly. In stove selling, as in everything else, it is the man with the article in his store who makes the

sale, not the merchant who is out of that particular size, but will order at once.

In these days the dealer should more than ever be encouraged to push his stove department. Nothing finer than the Canadian stove or range is put upon the world's markets. At one time this was not the case, but the great development of our foundries, the advancement in plants, and the adaption from time to time of ingenious improvements whereby economy of fuel with greater heating power has been effected, have resulted in Canadian stoves being second to none. They are highly finished articles of great durability, excellent in pattern, and sell at a surprisingly low cost. They are undoubtedly of a class of goods which help to sell themselves, and the dealer who neglects to push this department of his store is blind to his opportunities. Time was when the American emigrant, accustomed to his own pattern, refused to have any other, but he is finding out the excellency of the Canadian article and its cheapness, and competition is less and less feared by the home producer.

Stove prices are generally about the same as last year, although some lines are a little cheaper. Considering everything stoves are remarkably cheap. It is true that raw material is plentiful, but labor is dear. Foundrymen are continually asking for higher wages, and manufacturers with this and occasional lockouts to contend with are heavily taxed. Despite this, however, prices keep uniformly low, and the dealer cannot complain that the article is hard to push. Farmers generally are now going in for a better class stove than they did. As wood is being displaced by coal, so the inferior stove is being displaced by the one which contains all the latest improvements, and is of the best material and finish. The highest grade article is always the cheapest in the long run, and the farmer is recognizing the fact.

Considering everything, prospects are undoubtedly favorable for a busy season. Manufacturers are in good shape, and there is evidence on every hand of a gratifying stimulation in the consumption. If the dealer plays his part, and looks confidently upon his trade prospects, there should be nothing to regret in the coming autumn stove trade.

F. J. A.

MANY NEW GURNEY LINES.

Believing that an "off year" is the best time to bring out and secure the attention of dealers to new lines, the Gurney Foundry Company, Toronto, have shown great enterprise and have placed more new goods on the market during the past twelve months than in any two years in the company's history.

The first is the O.K. range. This is a high-class range with many modern improvements, including a warming closet with a drop oven door on engine turned hinges, deep enough to take a soup tureen, the door, when down, acting as a shelf; a top, where a patent finish, absolutely clean to touch, has

replaced the old blacklead finish; and an absolutely new grate, which has been demonstrated on tests to give an economy of from 5 to 10 per cent. over the duplex for similar conditions. This new grate is used in the O.K., the Oxford Canadian, the Golden Nugget and the 100 Series Imperial. The first three of these lines are new in 1908.

In cheaper steel ranges they have placed on the market the Oxford Canadian, a high-class, competition line, with the new grate, a special screw damper and a very attractive appearance as leading features. This range has another feature to commend it; namely, a draft arrangement which carries half the heat over the front of the oven and under the front top covers. This feature is also found on the O.K. and is illustrated in the O. K. pamphlet. The Golden Nugget is a still cheaper form of steel range, with arrangement flues, and the features of this are a very handsome warming closet, where desired, and an all steel unbreakable top, a very desirable feature on a stove that is to be shipped to distant points.

In heating stoves they have marketed a high-priced base burner, right in the class of the O.K. steel range, which is a style of architecture hitherto unknown to this country. The nickel is so arranged that there are no deep recessed parts to get soiled—and the fire-pot and feeder are removable through the front of the stove. They also market this fall a complete line of cheaper base burners, modern in design, but at closer prices than the article described above. One size of each of these styles is made with an oven.

Still another new line is a high-class Oak for the best trade, adapted for either hard or soft coal. For soft coal it is made with a smoke burning ring, that is, with a ring inside the fire-pot. Air is admitted through the front airtight screw damper into this ring, and openings in the inside of the ring admit superheated air over the top of the soft coal fire, and smoke is thus consumed burning in a bright flame. This stove is also made with a feeder. A very cheap Bachelor stove, with two holes, known as the Oxford Rancher No. 28, is another new line.

The Oxford revolving chimney top, made of cast iron and designed to fit any chimney, has already been described in Hardware and Metal.

The X-Ray gas water heater has taken the best perhaps of the new Gurney gas lines. They have succeeded in designing and marketing a gas heater that they can guarantee will do the work of any \$10 heater on the market and which they sell f.o.b. Toronto for \$6. They are also introducing a new high-oven gas range, so arranged that a wash-boiler may be placed on burners at the left of the oven, without being in front of it. While the oven is 18 inches wide and the boiler 22 inches wide, the design of this stove is such that it will not take up any more wall space than

an ordinary cabinet range with extension shelves.

TWO NEW STOVE LINES.

Bowes, Jamieson & Co., Hamilton, are this year introducing two new lines, one a line of steel ranges and the other a line of cast cook stoves, as well as making a number of minor changes in previous lines. They are not incorporating any new ideas of any importance in the new lines.

A NEW CANADIAN INDUSTRY.

The American invasion of Canada continues. One of the latest concerns to come is the Lufkin Rule Co., Saginaw, Mich., who have established a Canadian factory at Windsor and organized a separate company to conduct their business in this country.

Organized in a small way in Cleveland, Ohio, away back in the eighties, the Lufkin Rule Co. removed to Saginaw in 1892. From a small concern the company has grown to be the largest manufacturers of measuring tapes and rules in the world, and the company's business is world-wide.

Nearly fifteen years ago the company began selling goods in Canada and a couple of years ago they realized the

to put up pipes so that they will look well and draw properly, as well as knowing when a stove is properly connected with a chimney. If the chimney is defective, have your man draw your customer's attention to it while he is putting up the stove, thus giving your customer no chance to find fault with your stove, for the first impression generally completes the sale of the stove. Have your man start a fire in the stove and do not allow him to leave until your customer understands how to operate it perfectly.

The customer who buys a new heater may not think of all the little accessories he needs. Remind him of them and see that he has everything he wants. There are elbows, wire dampers, stove boards, hods, carriers, blacking and nickel polish.

PERFORMANCE VS. APPEARANCE.

The stove dealer of several years' experience has realized that grade comes entirely from satisfaction rendered. When a cooking stove has an oven of sufficient size, with ample fire chamber capacity to take care of it and flues that insure its satisfactory operation it only needs care in the detail of construction to give it grade that cannot be surpassed by another which is covered with expensive frills.



Lufkin Rule Co.'s New Canadian Factory at Windsor, Ont.

advantages of a distinct Canadian factory where all goods intended for sale in this country could be made. The opening of this Canadian branch saves the duty, and much trouble and annoyance incident to importation are done away with.

Early in 1907 a factory site was purchased at Windsor and a building erected thereon, which was fitted with all conveniences necessary to manufacture rules. So great was the success from the start that an addition will be built to the factory this fall, and the whole building made complete in every detail. The accompanying engraving gives some idea of the size of the Canadian plant. All the workers in the factory are Windsor people and a number of Canadians have become financially interested in the concern.

Heretofore the Canadian territory has been covered by United States salesmen, but several months ago J. A. Hosack, Montreal, was engaged as Canadian sales manager.

SEE THAT CHIMNEY DRAWS.

When you make a sale always deliver the stove yourself, and have a man go with it who understands stoves and how

The stove dealer who has done a large business for a number of years is well aware of the fact that the substantial people of his community require a stove which is neat and unobtrusive in appearance, rather than one which has flashy frills to make it attractive from elegance rather than excellence. Such buyers are willing to pay a fair price for a stove which is provided with every substantial convenience and with the essentials for operation and service.

While the stove used in the family sitting room for heating purposes is not objected to is reasonable decoration lends attractiveness, the same class of buyers is keenly observant to see that the fuel burned will make itself felt in the apartment.—Hardware Trade.

Use care in displaying your line of stoves. It is a good idea to mount them on casters. They can then be moved around and examined on all sides. This is on the supposition that they are on the floor, but if they are on a platform they cannot be moved so easily unless the platforms are built in sections and mounted on casters.

Enterprise in Displaying Goods

Suggestions for Displaying Furnaces—A "Union Made" Window Trim at Rev elstoke—Two Practical Displays Made by Western Stores.

FURNACE WINDOW DISPLAYS.

The price which will bring a profit to the furnace man and satisfactory heating to a customer can be more readily secured if the furnace man will make a display of the various mechanical devices and constructions which enter into the cost and have an important bearing on the successful and comfortable heating of the home of the purchaser, says a writer in the Metal Worker. The display should by all means include a first class furnace so that the merits of its construction can be explained. The points of merit include the facility with which air can be admitted to the fire. Note I do not say the facility with which ashes can be removed. The removal of the ashes is only incidental.

affording an economy in the amount of fuel burned.

The More Essential Fittings.

Every good furnace man will agree that if the building is properly piped and equipped it makes little difference which of the large number of first-class hot air furnaces are used in connection with it to insure success. Here is where the furnace man can make a display which will greatly aid him in the sale of a high class of furnace heating equipment. It is a simple matter to show a 10-inch pipe running jam into the common flat 4v12 partition flue. He can also show some of the methods of avoiding an abrupt turn and to eliminate some of the friction of discharge from a round

which sheet metal cold air supply ducts have over other kinds and can show the best type of damper to reduce the flow of cold air or to enable the air to be taken from out of doors or inside of the building at will. He can show the chain arrangements whereby dampers can be manipulated from a convenient place on the upper floor without going down to the furnace itself. He can show various devices for checking the draft of the furnace and for automatically controlling it in accordance with the temperature desired in the rooms heated.

Common Fault With Wall Stacks.

The display of a partition flue within the space between the studs with the plaster pushed through the keying to such an extent as to reduce the capacity of the flue will go a long way toward inducing patrons to allow the studding to be arranged so that round risers or those approximating this shape and dimensions can be used to facilitate a larger volume of air passing through at temperatures better calculated to be beneficial to the comfort and health of the occupants of the building.

While such a display may be lost on the operation builder the information which will be spread through a community by such a campaign of instruction in connection with such an exhibit will have its influence even upon cheap furnace work and eventually increase the amount of business brought to the man who makes the display and will enable him to get a better profit for the work he does. It is well to display photographs of buildings which have been heated and in which good work has been done. The furnaceman will find that a far larger number of his fellow-citizens than he is aware of can understand a plan, if he will show the plans of some of the work he has done and explain why different size pipes and round risers were used to insure satisfactory service. To the furnaceman who is thoroughly alive to the bearing of all of these factors on his work and who can explain them satisfactorily to his fellow citizens there is opportunity to enlarge greatly his furnace business, to improve greatly the character of the work done and the satisfaction derived, and to improve greatly the financial return for a year's work conducted along the lines suggested.

MECHANICAL LAUNDRY DISPLAY.

The American Artizan describes a novel display made in a Milwaukee hardware store this spring, and while the illustration does not show the details as perfectly as desired, a general idea can be gathered so that the idea can be



Mechanical Display Illustrating Old and New Methods of Doing Laundry Work.

The all important factor is to get the air to enter. Many do not realize this and here is a chance for the furnace man to talk about the grate construction and the anti-clunker features of the furnace he is advocating. The firepot and the upper structure should expose the largest amount of surface possible for the air to get into contact with in passing through the furnace. The upper structure, or radiator, as it is commonly called, should provide not for a direct draft, but rather a considerable fire travel, so that the heat of the products of combustion shall not be wasted into the chimney, but utilized through the absorption of the heat they carry,

pipe into the faulty shaped rectangular partition pipe. He can show the advantages of the new type of side wall register, which enables the use of a larger hot air raiser to the first floor even though the installation entails some more attention to the carpentry work.

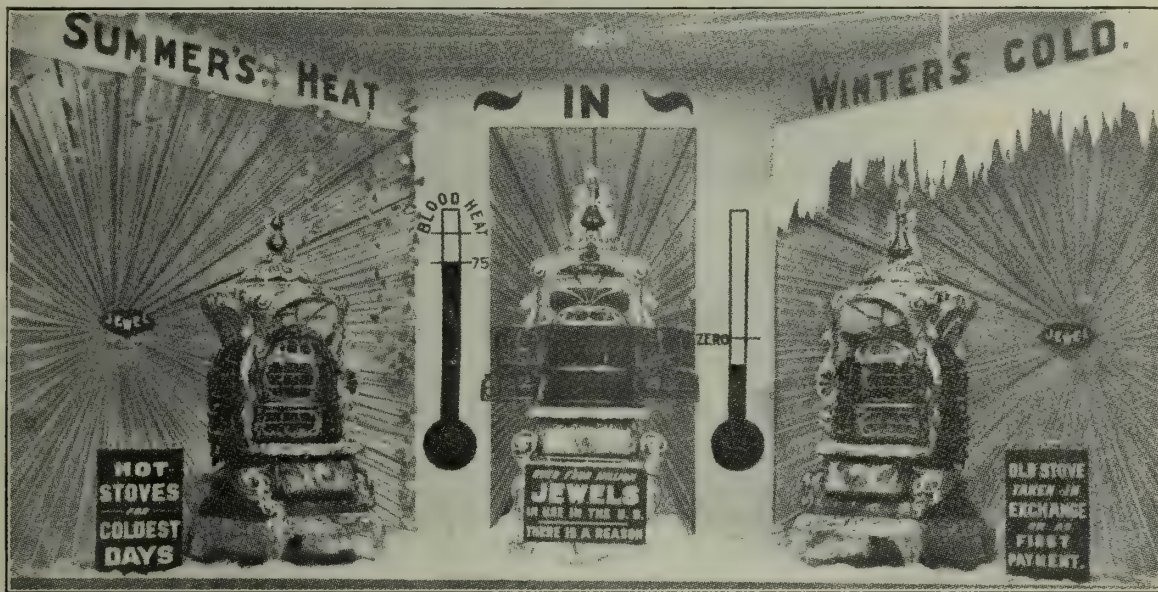
He can show the advantage of three and four piece round elbows over the right angle two piece elbow used in cheap work. He can show the advantage of the best kind of top for the furnace from which to take off the pipes to the different registers. He can show the character of dampers which are best adapted for controlling the flow of air to different rooms. He can show the advantages

HARDWARE AND METAL

copied by Canadian window trimmers who are willing to put a little work on a display aimed to attract attention and develop business.

two shades of light green. The price cards and all the lettering were very conspicuous, this adding very materially to the effectiveness of the display.

The clerks in the store are organized, as will be seen by the sign, "We Employ Union Labor Only," this being a feature prominent in mercantile life in



Attractive Display of Stoves Arranged by A. W. Lindblom, Minneapolis, Minn.

The idea was to show the old and the new methods of doing the family washing, and the back-breaking labor of the moving figure in the window certainly emphasized the advantage of using modern methods.

The figure was cut out from a poster, which was pasted upon a sheet of galvanized iron from which the outline was obtained. It was cut through at the waist line, the lower part of the body being stationary. The upper part was kept in motion by means of the water-power washing machine, which is also shown in the picture.

The arch was cut out of lumber, seven-eighths of an inch thick, and was

RAILROAD TRAIN WINDOW TRIM.

Gordon Brock, with C. B. Hume & Co., Revelstoke, B.C., recently constructed a window display with a good deal of ingenuity and local color. Revelstoke is a railroad town and the arrangement of an engine, truck and two cars out of goods from the hardware stock attracted a lot of attention amongst the mechanically minded railroad men, as well as other citizens in the town.

The track was made of iron pipe laid on ties of hammer handles, no ballast being used as the traffic was not heavy. Cake and bread boxes made up much of the body of the engine and tender, pails,

Western industrial centres. The window display can, therefore, be said to be union made.

SUMMER AND WINTER DISPLAY.

One of the most catchy stove displays made in America during the past year is shown in the accompanying reproduction of the display arranged by A. W. Lindblom for a Minneapolis firm. For a display in a cold spell in November, it could hardly fail to attract attention and help to make sales, while its counterpart a refrigerator display entitled "Winter's Cold in Summer's Heat," with a refri-



Novel Display Designed by Gordon Brock, with C. B. Hume & Co., Revelstoke, B.C.

supported by two 5½-foot columns, and painted white. The background of the display consisted of a number of panels covered with muslin and painted with

panels, oil cans, pulley wheels, lantern and bell completing this part of the display. Washboards were a prominent feature in the construction of the cars.

erator used instead of a base burner, would be equally as productive of results in June.

The color scheme of the windows, as

described by the Merchants' Record and Show Window, is primrose and black. The letters, thermometers, etc., are made of black felt. Morning glories on the

"Summer" window and icycles on the other side carry out the seasonable effect desired. Well lighted at night, the display could be seen a block away.

How Enamelware is Manufactured

Development of the Industry Outlined and the Process of Making the Goods Described.

The art of covering metallic and other articles with a coating mostly composed of some colored glaze is one of considerable antiquity, and appears to have been practiced by both the Chinese and Japanese. How long this art has been known to Europe cannot definitely be stated, but it is known that it has been practiced there for several centuries. The ancient records and the discoveries made in Egyptian, Grecian and Italian ruins afford plenty of evidence that the ancient Egyptians were acquainted with colored glass and enamels and knew how to manufacture them in various shapes, which knowledge appears also to have been shared by the Greeks who in many of the arts and sciences were pupils of the Egyptians.

The materials employed by the ancients for coloring glass and enamel were principally the same as those used to a great extent at the present time, the chemical analysis and fluxes showing that various colors were produced by the use of oxides that are in use today.

An Oriental Invention.

The art of enamelling decorated articles, vessels and other objects, had attained a high degree of perfection in the Orient at the time when the Crusades brought Europeans into closer contact with the inhabitants of Western Asia.

The application of the art to sheet metal household utensils was probably first practiced by the French and later introduced into Germany and England. Its introduction into this country is of comparatively recent date.

The enamel of to-day is a form of glass, which by suitable admixtures is rendered either transparent or opaque. This glass forms the basis of every enamel, and is itself really enamel. The base of all enamels is generally some form of silica, feldspar, potash, soda and borax, mixed in their proper proportions. Various colors are produced by the addition of oxides, as for example, a blue may be produced by the addition of cobalt oxide.

The most prominent of the general properties of glass or enamel is their resistance to chemical action, and it is this quality which is of great importance in connection with the enamelling of cooking utensils. With the exception of hydrofluoric acid, all properly constituted enamels should resist chemical action, unless the exposure should be prolonged.

The Process Described.

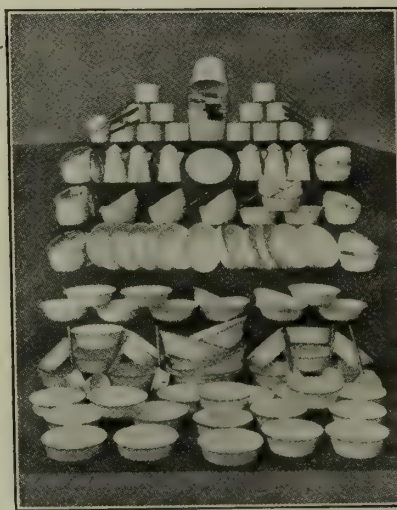
The process of making enamel and enamelled ware is as follows:

The various materials entering into the combination of the mass are thoroughly mixed in their proper proportions, after which the "batch," as it is called, is ready for smelting. This operation consists of emptying the materi-

al into a furnace which is lined in such a way as to prevent any loss through leakage, the furnace having previously been heated to a red heat. After the enamel is thoroughly melted, or fused, the furnace is tapped, and it runs out in a liquid form. The melted enamel is run into water with a view to causing it to break up into small particles. The object of this is to render more easy the grinding which follows.

The next operation is the grinding. The melted enamel is placed in mills, of which there are several types, and is there mixed with water, clay and other materials. After the enamel is ground to the desired fineness, it is ready to be used.

The sheet iron articles have previously been cleaned by passing them through a bath of acid, which removes



A Neat Display of Enamelware.

all foreign matter from the surface of the steel, leaving the article bright and clean. The ware is then passed immediately to the dipping process.

Different Kinds and Grades.

There are many kinds of enamelled ware. Some are finished with one coat of enamel, some with two, others with three and four coats. The article is immersed in the enamel and thoroughly covered. Great care must be observed to have the enamel evenly distributed over the article as otherwise the results will be unsatisfactory. The article is dried and is then in what is known as the "biscuit" state. In this condition it can readily be handled.

The next operation is that of fusing the enamel on the steel. What are known as muffle furnaces are heated to a high temperature, ranging from a red heat to almost a white heat.

The article is placed on a steel frame which is then run into the furnace. The time required to properly fuse the enamel may range from one minute to two, three or four minutes, depending upon the nature of the enamel. If single coated ware is desired, the article may be said to be finished after this fusing, but for heavier goods this same operation is repeated for every coat of enamel desired.

Many new effects have been produced of recent years in enamelled ware. Various colors and combinations of colors are to be found. These effects may be produced through chemical action or in the application of the enamels. In case of a combination of colors, this is usually produced by taking the article after it has had one or more coats, and applying the wet enamel colors to the article immediately after it has received an application of some other color and is still wet, the different colors combining or merging. The article is then dried and burned in the usual way.

Resistance to Chemical Action.

Reference has previously been made to the resistance of enamel to chemical action. In this same connection it is very essential that all materials used should be non-poisonous, as applied to cooking utensils. In various articles not used for this purpose, such materials as lead and arsenic, which are common to the glass business, are employed. Enamels in which these materials are used might be said to be to an extent susceptible to chemical action, and it can readily be seen how necessary it is that these should be eliminated from any enamels applied to cooking utensils.

The methods in use to-day show many improvements, as might be expected, over those employed in the earlier stages of the art. The magnitude of the business is such that steel of a special quality is made particularly for the purpose, both as regards ductility in drawing or stamping, and enamelling properties.

The old method of covering articles with enamel consisted of applying it with a brush, which was a slow and tedious operation. Improved methods of drying and firing are used to-day. Formerly it required from fifteen to twenty-five minutes to fire an article, whereas this is now accomplished in from one to four minutes.

It naturally follows that to accomplish this result a greater degree of heat is necessary and it will be readily seen that enamels requiring this high degree of heat are more refractory and therefore show greater resistance to chemical action.

The use of enamelled articles is universal and it has largely taken the place of tin ware, copper and nickel-plated goods.

The increased manufacture has had its effect on the price of this commodity so that to-day it may be purchased at prices that would not have been possible a few years ago, and thus putting it within the reach of all. Indeed, there is practically no home that is without it and its use is constantly increasing.

As a consequence, enamelled ware has become a very important item in the stock of the progressive hardware merchant, and one which he should watch carefully. In order to make the most of the business, stocks should be full and carefully selected with a view to utility, beauty and variety.

Effective Stove and Furnace Advertising

By W. F. Ralph, Advertising Specialist for the MacLean Trade Newspapers.

The fellow who tries to attract business without advertising is like the fellow who throws his sweetheart a silent kiss in the dark. He knows what he is doing—but nobody else does.—William Jennings Bryan.

However visionary some of Mr. Bryan's ideas may be considered, his view of the great importance of advertising to the business man couldn't be sounder.

Under modern business conditions, the non-advertiser manages to pick up a precarious livelihood from among the crumbs of trade which fall from the table of the good advertiser.

What's the use of you carrying an excellent and well assorted stock and being willing to sell it to the people at close

vertising. For that reason let us devote a few moments of time and few drops of gray matter to the consideration of the important matter of stove advertising.

The principles which govern stove-advertising are the same which govern all advertising.

To be successful you must attract, interest and convince.

On looking over a considerable number of retail stove ads it is apparent that these principles are not very generally understood—or, if they are understood, they are but infrequently applied in practice by the retail stove trade. Many stove ads are attractive enough in appearance, but are uninteresting and unconvincing.

Take the N. J. Parker ad for instance. This is an ad containing a very neat and harmonious dress of type and blessed with an excellent headline. But its beauty ends with its clothes, so to speak. The ad is too general. It is little more than a mere business card. There is nothing specific in it. Nothing to make it seem personally addressed to the man who needs a stove.

When advertising a stove, remember that the average stove purchase calls for a considerable expenditure, and is a matter of very great moment to the purchaser. He does not often buy in a hurry. He likes to weigh the matter well; to talk it over at great length with his wife and his friends. Consequently, when a man is contemplating a stove purchase, the thing that will interest him most in a stove ad is information about stoves.

It is an excellent plan, therefore, for a stove dealer using moderate space, to concentrate his efforts on one particular stove in each ad. Make it ring with interesting, convincing points. Imagine you are talking to a customer on your floor. Give him facts. Tell him why such and such a stove at such and such a price is the stove he ought to have. Then when you have given a terse, convincing talk about the stove ask him to come in and see for himself.

An Effective Advertisement.

The Blank Dash Steel Range ad is written and displayed in a style which has been found very effective. A moderate sized line out of the range would be an improvement. The ad catches the attention by neat display and holds it by making a bold statement and a few facts of its construction. It's liable to make a buyer examine it anyway, and having done this it can be claimed to be a successful ad.

Another good idea in retail stove advertising is to make use of testimonials. If people see the names of their neighbors given as satisfied buyers of a cer-

tain article it will go a long way towards convincing them of the sound merits of that article. The E. W. Yeager ad is one that recently came to our attention which embodies this idea. Of course, the satisfied purchasers should first be consulted to ascertain if they have any objection to their names being made public.

A neat and effective Gasoline Stove ad has been sent in by Hunt & McLeese, of Abernethy, Sask. This ad occupied seven inches double-column in the Abernethy, placed in the top left-hand corner of the front page.

We haven't the space in this issue to reproduce it in display form, but as the talk is very breezily and convincingly

NOW IS THE TIME TO CONSIDER

Your Heating Problem

WE HAVE EVERYTHING IN THIS LINE.

**Oil Heaters,
Oak Stoves,
Hot Blast Stoves,
Hard Coal Burners,
Furnaces, etc.**

GIVE US A CALL BEFORE YOU BUY.

N. J. PARKER

620 Broadway. Phone 79.

An Unconvincing Ad.

prices, if you don't tell the people where you are, what you've got and what you want for it.

A few of the people will find you out of their own accord. When they start coming to you they may decide that they'll come again.

But the bulk of the people in your vicinity don't know anything about you unless you advertise—and keep on advertising.

As the seasons come and go, its the hardwareman who tells the people where to come for their seasonable requirements that gets the cream of the business.

When flies commence to pester the wits out of long-suffering humanity, it's the hardwareman who has the sense to make a special offer of fly-screens that gets the big reputation.

Plan Stove Ads Now.

Although the balmy breezes of summer surround us at the present time, it won't be long until stove-talk should be the feature of a live hardwareman's ad-

35
New names have already been added to our large list of
35

Round Oak Chief Users

Ask them, not us. The time for argument has passed. Here's the evidence

MRS. ANNA ATWOOD
GEORGE KNOCH
F. BRANDELY
W. CORRELL
C. A. CONALIN
JAMES COULAN JR.
R. W. CLARA
V. J. CONSTOCK
MILTON DAVIS
CHAS. DUSTERMAN
WM. OLESS
ERNEST DEARIN
SAM GOMY
MRS. GOLDSMITH
A. J. HICKARD

JOSEPH HALL
SARAH E. HAGERMAN
DR. LEE
F. HALLIB
C. J. MARLIN
GEO. MUSICK
MRS. MARTIN
WM. MORROW
CHAS. MCCLUE
E. W. MCGOWAN
SIMON NEUBUR
ROBT. PECK
ED. REED
MRS. SHEPHERD
W. H. STEIN

E. W. Yeager,
121 South Nickajack Street

A Testimonial Ad.

put, we are reproducing the talk, which is as follows:

Did you ever realize what a nerve-racking task it is for a woman to work the better part of a hot summer's day in the kitchen over a hot range with the temperature hovering round a hundred?

To say the least, it's very trying on the health and nerves, and not at all necessary, when for a small amount you can purchase a Gasoline Stove.

These Stoves are a decided success and we have them from \$3.00 up.

It doesn't cost much to make the Home happy!

This ad could have been made a little stronger had the talk been set in type of slightly smaller size, and a little space given to explaining the points of one particular stove at one particular price. A fault which could be found with this ad is the fact that it needed correction by the proofreader. In the first place, the headline called for an interrogation point, which was omitted. The "d" was

left off the word "hundred" at the end of the first paragraph, which was also in need of an interrogation point. The apostrophe was omitted from "it's" in the first line of the second paragraph, and the word "stove" at the end of

Going to buy a Range?

While you are at it, you might as well make it final, and put your money into a range that will last the rest of your life. The

Blank Dash Steel Range

Is the Range for You.

It is strongly built of the best quality of Rolled Steel Plate. The fire box is perfectly proportioned to the size of the oven, and is fitted with the celebrated removable Duplex grates. The OVEN—most important point, as the ladies will tell you—is practically perfect. This oven is well ventilated and is provided with a Thermometer to indicate the exact heat. All heat is forced twice around the oven before entering the chimney flue. And there are other points about the Blank Dash Range which we would like to show you personally.

We claim that the Blank Dash Range is the best steel range ever offered at the price of

\$60

Call and see it, anyway!

Smith, Brown & Company,
93 Market Street.

A Convincing Ad.

the second paragraph was expressed in the plural. These little errors, although apparently trifling, do detract a certain amount from the effectiveness of the ad. The fault, of course, lies more with the printer than the ad writer. Such errors can often be obviated by getting copy into the printer's hands in good time, so that proofs can be read and corrected by the ad writer before the paper goes to press.

Sample Stove Ad Talks.

Comfort in cold weather. Here's a little self-feeding hard coal stove, made by Blank, known as the "Dash." Its special features are its brilliant illumination through mica doors, always looks cheerful. Easy to operate, two scuttles of hard coal is only necessary in twelve hours. Is self-feeding. It comes in two sizes, Nos. 20 and 21. No. 20 will heat two small rooms, or one large room. No. 21 will heat small reception hall and two rooms.

Don't throw away your fuel by using a poor stove; you know there are stoves that are dear at any price. Come in and let us show you the many advantages of a "Blank Hot Blast Oak" over the other hot blasts on the market. The new down draft arrangement distributes the air over the entire surface of the fuel, entirely consuming the gases, producing 25 per cent. more heat than any other stove of the hot blast style. The absolutely dust-proof shaker is another great feature. These stoves set up complete, all pipe furnished, for \$20, \$25 and \$28. On easy payments and a strictly cash price.

A stove or range investment is something to last you 25 years or more. Why should you try to save a few dollars by buying something cheap and unsatisfactory, when in the Blank line you can get the highest grade the market affords—insuring your peace of mind and absolutely perfect service for that period of time? You need these stoves—these ranges. They await your critical examination in our store.

* * *

The best time to buy a range is just before you need it and when prices are reduced. Really the poorest kind of economy is to use a range that has outlived its usefulness. You waste fuel, baking is poorly done—a poor range tries the endurance of the most even-minded kitchen worker; a poor range—poor results. Don't delay too long, buy a Dash range this week. You save money. Prices listed below.

We are still giving you a chance to save from \$12 to \$15 on a steel range. The best built range on the market: has triple walls—outside wall best quality polished blue steel, inner wall of cold rolled steel with heavy asbestos mill board between, insuring the best possible

results in baking, both in economy of fuel and evenness of oven heat. Don't pass up this chance of getting the best range made at an extremely low price.

Blank gas heaters, "The satisfaction kind." We show the entire Blank line of heaters—from a bathroom heater to a stove that will heat a six-room house, and we sell them under a positive guarantee to give perfect satisfaction or your money refunded. We guarantee no moisture, fumes, sweat, or bad odors, can come from the use of a Blank heater. The cool weather will soon be here. Why not start paying for a stove on our special plan. You will make a mistake if you buy before you examine our line.

Gas Ranges.

Gas ranges. You may rest assured that in buying a Blank gas range, you will have the greatest value for your money, because of the extra heavy and very best of material used in their construction. The steel sides are heavily insulated, preventing the heat from radiating through the range. The oven bottoms are made out of heavy steel protected from the excessive heat of the burners by air space and asbestos linings. They cannot crack from fire, as cast iron oven bottoms frequently do.

Furnace Advertising by the Retailer

Austin A. Briggs, Advertising Manager for McClary Manufacturing Company,
Writes Instructively on This Subject in Printers' Ink.

Retail furnace advertising is by peculiar individuality entitled to treatment, particularly its own. For this reason, and through lack of its observance, signal incongruities occasionally appear in American newspapers, and opportunities for successfully exploiting this peculiar individuality mostly pass ungrasped.

Retail furnace advertising is entitled to particular treatment for the special reason that while a prospective customer may be shown a furnace set up, the furnace itself is never sold that way; therefore, it cannot be sold on a set price. The price is governed altogether by the degree of workmanship specified when the contract is let, and the additional consideration of whether cash or installments is to govern the sale.

From these particulars it will be seen that hard and fast conditions attach themselves to furnace retailing, which shift the final onus of responsibility from the manufacturer to the dealer—to the latter the buyer must look for thoroughness in installation, or, in plain words, a successful job.

This being the case, retail furnace advertising is, obviously, nothing if not primarily installation talk. Learning from their friends that a good furnace may be badly installed, and vice versa, as they generally do, people are going to be canny in signing any specifica-

tions which do not guarantee in black and white the all-important matter of setting up. Therefore, in reading furnace advertisements in general, men are going to be influenced by three things: what the manufacturer has to say about the construction of his furnace, what the dealer has to say about the installation of a furnace, and what conclusions,



All
Ready.
For
Business



Just received our first car
load of furnaces and have a
large stock of Furnace Pipe
all made up waiting for your
order.

Drop us a line or call us over either phone

L. C. Noland

605 Story St.

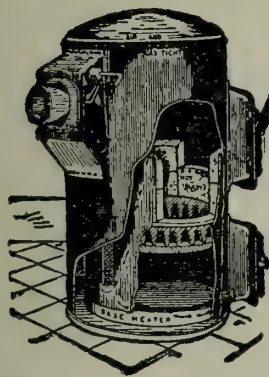
An Old-time Ad.

after perusing both types of ads, they themselves can arrive at regarding the merits of furnaces in comparison with other forms of heating apparatus.

In such media as booklets, magazines,

and newspapers the American people have had plenty of furnace manufacturers' advertising, and much of this has been of a controversial character, but little of the real article from dealers has as yet greeted the eye. As installation is a phase of the situation which manufacturers cannot appropriately touch on, unless they sell direct to consumer, the retailer's negligence, both practised and pronounced, in this regard, has led to many unsatisfactory furnace sales and many lost sales. True, some of the more enterprising furnace men have for years been using the electrotypes supplied them, and have run advertisements in their local papers or in a monthly circular. Some of these could be labeled "well writ-

THE QUAKER FURNACE



132 of these furnaces now installed in this city, all giving satisfaction. Car of 30 large furnaces to heat six to twelve rooms now on sale. I will send you a circular or tell you why you should buy a "Quaker." The cleanest Hot Air Furnace and the most durable on the market. Call or phone to

W. C. TESCHNER,
1328 N. Fourth St.

The Prevalent Ad.

ten," and some of them possess, in addition, the merit of being pointed and clear. Suavity is there also, and type display and rule effects; but the number of these advertisements that can be styled correct interpretations of their function are extremely limited. This has possibly been due, on the one hand, to the fact that the furnace man usually "a Jack of all trades"—his business may have such diverse ramifications as hardware, stoves and tin-smithing—and the furnace trade is confined to the building season; hence, interest is no sooner revived than with diurnal regularity, it dies out.

In addition, the reason for so much inappropriate retail furnace advertis-

ing can probably be traced to this source; the furnace man generally acts as agent for more than one manufacturer; consequently, he does not make a business of talking up sales for a particular make of furnace. He most likely sends the different manufacturers a list of prospects and prepares to handle any trade they may send his way as a result of following up these prospects.

With the opposition that of late years has sprung up, in the form of hot-water apparatus advertising, especially in the magazines, furnace manufacturers have found it necessary to get on the armor of combat and commence the work of rebuttal. So must the retailers. Because here alone is a phase of the case where maker and retailer stand on the same ground—the former must enforce the furnace talk nationally, the latter re-enforce it locally.

Furnace talks appeal to men, rather than to women. The whole business is hard-headed and in no way lends itself to pretty words, fancy pictures, or "won't-you-try-it" appeals. Like the life insurance prospect, the furnace prospect is very often pestered with letters of a stereotyped character, until he doesn't know whether to blindfold himself and pick out a winner or to hie himself off to a warmer climate. Therefore, any retailers' advertising that intentionally goes direct to the woman of the house, or that is even unintentionally nauseating to the man of the house, is alike as unsuitable as such tactics if pursued by the manufacturer. What the retailer must do, in order to make his advertising successful, is first of all, adapt himself to the season governing furnace sales. Building plans generally originate in March and continue to July, and between these months ninety per cent. of all furnaces are said to be sold. When the man who intends building is thinking matters over or discussing them with his contractor or architect, is the time for the retailer to reach him with his furnace installation arguments.

The best way for the retailer to reach these builders is through his local press. Why? Because men read newspapers. He should tell just two things: Why hot-air heating should be chosen for the home and why he (a particular retailer) should be chosen to install it.

The dealer, then, must convince the prospect that a furnace is the most economical, safe and comfortable form of heating apparatus obtainable because the opposition, being an opposition against the whole heated-air system, is much more harmful to the dealer than opposition limited to the merits of this particular furnace or that particular furnace, of vital interest only to the furnace manufacturer.

What furnace arguments are most likely to impress the furnace prospect with their sterling worth without boring him with their selfishness? These; because they are now considered well-nigh indisputable: 1. A furnace can be quickly installed. 2. Heat is radi-

ated as soon as fire is started. 3. No water pipes to burst when fire is out or mismanaged. 4. Walls can be papered or woodwork painted without interference of radiators. 5. Pure air admitted to house through cold-air pipes. 6. Fuel bill is kept low by evenness of air circulation.

Having made use of these arguments let the retailer pass on to those important details apropos of setting up. Let him prove that he understands chimney construction and proper and improper drafts. If he proposes to set the furnace on a bed of cement let him point out that the advantages accruing from this process is perfect tightness of all the parts. If the dealer advocates bolted rather than fused joints, let him show

Select a First-class Furnace

THEN

Have a First-class Installation

You intend building a new home or overhauling your old home and the heating question confronts you.

When the profitability of the investment and the comfortableness accruing from it are main considerations, you will decide you must have a hot-air furnace.

Now, we are specialists in installing furnaces. We size-up the layout of your house or advise you what the layout should be.

Our work is done quickly, cleanly and satisfactorily.

The cost of putting in a furnace will be governed by the specifications and our guarantee will appear thereon.

E. & H. ROBERTS

Furnace Men Cahoon Street

The Desirable Ad.

that the advantages of the former are continuous resistance against inroads of gas.

Before leaving this phase of the situation the dealer should lay great stress on the necessity, as well as suitability, of perfect installation at the commencement, and the expense and trouble and dissatisfaction that will follow in the wake of a "scimp" job. He can assert, without fear of refutation, that a furnace purchase and installation, if made correctly in the first place, will probably only have to be made once in a housekeeping lifetime. Again, that if the retailer is forced to hurry the job—in order to make a profit—the owner will be wholly the direct loser, the retailer partially the semi-direct loser, and the manufacturer partially the indirect loser; the owner's family will

be liable to dangers resulting from improper disposition of gas, grates will wear out prematurely, firepot crack and other parts become loose and defective. And as soon as such things begin to happen to the furnace, just then it will become difficult to heat more than one room at one time, and difficult to keep heat from escaping into the cellar. Obviously, when this stage has been reached, more coal will be consumed than results will show for. When furnace parts lose that compactness that makes for a quick response to direct drafts more shaking is necessary, also, and raising check damper has often to be postponed indefinitely. This means that while "puffing" gas is being averted as high as forty per cent. of the heat-power is passing up the chimney intermixed with gas. Can a prospect ponder on these facts without being impressed they are facts?

It is not, of course, expected that the dealer will incorporate in each advertisement all the points enumerated above, but having had as the first thought in his announcement—reliable installation work—and having thoroughly covered the appropriate ground in a number of advertisements, the dealer can feel that he has done much for the cause of good workmanship, and that by spreading this propaganda, and living up to it, sales are bound to react in his favor. In the arena of purchases there is no news so widely quoted and so ruthlessly exaggerated as furnace news; consequently, every furnace sale, from a publicity standpoint, is either its own best friend or its own worst enemy.

Last of all, the retailer should dilate on his ability to do the work expeditiously, and with cleanliness and minimum disturbance. Then, as a grand finale, following the dealer's promise of reliable service should come, in bold type, the prospect's assurance of reliable service—reference to the guarantee back of all, appearing in the specifications: no satisfaction, no pay.

FIGHTING MAIL ORDER HOUSES.

A good deal of the success of the catalogue house is attributable to the fact that it is a consummate advertiser. Catalogue houses place their propositions before the consumer in the shape of alluringly printed and illustrated catalogues, and make use of that trait of human character which sees greener grass on far-a-way hills than can be seen on fields nearer home. Owing to the fact that the catalogue houses are able to use the argument that being bigger buyers they can be cheaper sellers than the ordinary retailer, they can easily persuade people who are not given to thinking the matter out in detail, that they are offering real bargains.

The average person who reads a mail order catalogue does not observe that it is singularly reticent upon the simple matters of expressage, delay, liability to breakage and such like. Neither does the

reader think much upon the fact that he must pay cash in advance, and lose the use of that cash anywhere from five days to two weeks and more before he has even seen the actual goods.

A few instances occur from time to time in the hardware trade which conclusively prove to some catalogue-house-farmer that he is actually better off when he buys from a regular hardware-man. And what is most surprising in this connection is that comparatively few hardware merchants bestir themselves to convince their wavering patrons through the means of their advertising.

Can Fight Successfully.

A merchant who does business on the cash basis is in a position to wage a fairly successful war with the catalogue house. Having no bad or doubtful debts to worry over he can afford to sell from five to ten per cent. cheaper than the credit-giving merchant. He can always be sure of taking advantage of his jobber's cash discount when he feels like doing so, and he can usually be sure of having enough ready cash on hand with which to take advantage of special offerings made by jobbers now and again through the trade press and other channels.

But even the credit-giving merchant need not despair. Although he, as a rule, cannot afford to sell at the prices possible to the cash-basis man, he can prove to the buyers of his locality that in a great many cases his prices compare very favorably with those offered by the catalogue houses.

One hardware firm who are giving the catalogue houses a run for their money are Bridge Brothers, of Thessalon, Ont. Lack of space prevents us from reproducing their ad as it appeared in a recent number of the Thessalon Advocate, where it occupied a space of thirteen inches, double column. It was well displayed and convincingly written. The subject was Baby Carriages. Here is the introductory paragraph:

BABY CARRIAGES.—Many people have an idea that Department Stores sell goods at prices far below the home merchant. This may be true on a few lines, but by no means on all. In Baby Carriages we have an opportunity of comparing prices, as the catalogue houses show several lines we happen to have in stock. It will cost \$1 to bring a carriage from Toronto either by freight or express. In comparing we add this cost to the catalogue prices, which is but fair. Needless to say it is much more satisfactory to buy the goods after a personal inspection that from these picture books, no annoyance from breakages, no delay in delivery, and don't overlook the fact that we have a larger variety both in style and price than the combined catalogues show.

This strong paragraph was backed up by an imposing array of descriptive priced paragraphs. In some cases, where the carriage was also being offered by the catalogue house, both Bridge Bros.' price and the catalogue prices were shown. Here is a sample paragraph.

548 Go-Cart—adjustable, has all the advantages of the more expensive lines, and is made in an entirely new design for this season's trade, upholstered in the best green silk plush with sateen parasol to match, 1/2 inch tires, auto gear, we guarantee this cart to be exactly as stated, our price, \$15, catalogue price, \$16, sit up and take notice.

It is only price and quality comparison, advertised in the forceful manner of Bridge Bros., of Thessalon, that can effectively check the inroads of that mercantile octopus—the catalogue house.

REMARKABLE STOVE OFFER.

The Harriston Stove Works, Harriston, Ont., are making a remarkable offer to the trade this year. They say they will send one of their stoves free to any recognized stove dealer on the single condition that if the retailer does not consider it the best value on the market it can be returned at the expense of the manufacturer. They ought to be kept busy shipping sample stoves on that proposition.

ENGLISH COOKING UTENSILS.

Frank Heaven, representing T. S. Hall, of Bristol, England, is introducing to the Canadian market some fine examples of English metal work. The firm makes a specialty of dairy utensils of every description, and an inspection of the samples carried by Mr. Heaven leaves no doubt as to the excellent finish and durability of the goods. A stamped steel milk cooler, of a shallow shape, with a large area, thus allowing the milk to cool quickly and the cream easily collected, is an exceptionally fine article. Being made out of one piece of metal, the utensil is easily cleaned, while at the same time there are no seams to collect dirt. A well-made milking pail, of the shape that is generally used on English farms, also commands attention. T. S. Hall manufactures a baking pan which is being used by the majority of gas companies in the Old Country. This pan is made out of one piece of metal and having a bright surface the meat does not burn as in the black iron pans. The firm also has a patent soldering iron which by an ingenious method is heated through the handle by gas and air combined a small flame alone being necessary. In this way over 75 per cent. of gas is saved, the usual method of heating being most wasteful. Mr. Heaven will visit Winnipeg and may also go to Vancouver. He is a great believer in the possibilities of Canadian trade.

The Winnipeg Industrial Exhibition

Canadian Stove Manufacturers Fail to Exhibit—Not Many Hardware Exhibits—Unfavorable Weather Prevented Large Attendance—Clash in Dates With Brandon Exhibition.

A copious rainfall last week, extending from the Rocky Mountains in the west to Kenora in the east and delighting the farmers of Western Canada to whom it meant millions of dollars in increased crop returns was the cause of considerable disappointment to the management of the Winnipeg Industrial Exhibition. The financial returns this year compare quite favorably with those of previous years but nevertheless pouring rain on one day and threatening rain on two others interfered very materially with the attendance and made the exhibition less of a success than otherwise it would have been. All things considered, however, the exhibition fared very well and the management have no reason to complain. Through an unfortunate dispute, into the pros and cons of which this paper has no desire to enter, the Winnipeg and Brandon Exhibitions were held the same week and the fact that each was so well attended is another indication of the growth in the population of the post-age stamp province. Four or five years ago it would have been an impossibility to make a success of two big exhibitions in Manitoba in the same week.

But while neither exhibition suffered much from the clash of dates so far as attendance was concerned each suffered somewhat in the matter of exhibits. In that respect perhaps Brandon had a little the better of the results of the dispute. Many exhibitors at the Dominion Exhibition in Calgary stopped at Brandon on their return journey east and those who stopped at the wheat city probably outnumbered those who continued their journey to Winnipeg. Had the clash in dates been avoided many exhibitors would have reserved space at both shows. As it was, there were many displays at Winnipeg notable by their absence.

Canadian Stove Men Absent.

It was worthy of note that not one Canadian stove manufacturer had an exhibit this year at the Winnipeg Fair. A Winnipeg department store and the Winnipeg branch of a Chicago mail order stove house had stoves on exhibition but not one other manufacturer, Canadian or American, had a stove exhibit at the fair this year.

To tell the candid truth there is something wrong with the Winnipeg exhibitions from year to year. It labors under the disadvantage of being held so early in the year that it is impossible to make it really representative of the agricultural interests, which are the backbone of the western country. This is something which cannot very well be

avoided as the people in the West are too busy in the fall to spare the time to attend to exhibitions. But quite apart from this unavoidable drawback there is something seriously wrong with the Winnipeg Exhibition and it would be far from the truth to say that the fault attaches to the management. The men in charge of the exhibition deserve support, which they do not get.

Winnipeg Manufacturers Hold Aloof,

Take the manufactures exhibits as a case in point. In any year if the exhibits of eastern manufacturers were taken out of the exhibition the Manufactures Building would be practically emptied. The Winnipeg manufacturers as a class ignore the Winnipeg industrial which is supposed to be representative of the industrial interests of the constituency which it serves. Last year the Industrial Bureau made an effort to interest Winnipeg manufacturers in the exhibition and considerable space was reserved for "Made in Winnipeg" goods. The movement met with some success but it was not followed up aggressively this year and in consequence the Winnipeg exhibits were conspicuous by their absence. The Brandon Exhibition secured the exhibits of a number of eastern manufacturers returning from Calgary, exhibits which the Winnipeg Fair usually gets, and consequently the display in the Manufactures Building was not quite the equal of those in previous years.

In other departments, the exhibits were all that could be desired or expected considering the season of the year. The live stock and dairy exhibits were a credit to the West and a gratifying indication of the thriving state of these industries in the West. The Ontario and British Columbia fruit exhibits deserved the flattering attention paid them by thousands of visitors and the grain exhibit was creditable.

Hardware Exhibits.

Hardware exhibits were few in number. As stated above, the stove manufacturers were conspicuous by their absence. The Wingold stoves handled in Winnipeg by a branch of a Chicago mail order house, had a big exhibit and the Timothy Eaton Co. exhibited the stoves of an Ontario foundry whose output they control. Apart from this there was not a single exhibit of stoves or heating goods of any kind, a circumstance which was commented upon unfavorably by many hardware dealers who were disappointed to see the mail order people having the field left to themselves.

The Winnipeg Paint and Glass Co.

The Winnipeg Paint and Glass Co. had a large booth devoted to a display of Martin-Senour paints and the various products of their big wood-working factory. This firm have rapidly recovered from the effects of the disastrous fire which destroyed their warehouse last fall. Their new warehouse was completed some months ago and they are now in good shape to handle the business of their customers.

Winnipeg Ceiling and Roofing Co.

The Winnipeg Ceiling and Roofing Co. exhibited their corrugated iron and their ornamental ceilings and roofings in a big booth at the extreme end of one of the sections of the Manufactures Building. This hustling firm are rapidly extending their business throughout the West.

Merrick-Anderson Co.

Merrick-Anderson Co. had a small but effective display of their building papers, but did not display any of their heating goods lines.

Maple Leaf Saws.

Shurly & Dietrich had their usual attractive display of Maple Leaf saws. Occupying the whole of one end of the main section of the Manufactures Building, it attracted much attention.

Other Exhibits.

Allward-McCormick, Winnipeg, had an attractive display of their art glass lines. MacKenzie Bros., Winnipeg, interested the ladies with their demonstration of "one minute" washing machines. The Anchor Fence Co. had a substantial display of ornamental iron fencing. The Manitoba Gypsum Co. had a big display of wood fibre plaster.

F. R. M.

A HARDWARE OPENING.

A Kansas hardware firm held a spring opening which was attended by a large crowd of people. One thousand articles in the store had been tagged, and every person who entered the store was given a number corresponding to that on one of the tags, and if he found the particular article bearing his number the same was presented to him. One hundred and fifty prizes were thus drawn the first night, among them being a \$12 Acme washing machine, a \$7.50 copper nickel plated alcohol tea kettle, several \$2.50 pearl handled pocket knives, a \$6 three-piece carving set, and a folding go-cart. A girl drew a cuspidor and a man drew an empty nail keg. Much fun was created and the store was splendidly advertised.

CALGARY'S DOMINION EXHIBITION

Canada's Agricultural Progress Evidenced at Splendid Fair in Western City Last Week—Striking Exhibits from Various Districts.

Written for Hardware and Metal by our Special Western Correspondent.

Calgary, July 17.—The Dominion Fair of 1908, is now a matter of history. It is the sixth fair to be held under the direct auspices of the Dominion Government, and it is no reflection on those previously held to say that in many respects it was the best of them. On the face of it, it seemed impossible that a fair in any measure representative of the Dominion could be held so far from the Eastern Provinces, but the West is a country of magnificent courage, as well as magnificent distances, and Calgary Fair Board can now rest upon its laurels with the proud consciousness of having carried to a highly successful issue one of the most difficult propositions a Western town has ever tried to face.

Representative of Canada's Agriculture.

There were many things grown and made and bred in the great Dominion that were not on exhibition at this fair, but, speaking broadly, Canada is, and will be for many years to come, an agricultural country, and this phase of the great Dominion was well exemplified from coast to coast. There were herds of cattle, sheep and swine, from as far east as Quebec, and as far west as British Columbia. In fact, one of the strong features of the fair was the dairy and beef cattle from the East. In beef cattle the Province of Alberta was not as well represented as might have been expected, possibly because Alberta breeders have so recently gone in for finished herds, and this may have made them shy of running up against the satin-coated mammoths from the East, but in heavy horses, especially Clydesdales and Percherons, Alberta gave an excellent account of herself, and competition was very keen. Light horses, which were mainly confined to Alberta entries, were not strikingly good, as to a great extent Alberta has not yet gotten past the cow and polo pony stage. However, there was no evidence lacking that in the very near future Alberta will make a name for herself for both saddle and carriage horses.

Interesting District Exhibits.

Decidedly the most educational feature of the exhibition was the building devoted to District Exhibits. The exhibition offered prizes of \$200, \$150, \$100, \$75, \$50 and \$20 for the best exhibit made by any agricultural society or Board of Trade, setting forth the products and the advantages of any particular district. There were thirty competitors for these prizes, and their various exhibits filled from end to end one huge building. It was especially insisted on that exhibits must be grown or manufactured in the district exhibiting and must have been produced in 1907 or 1908. The districts were judged for wheat, oats, barley and other grains,

native grasses, tame grasses, vegetables, fruit, manufactured articles, minerals and natural products, and also as to the artistic arrangement of the same. It would be indistinct to dwell upon the exhibits from each district, but that is hardly possible without taking up too much space. To old Westerners who thought they knew the country well, one of the great surprises was the number of points in both Saskatchewan and Alberta where timothy, clover and alfalfa are being produced, and that in large quantities. The number of districts growing peas was another surprise, while something like twenty-five out of thirty showed coal as one of their mineral products, and seventy-five per cent. of the districts showed brick and native building stone. Pincher Creek was the only district to show crude petroleum, and Moose Jaw, genuine fire brick. Medicine Hat had a large tank of natural gas which was operating a small steam engine, heating the furnace for a house and baking bread in an ordinary gas stove. In the evenings this exhibit was lighted with natural gas, and very effective use was made of Rudyard Kipling's story of "The Town That Was Born Lucky." Raymond made a fine exhibit of beets and beet sugar, while considering that so much has been said of the treeless prairies, it was surprising how many districts showed logs among their natural products and lumber among their manufactured articles. The following is a list of the competing districts in the order in which they were placed by the judges. Granum, Okotoks, Carstairs, Macleod, Red Deer, Cardston, Prince Albert, Pincher Creek, Leduc, Moose Jaw, Nanton, Didsbury, Raymond, Lethbridge, Innisfail, Ponoka, Claresholm, Olds, Vegreville, High River, Stettler, Regina, Vermilion.

Splendid Government Exhibits.

In addition to the district exhibits, three magnificent exhibits were put in by the Governments of Alberta, Saskatchewan and British Columbia. British Columbia not only displayed magnificent fruit and tomatoes, but also a fine collection of mounted specimens of deer, bear, mountain sheep, and of both salt water and fresh water fish. The mounted specimens of salmon were especially fine. Saskatchewan, in addition to a very fine display of grains and grasses, native timber and fur-bearing animals, had an exhibit that attracted almost universal attention. It was on one side a display of Indian work in beads and buckskin, such as we are all familiar with, and on the other a display of exquisite needle work in the shape of under garments, splendidly made boots and shoes, including a pair of patent leather tops for riding, wood carving and iron work, such as hinges, horse shoes and the like, the work of

the Indian boys and girls of the File Hills Indian Industrial Schools. Alberta, however, presented the most striking display. The hanger of the Calgary Fair, showing the cowboy suddenly finding a trail stopped by a barbed wire fence, and a field of wheat has become familiar all over Canada, but at this exhibition the poster was reproduced in life. There was the actual field of wheat, the covey of startled prairie chickens fluttering above it, a badger darting for his hole in one corner, and back of all the startled cowboy reining back his steed from the barbed wire fence. The actual field of wheat was not more than twenty feet square, but with the help of mirrors the effect of endless vistas of wheat was produced.

The "Made in Calgary" Section.

The "Made in Calgary" part of the industrial building was intensely interesting, and showed how rapidly manufacturers are springing up here at the foot of the Rockies. Calgary manufactures flour, breakfast foods, soap, extracts, iron goods, buggies and busses, lumber and wood finishings and last and perhaps most becoming of the cattle country where no man goes afoot, saddlery and harness of all kinds. There were saddles on exhibition that sell for \$1,000 apiece. They are perfect marvels of tooled leather, inlaid with silver, gold and mother of pearl.

There is only one harsh criticism to offer on the Calgary Fair and its managers. There are a great many United States citizens in the city and they have contributed not a little to the prosperity of Calgary and of Alberta, though as a matter of fact there is \$100 of British capital to every dollar of United States money invested in Alberta. It so happened that the 4th of July fell within the dates of the fair, and the fair management with a desire no doubt to have as many days as possible with a record attendance, committed the very grave error of inviting the American association to hold a 4th of July celebration within the grounds of a Dominion Exhibition, apparently forgetting that while to the Americans the 4th of July represents the birthday of their nation, to every Briton it represents the loss of one of the fairest colonies ever attached to the British crown.

The fair management further made the mistake in their desire to do all honor to their American guests of hoisting the United States flag, even with the British, instead of below it, as is always the custom with an alien flag. They also wore exclusively American flags on that day instead of wearing the Jack above the Stars and Stripes. In fact at the celebration on the platform where all the officials and directors of the fair were gathered, with the officers of the American association and the United States Consul, the only man who wore a British flag was the president of the American association. It is not by such tactics as these that Canadians will earn or hold the respect of United States citizens, and it is hoped that the action of the Calgary Fair Board upon this occasion will never again be duplicated in Canada.

Specialization in Hardware Business

An Address by Harvey J. Fueller at the 1908 Convention of the New York State Retail Hardware Association.

You are all in business with the purpose of making the maximum returns on your capital invested, and no topic should be of more practical interest to you than a discussion of methods for increasing your profits. There is no danger that your profits will be excessive. There are among our retail hardware merchants no individual whose enormous wealth is considered as constituting a menace to society or a proof of oppressive business policies. The laws of competition are as inexorable as the laws of nature, and they prevent any man who is engaged in a business which is not monopolistic from making undue profits or from oppressing the consuming public.

By a careful study of conditions and by wise co-operation among yourselves you may eliminate certain harmful and destructive features of competition, but you will never be able to eliminate competition itself. Your organization can be made a valuable and effective agency for promoting your interests, but if any of you indulge the hope that it will ever be able to bring about a condition in which competition will be absent, you are merely deluding yourselves. The different degrees of success attained by different hardware merchants under practically similar conditions and opportunities make it obvious that the methods of some are better adapted than the methods of others to promote success. A study and an analysis of methods of conducting the business are therefore of the highest importance to retail hardware merchants.

Unduly High Selling Prices.

It is plain that in order to make money you must sell your goods at an increase over the amount you pay for them, plus your costs or expenses of conducting business. But do not jump to the conclusion that the higher your selling prices are the greater your profits will be. Unduly high selling prices are ultimately almost as destructive of profit as unduly low selling prices. One of the most difficult tasks which confronts the hardware merchant is that of fixing proper selling prices on the different classes of goods which he handles. On certain goods it seems to him that he must ignore his general percentage of expense in fixing the selling price or be outside of the market entirely. In my opinion it is an error for a merchant to compute his profits on the volume of his sales. They should be computed upon the investment in the business.

The retail fruit dealer, who, on the average, turns his entire capital weekly will make a far greater profit by selling

his goods for 10 per cent. more than he pays for them than the jeweler, who turns his capital on the average once each year, will make by selling his goods at an advance of 100 per cent. over his purchase price. Say that in a given hardware business the merchant finds that his total expenses, including interest on capital, his own salary and those of other executives, rent, insurance, wages, office force, shipping, taxes, light, heat, advertising, bad accounts and all other costs of conducting business, amount to 20 per cent. of the purchase price of all goods which he has sold during the year; yet it is apparent that it has cost him less than 20 per cent. to sell some of the quick moving, cheaply handled goods, and it has cost him much more than 20 per cent. to sell some of the other goods, which he must carry a long time and on which his selling expenses are heavier. Some merchants consider that the only difference to them in profit between a class of goods on which they turn their capital every 60 days and another class on which they turn their capital annually is 10 months' interest at the current rate; but this is a great mistake, as in one case they make six profits in one year on a given investment and in the other case they make but one profit in one year on a given investment. Of course the carrying of book accounts is an element in the turning of capital which must always be taken into account, and if hardware merchants generally realized the great importance of prompt collections as a factor for producing profit, they would devote more attention to this feature of the business.

Profits and Ease of Selling Goods.

The hardware merchant, to enable him to understand what he is doing, to know what classes of goods it will pay him to push and to maintain a price scheme which will bring the best results, should analyse his business thoroughly and should classify the goods which he handles into divisions, showing separately, in groups, those in which he turns his capital respectively in 60 days, in 4 months, in 6 months, in 8 months, in 10 months, in 1 year, in 18 months, in 2 years, etc.

An additional account should be opened for each specialty to which the merchant devotes particular attention and on which he aims to secure more than the ordinary rate of profit, and, of course, such specialties should not be grouped with other goods. Such specialties might be ranges, heating stoves, different branches of the cutlery business, paints, wall paper, a line of high-grade wooden ware, and, in sea-

son, firearms and ammunition. He can then, using his own good judgment, and justly estimating other factors known to him, apportion to each class the percentage of expense which it should rightly bear.

In apportioning this expense the merchant should be very certain to have the total apportionment equal his entire expense as based upon his previous year's experience. After adding the proper percentage for expense to each article or kind of merchandise he will have the real cost thereof. He can then open an account with each separate group of merchandise, charging it with all of its costs and crediting it with its sales. He will then know at the close of the year just where each class of goods stands as a profit earner.

There is no mistake more common than the failure to include the full expense of doing business in calculating costs and selling prices. Unless conditions are radically changed, there are some classes of goods which it is practically obligatory for retail hardware merchants to handle on which it will never be possible for them to make a reasonable profit. As an offset to this unprofitable business they should develop a trade on specialties upon which they can secure a profit above the ordinary rate.

Advantage in Handling Ranges.

There are many specialties in different lines of manufacture which the shrewd hardware merchant can push and advertise and promote until he has a valuable franchise in the continuous profit accruing to him from their sale. In many cases he can control the sale of special goods of certain kinds, and can then very profitably work up a reputation for them which will permeate the entire community.

For example, most hardware merchants handle ranges, and the profit thereon, considering the cost of selling and handling them, is usually very moderate. Many hardware merchants try to increase their profits in the range business by scouring the market for the lowest priced ranges they can find thinking thus to be able to undersell their competitors and build up a large business. But what they can do in purchasing cheap and nasty ranges can be duplicated by their competitors, and they can never build up a good reputation nor establish a profitable trade by handling such goods.

On the other hand, it has been frequently demonstrated that if the merchant will select a strictly first-class, high-grade range, with special features

of merit, and push it as a specialty, he can build up a permanent, profitable trade on it, which cannot be taken away from him by means of any price concessions which his competitors may make on other ranges. And what can be done on ranges can be done on many other specialties on which it is possible for the skillful hardware merchant to develop and maintain a profitable and, practically, an exclusive business.

Hardware Merchant in Furnace Heating.

As most hardware merchants are engaged in the heating business, I desire to direct attention to warm air furnace heating and ventilation as a most striking example of specialization, through which, if properly conducted, they could build up a profitable and highly satisfactory trade. Cheap competitive bidding has performed its sinister work in the furnace business, until furnaces of utterly inadequate capacity are merely thrown into cellars or basements and installed without regard for the proper proportioning of the piping system or for any other elements necessary to right results. As a result of these poor methods of installation and of the use of furnaces of too small capacity, warm air furnace heating to-day is seldom given the slightest consideration for first-class or even for medium priced residences. Yet with a good furnace of the proper size, with the piping correctly proportioned, and with first-class installation in other respects, there is no other plan of heating so practical, so successful or so satisfactory as warm air furnace heating.

This is an age of sanitation, and from the standpoint of healthfulness warm air furnace heating is immeasurably superior to direct water or steam heating. When furnace heating was discredited by the evil demon of cheapness, which meant deficient capacity and defective workmanship, the people who built good houses turned eagerly to steam and water, believing that these were sure and sound methods of heating. And thus the heating of good residences was taken away from the furnace merchant by a system that cost much more than good furnace heating. This proves that it was really the low price of furnace heating, necessarily accompanied by inferior quality, that drove it from the market to such a marked extent, and that this better method of heating would never have been supplanted if a high standard of installation had been maintained. Furnace heating has been discredited because the average furnace dealer mistakenly supposes that he can get work only on the low price of the job. And even those few furnace dealers who pride themselves on getting what they call good prices go only half way and do not attempt to do strictly first-class, highest grade work, through which alone can furnace heating be brought into the favor and standing to which its merits entitle it.

There is an enormous amount of unsatisfactory steam and hot water heating being done, very largely due to the "skinning" of jobs through cheap competitive methods. The profits in steam and hot water heating are notoriously low. Direct steam or water heating, even at its best, is condemned by every practical and scientific test as being unsanitary and unhealthful. Every authority on ventilation, every competent heating engineer, every physician who has given the question the slightest study, condemns direct steam or water heating as being in violation of nature's laws. There is no division of opinion amongst those who speak with authority on this subject; they agree without a dissenting voice that the only proper way to heat an apartment is by pouring pure warm air into it. With every argument, practical, scientific and hygienic, in his favor, why should not the hardware merchant take advantage of the heating situation as it exists to-day.

Opportunities in Furnace Business.

If the members of this organization, regardless of how expert they believe themselves to be, would make a study of the furnace business and would start a determined and systematic crusade in favor of strictly first-class warm air furnace heating, a very large proportion of all first-class residences could unquestionably be captured for this superior method. And while you would be giving your customers far better value for their money than they could possibly receive with any other system of heating, you could legitimately make much larger profits for yourselves than it would be possible to make by installing any other method of heating. For strictly first-class warm air furnace heating and ventilating there is no reason why the house owner should not pay at least as much as the price of the inferior and unsanitary direct steam or water system. The field is not liable soon to be overcrowded, and those who start in to do strictly first-class furnace heating and ventilation are not likely to have much serious competition, for only those who have the insight and the foresight to get out of the beaten path of custom will enter this rich field and they are not likely to be large enough in number to crop off the pasture for a long time to come.

Responsibility of the Manufacturer.

To some extent furnace manufacturers have been to blame in times past for the defective installation of furnaces because they failed to furnish the trade with definite, practical rules and directions for installing warm air heating plants or for determining the capacity of apparatus required to heat a given building. There are now, however, several manufacturers who give attention to the instruction of their customers, in a general way, which will insure for the customer good results in furnace

heating; and there is one furnace manufacturing house that furnishes each of its customers with a manual or handbook, which gives clear, positive, definite rules and directions for properly installing a warm air heating and ventilating plant in any residence or in any other building to which the system is adapted.

Those who desire to increase their profits in the heating department of their business are assured, therefore, that they can secure, without money and without price, all the rules and directions necessary to enable them to do strictly first-class, highest grade warm air furnace heating and ventilating. And so great, so obvious, are the advantages of strictly first-class warm air furnace heating over the direct steam or water method that the dealer who once gets a start with the better system will soon have an extensive and lucrative business in that line.

IMPROVED FURNACE FIRE POT.

A most noteworthy improvement in furnace construction is a steel ribbed fire pot which is being used in Hecla Warm Air Furnaces, made by Clare Bros. & Co., Limited, Preston, Ont. The makers have realized the fact that the fire pot of a furnace is a most important factor in its heating capacity, and that to increase the radiating surface of this part of the furnace must necessarily increase the heating power of the furnace with the same fuel consumption. They have, therefore, made fire pots with steel flanges, and, as these flanges are thinner and more uniform than cast iron flanges would be, they use a great many more steel than it was possible to make of cast iron. They claim the radiating surface of the steel ribbed fire pot exceeds that of the cast flanged pot by 200 per cent.

Steel radiates heat more quickly than cast iron, and whereas cast iron fire pots become red hot it is claimed on the other hand that the steel ribbed fire pot radiates the heat generated in the fire pot so easily and so quickly that it not become red hot should be everlasting.

This fire pot has been one of the sensations of the furnace trade this spring, never becomes red hot. If this claim is correct and the large amount of radiating surface would seem to substantiate the claim, then this form of construction must have most important sanitary results in supplying pure and unburned air. Furthermore, a fire pot that does and as its advantages are so evident it ought to be of great assistance to the dealers handling Hecla furnaces.

The most frequent source of error in electroplating lies in the imperfect cleaning of the work. No matter how carefully the plating may be carried out, it cannot be successful unless the base metal is chemically clean.

Planning, Estimating and Selling Furnaces

Otto Falkenhainer in the American Artizan, Gives Some Practical Suggestions and Gives His Views on the Margin of Profit Needed to Make the Business Pay.

The furnace department has of late years become a large part of the business of the average retail hardware store in the small towns and cities, and if this branch is properly handled, it will add many dollars to the profit column, but, on the other hand, there is nothing that can cause more loss and annoyance.

Thanks to the constant efforts of the manufacturers, the prejudice that existed against furnace heating is gradually disappearing and the installing of the blower systems in public buildings is an acknowledgment that the method of heating that provides for ventilation is the ideal one.

The difficulty with furnace heating heretofore has been caused mainly by careless work in installing. No method was used except to place a furnace in the cellar, box up a few joints for cold air runs, and connect registers to furnace in any old way. The result was a plant that worked when the weather was mild, bankrupted the owner buying coal, and was a constant annoyance. To overcome these difficulties nothing will aid more than thorough planning of the work. The advantages are obvious, and when once realized they make up for the extra time and energy spent in this direction.

A plan shows the prospective buyer in the first place that the dealer understands his business. Of course any dealer can have a heating plan made at the factory for the asking, but while he is waiting his competitor who may be able to make the plan is putting in the job. Another advantage that planning the work gives the dealer is the ease and accuracy in estimating and the fact that the entire work can then be turned over to the shop, after the sale is made, for installing. Then again by suggesting changes in the proposed house to conform with heating principles, the dealer can more easily co-operate with the builder and the result will be a more satisfactory job and a pleased customer.

Suggest a Ventilating System.

When planning a system it is always best to get busy as soon as the house is planned, and, if possible, to get the owner interested, suggest a ventilating system in connection with the heating plant. This can be put in so readily that we sometimes wonder why they are not used more generally. All that is necessary is to enlarge the chimney making a two-flue chimney, one for smoke the other for ventilating. By connecting the rooms to the ventilating flue in the attic by means of round pipe, getting into the attic by means of a single wall stack from registers placed close to the floor, the rooms will be pro-

vided with outlets for foul air. The smoke passing up along one side of the ventilating shaft creates an up-draft and makes the suction that takes out the foul air. The extra cost such a system entails is made up by the healthful atmosphere it provides. In connection with this there must be a fresh air duct from outside, connected with the furnace and provided with a tight damper so that the supply can be readily regulated.

When planning a furnace heating job it is best to locate registers first. Using the modern wall registers seems to me the most satisfactory system. This method avoids the many pipe runs in

small ones, there will be no complaint of sluggish circulation and dusty rooms.

Cold air plates ought to be on the floor, in preference to being put in the wall. The capacity of a wall plate is limited to the lower 6 inches and the cold air is always on the floor, consequently a plate placed in the floor will take out the air faster than the wall registers. The capacity of the cold air returns should, of course, equal the capacity of the hot air runs.

Plans Make Good Records.

After a plan is made it ought to become a record of the business, and this we accomplish by making a pen and ink tracing on tracing cloth. This makes an indestructible record for future use and reference. It also enables the dealer to make any number of blueprints, giving one to the purchaser and having one for the shop.

Referring again to the manner of locating registers, it should be the effort of the dealer to place them with the view of getting the best results, where they can be attached to the risers for the upper rooms without too much cutting of the walls and then again where they will not interfere too much with the placing of furniture, etc.

The sizes of registers to be used for different sized rooms are suggested in the various catalogues of fittings and can be relied on to do the work provided the system is installed correctly in other respects. Of course it is proper to give an exposed room some little advantage, such as size in pipe and register.

The hardest propositions as a rule are the rooms that have open stairways in them, such as reception halls, where the upper hallway and lower hall are connected. This always results in a down draft on the stairs and it is advisable to place the cold air face at the foot of the stair; of course, not where it has to be stepped on, but conveniently near, so that the cold air coming from the upper rooms will not have to cross the floor. It is also a good plan to provide such room with an extra hot air register, if possible, or make the one leading into it of ample size.

Use Care in Estimating.

Coming now to the matter of estimating a heating job, it becomes evident that the planning is a decided help; in fact, it is hard for me to comprehend how an intelligent estimate can be made without this preliminary work. The discredit that the furnace business has got into in some places has been due greatly to the element of guesswork that has been customary. For a dealer to look at a house, figure the cubic contents, get the size of furnace, guess at the fittings, time, etc., that the job will require is a

ESTIMATE NO. _____ DATE _____ 19__		M. _____		ADDRESS _____		PLAN NO. _____	
SOLD		PLAN NO.					
NO.	ARTICLES	LIST	KEY	REMARKS			
	Brick and Grates						
	Wall Registers						
	C. A. Plates						
	Registers 2nd floor						
	Single Stack						
	Register Heads						
	Boots						
	Fittings						
	Fittings						
	Double Stack						
	Register Heads						
	Boots						
	Fittings No.						
	Fittings No.						
	Fittings No.						
	8 in. H. A. Pipe						
	10 in. Elbow						
	10 in. H. A. Pipe						
	12 in. Elbow						
	12 in. H. A. Pipe						
	14 in. Elbow						
	14 in. H. A. Pipe						
	14 in. Elbow						
	Aluminum Paper						
	Feet						
	Cells						
	Drum						
	Galvanized C. A. Pipe						
	Boots for C. A. Pipe						
	Gate C. A. Elbow						
	Galvanized Iron						
	Sheet Iron						
	Wire and Nails						
	Scissors						
	Freight and Hauling						
	Labor, Board, Material						
	Incidental Expense						
	Profit						
	TOTAL						

Blank Form for Estimating.

the cellar and the annoyance caused by cutting carpets, and is more clean and sanitary in every respect, besides cheaper to put in. In locating the furnace, care should be taken to give it a central position, near the chimney, if possible, and faced so that most of the hot air runs are taken from the back of the furnace.

When placing registers, care should be taken that the runs are short and avoid all unnecessary angles. When locating cold air plates, be sure to place them where they can be connected conveniently to the furnace. We have found that the trouble with most cold air returns has been that they do not have slant enough towards the furnace, being mostly on a dead level. By making all the returns of galvanized iron, with absolutely tight joints, preferring several large or even one large return to many

slipshod way of doing the business and many are guilty of this same method. It usually results in a poor job, on which money is lost, and a dissatisfied customer.

On the other hand, with a carefully planned job the size of furnace is stated, the pipes are shown, all registers and pipe runs can be easily figured and the one item of uncertainty is the time it will take to put in the work, and this will be eliminated after a few jobs. A careful estimate can be made by using a system of blanks and these compared with the work as it progresses. There are a good many small items that must be considered in an estimate and these oftentimes make an aggregate that cuts the profit.

For convenience we show a system adopted some time ago and which has been very satisfactory so far, showing at a glance how much we have in a job, and also aiding us in computing other work. This estimate sheet is made out in duplicate, giving one to the tinner and not pricing it, using the other for pricing and reference.

When the job is completed, it is an easy matter to compare and see where the gain or loss comes in at.

The Important Matter of Profit.

The matter of profit has been a neglected portion of the furnace business. When a plan is made and estimate given on the work and it is ascertained what the cost of the system will be, the question often comes up, what profit shall be added? Say the cost of material and labor is \$175, no one can afford to place the work complete for \$200, which is so often the case. When the time it takes a furnace man to install a job is taken into consideration, which is on the average a week, the returns are too small at this percentage of margin. There ought to be \$50 to \$75 clear gain in a good job, otherwise the tinner's time is better employed at some other work. A good margin is an incentive to do good work and the public is gradually being educated to this.

The hardest part of the business used to be the closing of the contract, but a careful plan is a great leverage towards getting a deal closed. The purchaser, as a rule, is well able to see where some work is weak and it is up to the dealer to convince him that this is the better way.

A card system and follow-up letters for prospective buyers have been preliminary to the planning and a part of the selling campaign, resulting in an invitation to submit an estimate. This must be supplemented by a thorough explanation of the system, the kind of material used and last, but not least, the references that the dealer has of satisfied customers have an important effect in closing a sale. Price will have a small bearing in closing a sale if the previous work has been thorough and will be lost sight of when perfect confidence is reposed in the dealer.

Methods as described in the foregoing

make it possible to ask a good profit on this class of work, and they win out in the end. It is a good policy to lose a sale rather than put in a cheap job, because a poor system is a boomerang and makes trouble galore. Experience will verify this statement. The people that are making a success of furnace work to-day are doing it on different lines than of old, and although there are always consumers that want a cheap job, as a rule, the majority want a good system. The educational campaign showing the difference ought to come from the manufacturer and dealer.

The last item before commencing work is the contract, and this ought to be a fair agreement both towards the dealer and the consumer. Payment ought to be insisted on as soon as the work is completed and no unreasonable guarantees given. Of course the job must be kept in view, and if some difficulties arise during operation, the complaints should be attended to at once. These will be few if proper care is taken and if methods as outlined above are brought into play the business will be placed on a higher plane. For without doubt the increasing sales reported by the furnace manufacturers show the great demand for this style of heating apparatus, and it is up to the dealer to reap the benefit.

DIRECTIONS FOR INSTALLING FURNACE.

The Record Foundry and Machine Co., Montreal, have published a furnace handbook which will be of great interest to furnacemen, containing as it does complete directions for the installation of the Record Warm Air Furnace system of heating and ventilation. The information and directions given in this book are of a character, it is stated, not to be found in any other treatise or trade publication, which, therefore, gives a special value to the handbook. A simple, practical, and at the same time a strictly safe and correct rule is furnished for ascertaining the proper size of Record furnace to use in heating any given residence. Definite rules and tables are provided to determine the proper size of warm air pipe and warm air register to use for each room; the proper size of ventilating duct and ventilating register to use for each room where a system of ventilation is installed; the size of cold air duct, ventilating shaft and chimney flue to use with any given job. Other information is given which is necessary for the installation of an adequate, correct and sanitary warm air heating and ventilating plant. The handbook is neatly and strongly gotten up, and with its mass of information, and illustrated descriptions of the various furnaces manufactured by the Record Foundry and Machine Co., should be in the hands of every furnaceman.

A Toronto Church Heating Problem

A. H. Power, of the Record Foundry Co., Toronto, Describes the Heating of a Church With One Furnace.

Thinking that many of the numerous readers of Hardware and Metal might be interested in the various problems relating to warm air heating, especially church heating, I send you the plan of a heating contract done in Toronto last year by the writer.

The plan is drawn to about an $\frac{1}{8}$ scale, and is as near as possible to the original plan, and, consequently, the way this church was built and finished. You will notice a chimney at each end, the west one being along the north wall near the northwest corner of the basement. This was specified by the architect, with the view of having the church and basement heated by two furnaces, but when the question of heating was considered by the committee it was found that a furnace in the east end would obstruct the view and otherwise take up too much valuable space, on account of the basement being required for the Sunday school, and other meetings in connection with the church work. The problem then presented itself of having the building heated by one furnace.

To a practical heating expert the plan of this job will explain itself. In each aisle towards the centre of the auditorium, but a little to the west, were placed two 24-inch round register faces (without valves), these being fed by two 20-inch round pipes, at the places shown on plan were placed four 14x22-inch square

register faces for the return cold air. The cold air pipes were made in a square box shape and ran along the ceiling of basement and in connection with the cold air return pipes.

Observe the lay out of this pipe from Nos. 1 and 2 cold air faces all the way to the heater. From 1 to 3 and from 2 to 4 the box or pipe is the same size. From 3 to 4 it is larger, and from 4 to where the pipe turns down inside the furnace room, it is larger still, and enters the back of the furnace at an increased size 18x36 inches. The object of this was that as the volume of air entering the cold air registers increased, the size of the pipe increased accordingly, consequently the air entered the furnace without any friction whatever and so caused no extra effort to be put on the furnace.

Too many workmen crowd all the work into one size of pipe never thinking of the amount of air entering and to be passed through the pipe quickly.

The room in which the furnace was placed made a very convenient furnace room, it being away in the northwest corner and partitioned off from the basement and out of view of the audience, and the basement all through being of a good height, averaging $11\frac{1}{2}$ feet from end to end, gave plenty of elevation for the warm air pipes.

To heat the basement I ran two 14-

inch round pipes about 24 feet in length at an elevation of about 1 foot in the 24 feet, then from the end of each I ran an inverted pipe, not quite $\frac{1}{2}$ round in shape, another 20 feet on the level. The idea of this was that as the warm air was forced from the round pipe into the inverted pipe it would follow the inverted pipe and spread itself, gradually falling to the floor and being forced at a good velocity. It kept the basement at an even temperature all the time the

branched off into first lavatory with an 8-inch branch as shown, and also continued into second lavatory with an 8-inch pipe, same as shown. I took the cold air from the lavatories into the furnace room by a small square pipe run along the floor and up the wall and let it waste away into the furnace room. The heat from the furnace room being sufficient to create a draft to suck the air through, no connection being made with the furnace and this pipe.

ing without injury and adapts itself to any flame. It is soft and flexible and can be mailed in a common envelope.

DIRECT LIGHT CHEAPEST.

Reflected light is wasteful. In a recent test by Dr. Reibmayr both electric glow lamps and incandescent gas burners were used, and when the light was directed to the ceiling and reflected the illumination was 31 per cent. less than

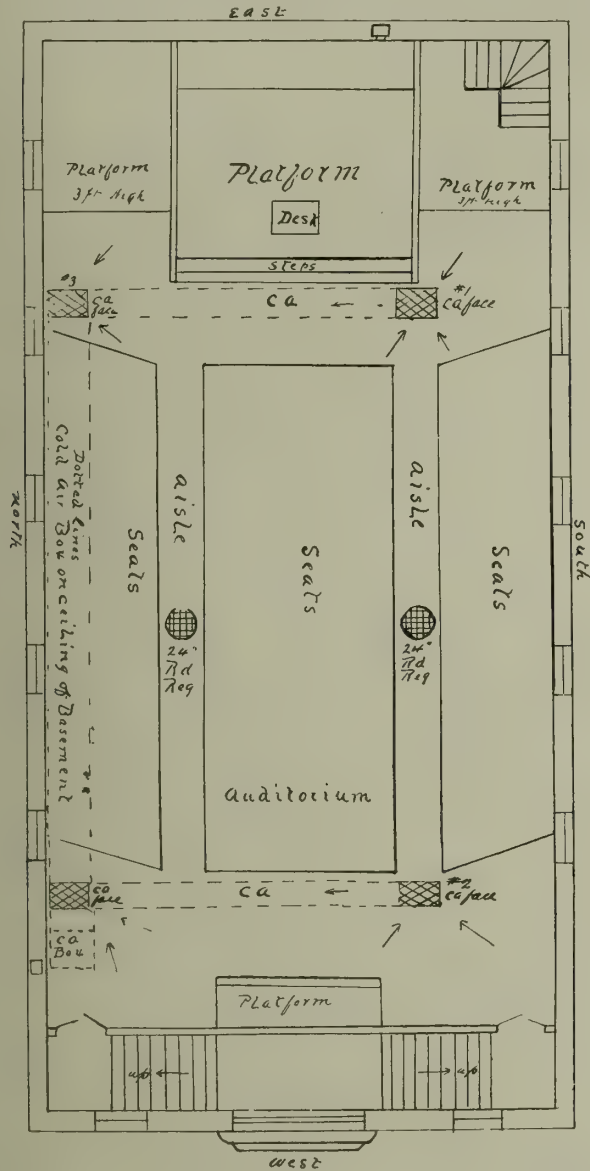


Fig. 1.

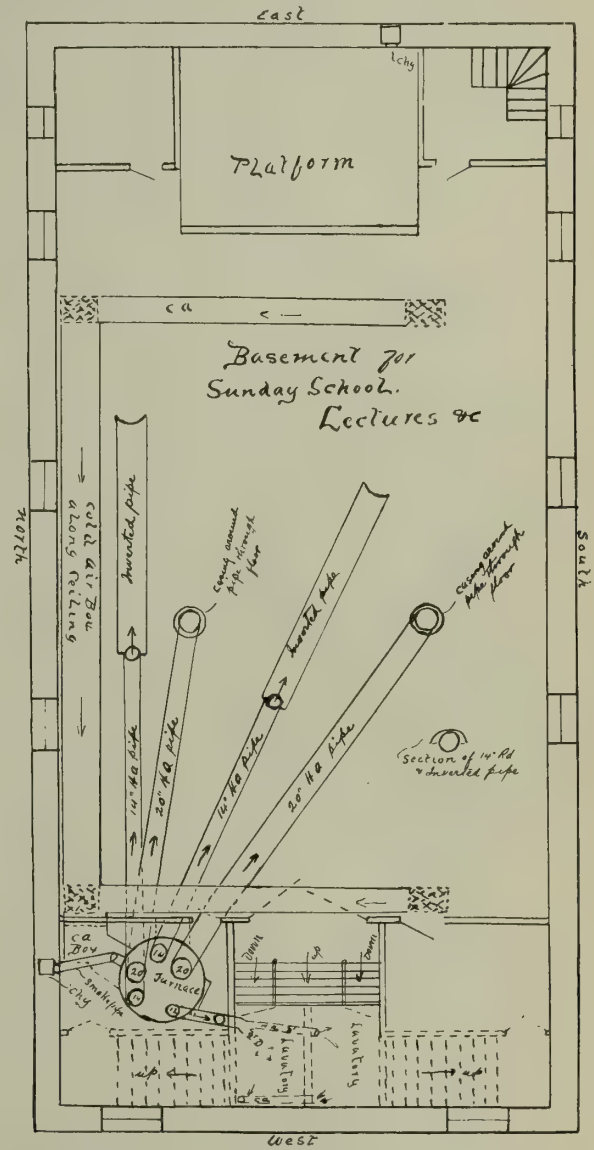


Fig. 2.

heat was on. From the basement I put in a return cold air box 15x30 inches, as shown by dotted lines through the partition into the side of the furnace.

To heat the church and basement was not the only problem presenting itself; how to warm the two lavatories under the stairs was another. These lavatories were situated in rather a queer position for warm air heating, as the floors of lavatories were 4 feet below and the ceilings 4 feet above the furnace room floor. I took a 12-inch pipe over towards the south wall of the furnace room, then dropped down 3 feet and went through the partition with the full size and

As all the pipes were taken off the top of the furnace the air entering at the lowest point rose upward, passing through and over the heated parts and rising to the highest point, entered every pipe equally and each pipe received its proper quota according to size. Dampers were put in each pipe to regulate the supply as required.

NEW INCANDESCENT MANTLE.

The Plaissetty incandescent gas mantle, to be manufactured in London, is claimed to endure vibration and crush-

when directed downward from close to the ceiling.

A NEW METAL.

Vanadium, the name of a new metal substitute for nickel already being employed by the Bethlehem (Pa.) Steel Corporation in the manufacture of armor plates, automobile axles and for other special purposes.

WOODEN STOVES.

On the coast of Ecuador the standard kitchen range consists of a wooden box lined with stone or brick, to burn charcoal or wood.

Regulations for Ventilating Schools

Laws Passed by the States of Massachusetts, New York, New Jersey and Pennsylvania Governing the Heating and Ventilation of Public Buildings.

Various States of the United States have for some time recognized the importance of the proper ventilating and heating of school houses, and several of them have placed on their statutes regulations covering this work. The necessity for such regulations exist here in Canada, and it is to be hoped the proper authorities will be quick to recognize this necessity, as light and ventilation are the great enemies of disease. Much has been said and printed of late concerning the safeguarding against tuberculosis and the stamping out of this dread disease. There is no better place to begin than by seeing that the child at school is provided properly ventilated school rooms in every municipality, and the following, reprinted from the Heating and Ventilating Magazine, is instructive reading:

Laws regulating the ventilation of schoolhouse buildings are in force in four states, namely: Massachusetts, New Jersey, New York and Pennsylvania. The requirements in Massachusetts went into effect in 1894. After a lapse of nine years a ventilation law was passed in New Jersey, containing practically the same requirements as the Massachusetts regulations. New York next fell into line in 1904, and its action was followed, in 1905, by the passage of a ventilation law in Pennsylvania.

With the exception of the Massachusetts requirements, the ventilation laws in force in this country are the direct result of the work of members of the American Society of Heating and Ventilating Engineers.

MASSACHUSETTS VENTILATION LAW.

The ventilation requirements in Massachusetts are provided for in an act entitled "Of the Inspection of Buildings" (Acts of 1902), Chapter 104, Revised Laws of Massachusetts, Sections 22, 23 and 24; and Chapter 106, Revised Laws of Massachusetts, Sanitary Provisions, Sections 54 and 55. These sections read as follows:

Chapter 104, Revised Laws of Massachusetts—Section 22: No building which is designed to be used, in whole or in part, as a public building, public or private institution, schoolhouse, church, theatre, public hall, place of assemblage, or place of public resort, and no building more than two storeys in

height, which is designed to be used above the second storey, in whole or in part, as a factory, workshop, mercantile or other establishment, and has accommodations for 10 or more employes above said storey, and no building more than two storeys in height, designed to be used above the second storey, in whole or in part, as a hotel, family hotel, apartment house, boarding house, lodging houses, or tenement house, and has 10 or more rooms above said storey shall be erected until a copy of the plans thereof has been deposited with the inspector of factories and public buildings for the district in which it is to be erected by the person causing its erection, or by the architect thereof. Such plans shall include the method of ventilation provided therefor, and a copy of such portion of the specifications therefor as the inspector may require.

Section 23: No wooden flue or air duct for heating or ventilating purposes shall be placed in any building which is subject to the provisions of Sections 24 and 25 (the sections refer to buildings such as those already described, coming under the inspection of the fire inspectors), and no pipe for conveying hot air or steam in such building shall be placed or remain within one inch of any woodwork, unless protected to the satisfaction of said inspector, by suitable guards or casings of incombustible material.

Section 24: Whoever erects or constructs a building, or architect or other person who draws plans or specifications, or superintends the erection of a building, in violation of the provisions of this chapter, shall be punished by a fine of not less than \$50 or more than \$1,000.

Chapter 106. Revised Laws of Massachusetts, Sanitary Provisions.—Section 54: Every public building and every schoolhouse shall be kept clean and free from effluvia arising from any drain, privy or nuisance, shall be provided with a sufficient number of proper water closets, earth closets or privies, and shall be ventilated in such a manner that the air shall not become so impure as to be injurious to health. The provisions of this section shall be enforced by the inspection department of the district police.

Section 55: If it appears to an inspector of factories and public buildings that further or different sanitary or ventilating provisions, which can be pro-

vided without unreasonable expense, are required in any public building or schoolhouse, he may issue a written order to the proper person or authority directing such sanitary or ventilating provisions to be provided.

A school committee, public officer, or person who has charge of, owns or leases any such public building or schoolhouse, who neglects for four weeks to comply with the order of such inspector, shall be punished by a fine of not more than \$100.

Whoever is aggrieved by the order of an inspector issued as above provided, and relating to a public building or schoolhouse, may, within 30 days after the service thereof, apply in writing to the board of health of the city or town, to set aside or amend the order; and thereupon the board, after notice to all parties interested, shall give a hearing upon such order, and may alter, annul or affirm it.

Inspection.

Acting under the authority of this act, the district police caused the following order to be issued, which is best known among heating and ventilating engineers as "Form No. 83":

Requirements of "Form No. 83," Inspection Department, Massachusetts District Police: In the ventilation of school buildings the many hundred examinations made by the inspectors of this department have shown that the following requirements can be easily complied with:

1. That the apparatus will, with proper management, heat all rooms, including the corridors, to 70 degrees F. in any weather.

2. That, with the rooms at 70 degrees and a difference of not less than 40 degrees between the temperature of the outside air and that of the air entering the room at the warm air inlet, the apparatus will supply at least 30 cubic feet of air per minute for each scholar accommodated in the room.

3. That such supply of air will so circulate in the rooms that no uncomfortable draught will be felt, and that the difference in temperature between any two points on the breathing plane in the occupied portion of the room will not exceed 3 degrees.

4. That vitiated air in amount equal to the supply from the inlets will be removed through the vent ducts.

5. That the sanitary appliances will be so ventilated that no odors therefrom will be perceived in any portion of the building.

To secure the approval of this department of plans showing methods or systems of heating and ventilation, the above requirements must be guaranteed in the specifications accompanying the plans.

NEW JERSEY'S VENTILATION LAW

Under the heading of "New Jersey's School Laws, Revision of 1903," is a section regulating the ventilation of schoolhouses. The act is known as the Stokes law, having been introduced by Governor Stokes of New Jersey, at the time when he was a member of the Legislature.

The ventilation requirements appear under Article X, Section 131, the first three paragraphs of which read as follows:

I. Light shall be admitted from the left or from the left and rear of classrooms, and the total light area must, unless strengthened by the use of reflecting lenses be equal to at least 20 per cent. of the floor space.

II. Schoolhouses shall have in each classroom at least 12 square feet of floor space and not less than 200 cubic feet of air space per pupil. All school buildings shall have an approved system of ventilation by means of which each classroom shall be supplied with fresh air at the rate of 30 cubic feet per minute for each pupil.

III. All ceilings shall be at least 12 feet in height.

NEW YORK STATE LAW.

This law was passed by the Legislature of New York in 1904:

An act to amend the consolidated school law, relative to proper sanitation, ventilation and protection from fire of schoolhouses.

1. No schoolhouse shall hereafter be erected in any city of the third class or in any incorporated village or school district of the State, and no addition to a school building in any such place shall hereafter be erected, the cost of which shall exceed five hundred dollars, until the plans and specifications for the same shall have been submitted to the commissioner of education and his approval endorsed thereon. Such plans and specifications shall show in detail the ventilation, heating and lighting of such buildings. Such commissioner of education shall not approve any plans for the erection of any school building or addition thereto unless the same shall provide at least fifteen square feet of floor space and two hundred cubic feet of air space for each pupil to

be accommodated in each study or recitation room therein, and no such plans shall be approved by him unless provision is made therein for assuring at least thirty cubic feet of pure air every minute per pupil, and the facilities for exhausting the foul or vitiated air therein shall be positive and independent of atmospheric changes. No tax voted by a district meeting or other competent authority in any such city, village or school district, exceeding the sum of five hundred dollars, shall be levied by the trustees until the commissioner of education shall certify that the plans and specifications for the same comply with the provisions of this act. All schoolhouses for which plans and detailed statements shall be filed and approved, as required by this act, shall have all halls, doors, stairways, seats, passageways and aisles and all lighting and heating appliances and apparatus arranged to facilitate egress in cases of fire or accident and to afford the requisite and proper accommodations for public protection in such cases. All exit doors shall open outwardly, and shall, if double doors be used, fasten with movable bolts operated simultaneously by one handle from the inner face of the door. No staircase shall be constructed with wider steps in lieu of platform, but shall be constructed with straight runs, changes in direction being made by platforms. No doors shall open immediately upon a flight of stairs, but a landing at least the width of the door shall be provided between such stairs and such doorway.

2. This act shall take effect immediately.

PENNSYLVANIA'S VENTILATION LAW.

Pennsylvania enacted a ventilation law in April, 1905, which was signed April 22 by Governor Pennypacker. Following is the text of the law:

Entitled an act for the purpose of governing the construction of public school buildings in order that the health, sight and comfort of all pupils may be protected.

Whereas, it is of great importance to the people of this commonwealth that public school buildings hereafter erected by any board of education, school trustees or school directors shall be properly heated, lighted and ventilated.

Section 1. Be it enacted by the Senate and House of Representatives of the Commonwealth of Pennsylvania, in General Assembly met, and it is hereby enacted by the authority of the same, that, in order that due care may be exercised in the heating, lighting and ventilating of public school buildings here-

after erected, no schoolhouse shall be erected by any board of education or school district in this State, the cost of which shall exceed four thousand (\$4,000) dollars, until the plans and specifications for the same shall show in detail the proper heating, lighting and ventilating of such building.

Section 2. Light shall be admitted from the left or from the left and rear of classrooms, and the total light area must, unless strengthened by the use of reflecting lenses, equal at least twenty-five per centum of the floor space.

Section 3. Schoolhouses shall have in each classroom at least fifteen square feet of floor space and not less than two hundred cubic feet of air space per pupil, and shall provide for an approved system of heating and ventilation, by means of which each classroom shall be supplied with fresh air at the rate of not less than thirty cubic feet per minute for each pupil and warmed to maintain an average temperature of 70 degrees F. during the coldest weather.

Section 4. All acts or parts of acts inconsistent herewith are hereby repealed.

WINNIPEG TO EDMONTON IN AN AUTOMOBILE.

Commercial men in the west often have to cover new territory in advance of railroad construction, but it is not always that they have such pleasant trips as that taken recently by two travelers who went from Winnipeg to Edmonton in an automobile following the line of the G.T.P. survey. W. G. Bole, a Toronto traveler, and W. T. Maddaford, of Christie Bros., & Co., of Winnipeg, are the men who made this trip recently, and in spite of some hard experiences, had a good time and would like to make the trip again.

From Winnipeg they traveled along the new Grand Trunk and Canadian Pacific lines as far as Nokomis. From Nokomis they followed the G.T.P. construction lines to Saskatoon, calling on the trade in the new towns of Waterous, Allan, Sunny Plains and French. From Saskatoon the travelers turned west, calling at many new towns on their long trip west to Hardisty, Alta. At Hardisty they turned north again, striking the G.T.P. grade at Wainwright and following it through to Edmonton.

It was a unique trip, thoroughly enjoyed by the travelers, although it entailed wading creeks and sleeping and boarding in the open air or in railway construction camps. The trip was accomplished without serious delay and the two drummers are well satisfied with the automobile as a means of transport in working new territory ahead of the railways.

A House Without a Chimney

The ideal twentieth-century home has just been completed at Carrollton, Ill. The house is constructed of concrete and there is no chimney, although the building is supplied with an abundance of artificial light and heat. Neither is there any fire in the house, or coal, or ashes, or dangerous gases.

While this remarkable residence, built by F. M. Sinsabaugh, of the Carrollton Light, Heat & Power Company, is the first of its kind in the world, it is a good example of what the average American home may be in a few years from now.

Mr. Sinsabaugh's model house is two stories high, with attic and basement, and has eight rooms on the two main floors. The foundations and walls are of concrete blocks. The concrete was mixed on the site and moulded into the building blocks as required. There was no waste of building material. The floors are of wood and the interior is finished in plaster and oak. The style of architecture is of the mis-



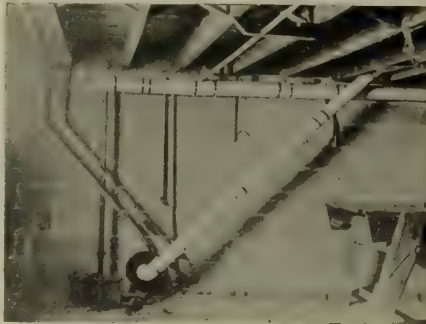
A Twentieth-Century House Built Without a Chimney.

sion type. The mission idea is carried out in the interior decorations as well. The building is fronted by a porch of 8x32 feet and the house complete cost less than \$3,500.

The interior is roomy and comfortable. On the left of the entrance hall is the parlor, and on the right the library; back of the latter is the dining-room, connected by a pantry to the kitchen. The house is illuminated with electric lights. The chandeliers and lighting fixtures are of hard wood and stained glass.

This remarkable residence is heated by steam from a central station, the exhaust steam from a nearby electric light plant being carried to the house through underground pipes. The supply pipe enters the house in the basement where it is connected to risers supplying steam radiators in the various rooms.

A special arrangement had to be made to supply hot water for the bath room and for other purposes. Near the ceiling in the bath-room is located



Cellar in Twentieth-Century House Showing System of Steam Heating From Central Station.

a water tank, the water in which is heated by steam pipe coils inside the tank. The tank supplies hot water for the bath and to the wash bowls located in two of the upstairs bedrooms. The house is also wired for electric heat in case of the shutting down of the steam heating system.

In the kitchen no steel range is visible. The principal article of furniture is what looks like an oak sideboard. This "sideboard" is an electric stove, designed by the General Electric Co. The back of the wooden cabinet is a small switchboard and all the utensils arranged on the stove are connected to this switchboard with suitable wires and plugs. A turn of the switch and the electric tea kettle is soon singing over an invisible source of heat. With the

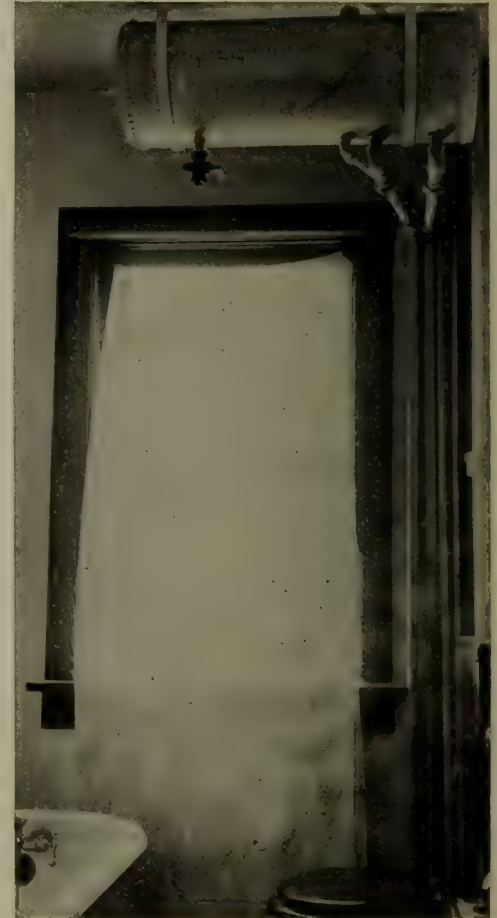


Electric Kitchen in Twentieth-Century House.

same ease the frying pan, cereal cooker, griddle, broiler, vegetable cookers, etc., are made ready to do their share of the work of preparing a meal.

Alongside the cabinet is placed an electric oven wherein the heat is so economized and concentrated as to more than equal the work of an ordinary cook stove oven. In the use of the electric stove, there is found to be no excessive heat in the kitchen, especially on ironing days, and of course the coal and ash question is entirely eliminated.

In fact, so easily are the meals cooked that the coffee, tea and toast are prepared on the dining-room table. The electric coffee percolator, at the turn of a switch, prepares the coffee while



Hot Water Supply System in Twentieth-Century House.

the cereal is being eaten and the toast is prepared at the same time. The cost of cooking the meals by electricity in this house is estimated at less than \$3.50 a month for a family of five persons.

By utilizing the waste steam from the electric light plant the cost of heating the house in cold weather is reduced to a minimum, while the room that a heater and coal bin ordinarily occupy is used for other purposes. With special meter rates for electric heating the cost of cooking the various meals is no more than if coal or gas were used.

Cost of Cooking by Electricity

Thorough Investigation Proves it to be More Expensive Than Other Fuels.

A series of experiments in electrical heating and cooking have been carried out in the Home Economics laboratory of the Philadelphia School of Technology, by Miss Charlotte D. Seaver. Although Prof. John P. Jackson some years ago made investigations as to cost of cooking by electricity, he did not measure or weigh the foods cooked and took no account of the time required for getting the temperature up to that required for effective cooking; while comparisons of relative costs were made only with coal. Miss Seaver's experiments covered all these points, comparisons being made with coal, gas, gasoline and kerosene ranges, while several different makes of cooking apparatus were used. Her investigations were made by first cooking certain specific articles of food and then complete meals, consisting of a breakfast, luncheon and dinner. She summarizes the results of her experiments as follows:

At the rate of four cents per kilowatt-hour, cooking by electricity would cost double that done by gas fuel; and, at the prices ordinarily paid for electricity it would cost at least six times that of gas or coal, which are the fuels most commonly used. This fact, together with the initial cost of the apparatus required, would appear to forestall its general adoption at present.

The comparative cost of cooking with various fuels, for the same kind and character of cooking operation, the time in each case being based on one hour, is given in the table below:

Source of Heat for Cooking.	Electricity.	Coal.	Gas.	Gasoline	Kerosene
Amount of energy or fuel required for given cooking operations	1.032 kw-hr.	10.5 lbs.	20 cu. ft.	.0833 gal.	.078 gal.
Cost (assumed)	\$0.04 per kw-hr.	\$7.00 per ton.	\$1.00 per 1,000 cu. ft.	\$0.15 per gal.	\$0.14 per gal.
Cost of cooking by given source	\$0.0413	\$0.0367	\$0.02	\$0.0124	\$0.0109

On the other hand a recent issue of the Electrical World presents the case for electrical cooking apparatus in a somewhat less unfavorable light. It says:

Great Advance Made by Gas.

"The cost of cooking by electricity depends, of course, upon the cost of the electrical energy to the consumer. Many, however, are satisfied to dismiss the question of cooking by electricity from their minds with the thought or statement that it would be impossible for electricity, generated, as in most cases it is, from the energy stored in the coal, through the round about means of the steam boiler, steam engine, dynamo and transmission wires, to compete upon a cost basis, with the direct use of coal for cooking purposes.

"Those who argue upon this basis lose sight of the great advance which

has been made by gas, also a product of coal, in this field where it very frequently is able to show a decided saving as compared with the direct use of coal for the same purposes. The reason for this is found in the efficiency which may be obtained in the various sources of heat.

"While the cost of one heat unit delivered in the form of artificial gas must, of necessity, be considerably greater than that of an equivalent amount of energy delivered as coal, the greater saving brought about by the more direct application of the heat possible with the gas flame, and the possibility of entirely shutting off the supply of gas at all times when heat is not needed, in many cases enables the gas-heated apparatus to show a saving in cost of fuel when compared with those deriving their heat from the direct consumption of coal.

"The same is true with the use of electrical energy, only to an even greater degree. The ease with which the electric current may be switched on or off and controlled is even greater than that pertaining to the use of gas as a source of heat and the efficiency of heat transmission to the body to be heated is far greater. The efficiency of heat transmission with the ordinary gas range is placed by those who have made a study of this subject at about fifteen per cent. while the various high grade electrical cooking devices now obtainable show an average efficiency of heat transmission of about seventy per cent. or better.

"Electric lighting companies generally are only just beginning to realize the possibilities in this line and to make systematic efforts to obtain this class of business. It would seem that this class of load, coming as it generally would at a time when the station load is small and seldom if ever overlapping the peak load, would be particularly desirable, as it would add to the day and summer load without necessitating any additional investment in copper or power plant apparatus. In order to obtain any great amount of it, however, it would be necessary for the lighting companies to compete with gas at one dollar to one dollar and a quarter per thousand and the rate should not exceed three cents per kilowatt-hour.

"This is a low rate, but any considerable quantity of this desirable class of business cannot be obtained at higher rates, and under the circumstances even

this rate should show a reasonable profit for the lighting company.

"This would seem evident when it is remembered that one of the chief reasons why it is necessary to charge the small residential consumer so high a rate for his energy is because his monthly bill is so small a percentage of the cost of power plant apparatus and line-wire which must be installed and maintained in order to supply his demands. If, then, his monthly consumption can be increased some three or four times without necessitating any increased expenditure for apparatus and line-wire would it not be good policy to increase the output and revenue of the plant by giving the customer the advantage gained by the lighting company due to the increased load factor? But even at somewhat greater cost of operation, electric cooking has many advantages which appeal to those who can afford to pay for them, just as there is in the field of artificial lighting.

"If the electric light had no other argument to offer in favor of its use than its cost as compared with other forms of illuminants its progress would have been slow. In spite of this, however, it has come and is rapidly crowding all other forms out of the field. The reason for this is to be found in its many inherent advantages which have in most cases out-weighed the cost of operation, which is usually found to prevail when compared with other forms of artificial light. The same is true of electrical cooking."

ELECTRIC HEATING BECOMING POPULAR.

The progress of electric heating is no longer held back through prejudices. During the last twelve months purchases of electric heating appliances have been made to the amount of between \$500,000 and \$600,000.

Apartment houses are being constructed with kitchens designed for electric cooking only, regulations permitting no other method. The dining-room in the electric home is equipped with chafing dish and coffee-percolator in addition to the complete outfit in the kitchen for cooking food. People are buying electric air radiators for heating the rooms when it is not exigent to start their furnaces. Electrically-heated carpets and rugs have found favor in that they distribute the heat uniformly over the surface of the floor, keeping the feet warm and the head cool. The electrotherm has finally substituted the heavy and inefficient hot water bag in the hospital and home. The thermophile bed covering for sleeping in cold rooms has proved the acme of hygiene. Thousands of ladies are enjoying the convenient and cleanly appliances for heating their curling irons, and mothers are appreciating the new baby milk warmers and the electric heating bath, and the one million electric smoothing irons in use to-day are reducing the labor of ironing to a minimum and at a cost not exceeding the old methods.

Cutting Patterns in the Tin Shop

Readers of Hardware and Metal are requested to make use of this department. Comments on articles and questions regarding other patterns will be published and answered.

BRANCHES TO CONNECT EAVE TROUGHS.

"W. M. M." describes patterns for Y branches on round pipes, such as are used to connect two eave troughs with one leader, as follows:

It will be noticed, by referring to the front elevation, that the leader E runs slightly above the mitre joints of the Y, as at A, which can be left open, and serve as an overflow in case of the sewer or leader stopping up or in case the leader is frozen tight at the bottom.

The first step is to draw correctly the plan and elevation of the Y branch, having them in their relative position to each other as shown.

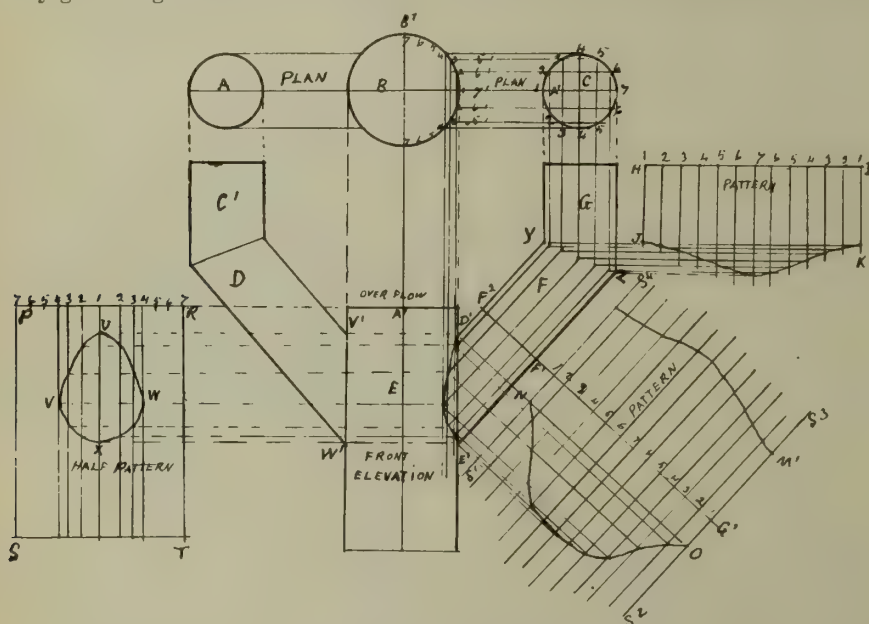
Let C¹ D E F G represent a front elevation of a Y branch, corresponding to any given angle C¹ D E F G and let

shown at A¹. Now at right angles to the line E B¹ draw lines from the small figures on the circle C, intersecting the larger circle or centre leader B as shown by the figures 4 3 5¹ 2 6¹ and 1 7¹, etc., corresponding in number with 4 3 5 2 6 and 1 7, etc., of the smaller circle C. From the points on the plan B draw lines parallel to B E indefinitely. Now from the spaces obtained on the plan C draw lines parallel to B¹ E intersecting the mitre line of the elevation Y Z. From the intersections obtained upon the mitre line Y Z draw lines parallel to the lines of the pipe Y D¹ and Z E¹, intersecting the perpendicular lines of the corresponding numbers dropped from the intersections on the plan B. A line traced through these intersections as shown from D¹ to E¹ will be the re-

of the elbow shown at F and intersecting the larger pipe E proceed as follows:

At right angles to the line of the pipe F¹ Z draw the stretchout line as shown by F¹ G¹, upon which place the stretchout line of the smaller circle C, shown in plan view as indicated by the small figures on the stretchout line F¹ G¹. At right angles to F¹ G¹ draw lines indefinitely through the small figures on the stretchout line as shown which intersect with lines of corresponding numbers drawn at right angles to E¹ Z from the mitre line Y Z at the top and from the mitre line forming the intersections of the two pipes shown by D¹ E¹ at the bottom. A line traced through these points, as shown from N to O and M¹ to L, will be the required pattern for that portion of elbow shown at F in front elevation. In obtaining patterns of this kind it is not always convenient to obtain them with the use of the T square, as just described. In shop practice the stretchout line is placed directly upon the sheet metal, the measurements being taken from the elevation and placed thereon by means of dividers or compasses.

To illustrate let S¹ S² S³ S⁴ represent a piece of sheet metal upon which is drawn the stretchout line as shown from F¹ to G¹ and through the small figures thereon the usual measuring lines are drawn. Extend the stretchout line G¹ F¹, as shown to F². Now measure the distance from the line F¹ F² to where the line 1 cuts the mitre line Y Z, and transfer the distance to the sheet metal on the lines 1 1 measuring from the line F¹ G¹. Then again measure the distance of the line 2, commencing on the line F¹ F² in elevation, to where line 2 intersects the mitre line Y Z and transfer this distance upon the line 2 2 on the sheet metal, measuring from the line F¹ G¹. In this way all the points will be transferred to the sheet metal, thus completing the pattern N O M L. To obtain the pattern for the opening D¹ E¹ proceed as follows: At right angles to B¹ E draw the line P R indefinitely, upon which place one-half the stretchout of the larger circle B, as shown by the small figures from 7 to 7 on the stretchout line P R. It will be noticed by referring to the plan that the spaces 1 and 7 of the smaller pipe C intersect the larger pipe B on one line and is indicated on the profile B as shown by 1 7¹. In the same manner do the spaces 2 6 and 2 6 and 3 5 and 3 5 of the circle C intersect the larger circle B on separate lines and are indicated on



Eavetrough Patterns.

B be the plan view of the larger pipe and A and C the plan views of the smaller pipes. It will be noticed that the angles of the Y as shown by C¹ D E and E F G are both alike, therefore, only one set of patterns is required. It will be noticed that the smaller pipe C abuts against the larger pipe B in plan, the centres being in one line. Now if the centre points of the pipes were placed to one side of each other the methods used in obtaining the pattern would still be the same. To obtain the pattern for the Y branch as shown in the plan and elevation, proceed as follows:

Divide the smaller pipe C in plan into any number of equal parts as 1 2 3 4 and have the seam to be placed as

quired mitre line from which to obtain the measuring points for pattern. For the pattern for that part of elbow shown at G proceed as follows: At right angles to B¹ E¹ draw the stretchout line H I and upon it place this stretchout of the smaller pipe C, as shown by small figures on the line H I, now at right angles to H I, or parallel to B¹ E, draw lines indefinitely from the small figures, as shown, which intersect with lines of corresponding numbers drawn parallel to H I from the mitre line Y Z. A line traced through these points as shown by J to K, will be the required mitre cut or H J I K will be the pattern for that part of elbow at G.

To obtain the pattern for that part

the profile B by 2 6' 2 6' and 3 5' and 3 5'.

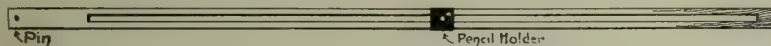
Therefore, are the figures 5' 6' 7' 6' 5' placed over the figures 3 2 1 2 3 on the stretchout P R, corresponding to the numbered spaces on the profile B in plan. Now, at right angles to the stretchout line, and through as many points in the stretchout as correspond to the points of the smaller pipe C, intersecting the larger pipe B, as shown in plan, draw lines from the stretchout P R, as shown, which, intersect with lines of corresponding numbers, drawn at right angles to B' E or parallel to P R from the mitre line D' E'. A line traced through these points as shown by U V X W will be the required opening to be cut in the larger pipe B and on to which the pipe F shown in front elevation will unite. It will be noticed that P R S T represents but one-half of the larger pipe B, as shown in the plan. After the half pattern is completed, as shown, and the opening U V X W cut out, turn over the pattern on line P S and trace the pattern, on the other side, including the opening. This will form the pattern for the larger pipe. Edges to be allowed.

HANDY ADJUSTABLE COMPASSES.

Fritz, Dakin, of Dakin Bros., Digby, N.S., writes:

"I have been reading with interest for some time the articles in Hardware and Metal relating to the tinshops and also business management. I have hit upon a useful article and as it may be a help to someone else, will describe it. I have need of a long pair of adjustable compasses that would hold a lead pencil and made them as described below as I could not purchase anything in this place to fill the bill:

"I took a piece of soft wood (hard is much better) about 5 feet long and cut a piece out of the centre down to about 8 inches from one end and then filled on the open end for about 2 inches. I then bent a piece of sheet iron around the stick and punched two holes opposite each other so the pencil would shove through and I could slide the pencil up



Home Made Compass.

and down, and so made a very cheap and useful article. For a pivot I took a nail and made it very sharp and put it through the middle of the wood."

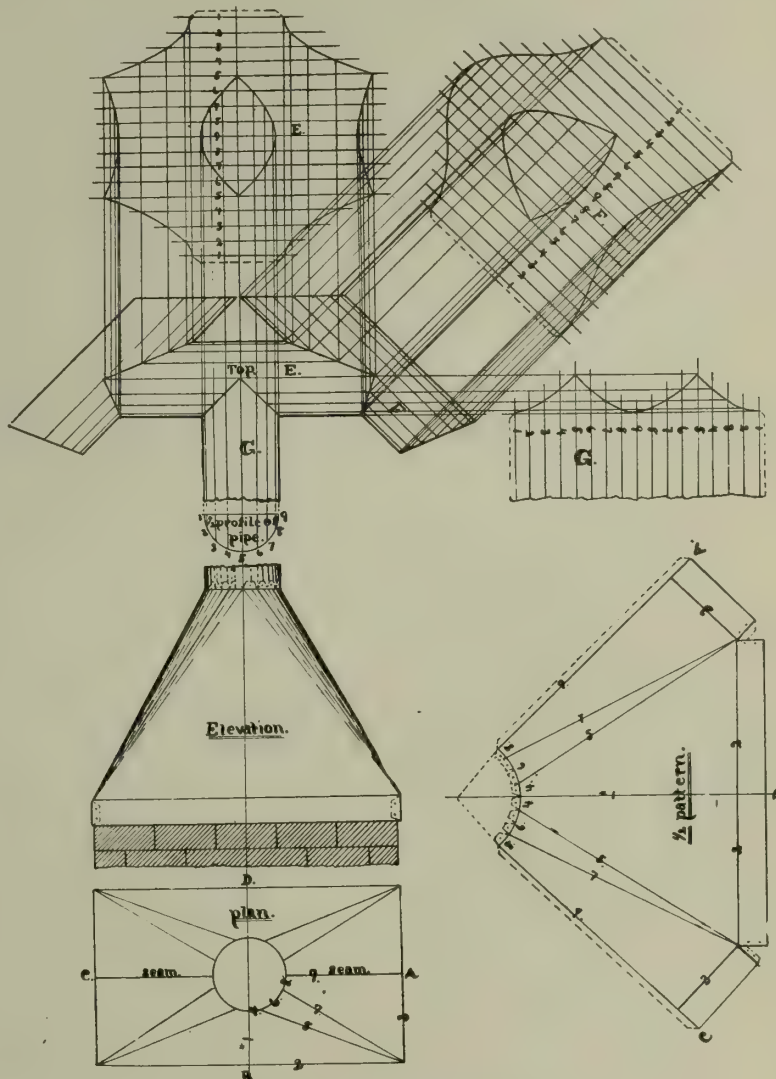
SMOKESTACK PATTERNS.

Smokestacks are one of the most frequently used articles in the sheet-metal line, writes G. L. Gray in the Plumbers' Trade Journal. If a chimney does not have the required amount of draft, the sheet-metal man is called upon to place a smokestack on the chimney of a suf-

ficient size and height to insure the draft required.

There are a great many styles of smokestack tops, to suit the many con-

ditions. Pattern G is a perfect pattern for a T-joint at right angles. Patterns E and F give the patterns for a T-joint at an angle of 45 degrees. The large



Smokestack Top and Base Patterns.

ditions that the tinner is required to meet. A plain pitch top may work well on one chimney and not work at all on another, on account of adjoining buildings, or many other unfavorable conditions. In this case a revolving top

sweep of pattern F is a true pattern for a square two-piece elbow. The small sweep of pattern F gives a true pattern for a three-piece square elbow, also two pieces of pattern F makes a two-piece 45-degree angle elbow.

To make the patterns for a top as here shown first draw the elevation the size required, placing $\frac{1}{2}$ profile of pipe at any convenient place on pipe G, space $\frac{1}{2}$ profile of pipe into any convenient number of equal spaces, as here shown, from 1 to 9, place T-square parallel with pipe G, draw lines from all points in $\frac{1}{2}$ profile intersecting mitre line of pipe E, place T-square parallel with pipe E, draw lines intersecting mitre lines of pipe F.

To develop the patterns E F and G draw the stretchout lines parallel with each pipe and draw lines at right angles to stretchout lines from points on the mitre lines to line of corresponding numbers in the stretchout, draw line through the intersecting points will give the pattern required.

To make the pattern for smokestack

or a top like the one here shown is frequently used with good results. This top is so constructed that it catches the air from any quarter and carries it through the pipes marked F which helps to form a suction to draw air up from the chimney.

This problem will give the mechanic a good idea of the principles of intersection as required in elbows and many other articles.

If a tinner has a full set of top patterns as here shown, he will be able to make many other articles from the same

base, first draw plan as shown by A B C D, drawing profile of pipe in the centre of plan and space same into eight equal spaces, starting with $\frac{1}{2}$ space from centre lines as shown by 4 6 8 and draw lines from all spaces to the corners of plan.

It is not necessary to draw the elevation of base. I show it only to give a clearer idea of the whole construction; $\frac{1}{2}$ plan is all that is required to make any base when the pipe is taken from the centre of base. The height of base is usually made to suit the width of iron from which it is to be made. To make $\frac{1}{2}$ pattern, first draw centre line No. 1, then draw base lines, 2 2, take the distance of line 2 of plan and mark same distance on base line of pattern, mark the height required on line No. 1 of pattern, take the distance of $\frac{1}{2}$ space 4 in plan and mark same distance on each side of centre line in pattern, then draw lines 5 5 in pattern. Take the distance

of space 6 in plan and place it on each side of 4 4 of pattern, make lines 7 7 the same length as lines 5 5. With the compasses take $\frac{1}{2}$ space 8 of plan and strike arc 8 in pattern, take space 3 in plan and strike arc 3 in pattern, draw lines 9 9 intersecting arcs 3 and 8, place square on lines 9 9 and draw lines 3 and 8 at right angles to line 9, intersecting lines 2 and 6. Set compasses on centre line of pattern and strike sweep intersecting points 4, 6 and 8, and allow one inch lap to be notched as shown for riveting to straight pipe. Place the bottom flange on base lines as shown, which completes $\frac{1}{2}$ pattern of smokestack base. The whole base can be broke up on a brake, lines 5 and 7 should be bent octagon, when the two sides are grooved together, place the small end of base on a mandrel and round up small end with a mallet, which will give the base the same appearance as base shown in elevation.

diagrams to prove that the stove he was selling was built on the best lines to force right draft, and then to utilize what heat was secured.

The prospect hadn't heard the word "quality" or "looks" once; he even forgot to ask the price. There was the proof to everything right on paper, diagrams and figures and all. And the stove was sold. Why? Because the boy knew his business. He had learned that nothing is taken for granted in engineering. He applied what he had learned as an engineer to the problem of selling goods. With his engineering training, it would have seemed to him just as criminal to have tried to guess his way to a sale, as it would be to guess how many feet of steel rod it takes for a bridge. He engineered his stove problem—and made his sale.

Now this selling game is not so difficult as it is comprehensive. When a man wants to learn to be a doctor he studies a score or more different branches before he dreams of practicing. Chemistry, anatomy, surgery, bacteriology—he grinds away on such studies day in and day out. Even the man who doctors your horse put in three years study and practice before he took a case.

Use Ginger in Salesmanship

B. C. Bean, in Buck's Shot.

You've had a traveling man come into your store when you had no more intention of buying than you had of running for poundmaster on the prohibition ticket. Felt sort of sorry for the lad when he came in—he'd come such a ways to sell nothing. Far as you were concerned, he might as well have left his order book at the hotel. Then somehow you began to get interested in spite of yourself.

"If that were so," you'd catch yourself saying in your subconscious, "I'd consider that line." Then before you'd had time to interpose an objection, he'd have that embryo objection proved, and pretty soon you'd hear yourself saying out loud, "No, only one dozen;" "Can't use but half a gross of that."

You know how it goes. Later on, after the salesman had left the store, you'd look over your duplicate, and say, "Well, that salesman knows his business." Then when you looked the goods over, when they came—a nice, new, dependable stock; and finally when that line sold at a good profit, just as the salesman said it would, you said to yourself, for perhaps the hundredth time: "That salesman certainly knew his business."

There you have it; there's the key to all commerce. When the salesman knows his business, then there's business for him. Yes, indeed. When a man knows how to sell, he can sell. You've seen it proved a dozen times in a hundred different ways.

Take that fellow who started a new store at Ridgeway. Everybody opined that he wouldn't last. "Ridgeway is a small town; several dealers starved to death there in '80; one walked back to Winnipeg, where he came from, do you remember?"—all that kind of talk.

Then Mr. New Man opened up and started to rustle. Advertised. Solicit-

ed. Wrote to every farmer within 20 miles. Pretty soon he had half the trade, and he's paying taxes on four or five stores now—saw a quarter-page ad of his just the other day—and the wolf must be close to a million miles from his door, and still running. All because that dealer knew his business; he knew how to sell.

Then, take Bill Andrews, the hardware man at Stockholm. Remember his son that just had to go to college? Boy wanted to be an engineer—build machinery, design engines, and do such work. He wasn't what you'd call a star clerk—not much of a mixer. Always drawing diagrams, he was; covering paper with fine figures which seemed to answer up with an x or a y, or something like that. Vacations he used to wait on trade for his father.

One day Bill turned his son loose to sell a stove to a finicky prospect. The fellow was a fusser—a child could see that. But in response to parental invitation, the son took his paper and pencil and began:

"There are 8,000 calories, or heat units, given off every time a pound of coal is burned in oxygen," the boy led out.

Salesman Knew His Goods.

The prospective customer pricked up his ears. He was prepared to have the young man tell all about the nickel plating, and the graceful pose of the goddess on the top of the stove, but this was different. So he listened.

"Now a stove from the engineering point of view," the boy went on, "is nothing but a machine for getting every possible calorie from a pound of coal. The more nearly perfect the combustion, the more heat you get for your money." So he went on and on, telling about perfect and imperfect combustion; drew

And that's what you've got to do in order to get into the game and get in to stay. Selling the goods means far more than handling the trade that comes into the store. Selling is the broadest, biggest, brainiest subject in the world. To sell, you've got to organize your business and organize it right. You've got to finance it—to reach out for trade—to study each of its many subjects like a student cramming for a gold medal contest.

You've got to know your business to know how to sell. You'll always find this knowing how is the greatest thing in the world. It's not alone in the dollars that it puts in the till—in the bonds that it stacks up for you in the vault that it counts—it's in the splendid, superb, magnificent, deep-down satisfaction that it gives you when you do a thing and do it right. That's where know-how is greatest—and where it pays best.

The pure unadulterated joy of striving and winning, that's the spirit which impels every real salesman onward and onward to better things.

MONUMENTS OF SHEET METAL.

The more general adoption of factory made stamped sheet metal ware and pieced ware for cooking utensils and household supplies has tended to decrease versatility so far as workmanship is concerned. Some exceptionally high grade work, however, has recently been found in the manufacture of sheet metal monuments. This industry, which is by no means common, calls for careful execution, for the work is done by hand, without the aid of powerful presses to imitate square and almost perfect joints, and is naturally subject to close observation by the monument purchaser and the visitor to the cemetery.

The Workshop of a Great Hotel

Whatever the site may be, the architect has certain principles to adhere to in planning any hotel, which may briefly be classified in the following divisions, viz.:

1. The maximum accommodation, both of rooms, light and air.
2. A simple and direct plan.
3. A proper distribution of the working and managerial parts of the hotel and ease of communication to the public and private rooms.
4. Adequate means of escape in case of fire or panic.
5. Centralization of kitchens and appurtenances and ample service accommodation on each floor.
6. Perfect sanitation.

The receiving, storing, preparing and serving of food in a great hotel requires facilities little dreamed of by the pat-

ron whose acquaintance does not go beyond the dining-room. Not only must there be ample facilities in this workshop, but everything must be planned with a view to convenience and a saving of time and labor. The accompanying illustration shows the basement plan of a million-dollar hotel now being built to occupy a space about 175 feet square.

Many and varied are the views of experts as to the right position for the kitchen. Some advocate the top, some the bottom of the building. But amongst those best qualified to judge by experience of recent hotels where the basement is adopted, it is insisted that this is the proper position, although it is often desirable to have a subsidiary kitchen in the roof for the service of breakfasts, etc., to the upper floors, and which can also be utilized when banquets are given and the general kitchen

possibly with more work put upon its resources than usual. Apart from the advantage of having the kitchen close to the restaurant or dining hall on the ground floor generally, so that quick service is assured, the various flues are half an hour for my steak."

Adjacent to the kitchens should be good larders and cold storage, in order likely to be efficient, which would probably not be the case on the top floor; the plumbing and drainage work is more economical, and great labor is saved in the delivery of goods, which with the kitchens at the top would mean an unnecessary double journey. The problem of ventilation, which until recent years was the probable cause of so many roof kitchens, has been solved.

Adequate kitchen accommodation, perfectly planned, is, absolutely essential

torted: "Then ask the manager to give me mine. I've been waiting at least that advantage may be taken of cheap markets in buying fish, poultry, etc., and storing them, rather than ordering from day to day. There should be poultry, pastry and vegetable stores, crockery and culinary stores, wash-ups and sculleries, and staff lavatory accommodation, well removed but conveniently placed.

The reception of goods eventually reaching the kitchen is a point of great importance. The goods entrance should be well away from the more public entrance to the hotel, and as near the kitchen as possible, and there should be a receiving and weighing room, in which the goods are delivered and where everything is checked and weighed.

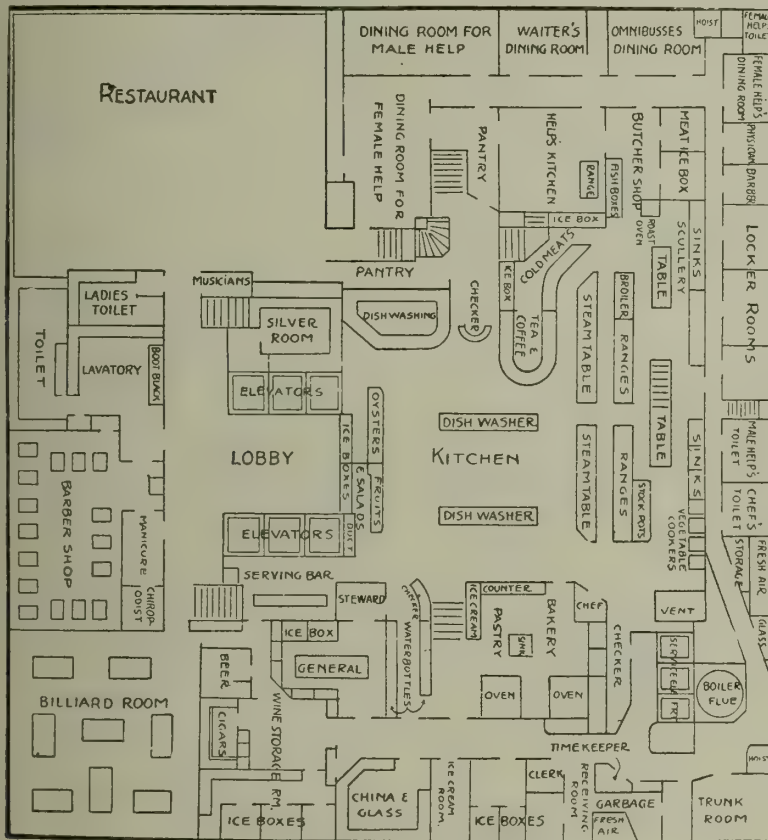
HAND-POWER SHEARS.

A line of special portable hand power shears for cutting plates, bars and structural shapes without deforming the profile, is offered by Schuchardt & Schutte 91 Youville Square, Montreal, from whom catalogues can be secured on request.

Three different types are manufactured. The universal shear is intended for cutting plates any width and length, and flat, round and square bars, angle and T sections; the plate and bar shear is capable of cutting plates of any width and length and flat, round and square bars and angle and T sections. With special knives odd profile sections can be cut. All of these shears are adapted for cutting mitres. As a line entire the shears are remarkable for their capacity and the great variety of work they can handle. The shears are of steel construction throughout, which contributes to lightness of weight, making them readily portable, and at the same time strong enough for all work within their capacity.

Each of the shears consists of two essential parts, the fixed frame and the rotating member, which are similar in form and are pivoted together with their opposing faces in intimate contact. The fixed and the movable members carry similar and interchangeable knives. The partial rotation of the movable member produces a cutting action which is part shearing and part twisting, and has been found to be especially effective. The support given the work on the two sides of the point where the cutting takes place prevents the deformation of either cut part and produces an exceedingly clean cut.

The cutting is done in sight and can be watched. The knives are quickly taken out for sharpening and changing, and if odd profile sections are to be cut the company is prepared to furnish special knives for the purpose. The rotary action of the knives while cutting greatly lessens the amount of power required to be applied to the lever in operating the shears and also insures a uniform cutting power from the beginning to the end of the stroke, the result being a clean cut, without distorting or deforming the section in any way.



The Workshop of a Great Hotel.

for a modern well-conducted hotel. Here money can be wasted or economized; here the comfort and well-being of the visitors to the hotel is attended to. Indeed, the kitchen of a modern hotel reminds one of a hive of bees, and certainly it ought to be conducted in a business-like manner.

The present-day kitchen should be lofty and well ventilated, and built of materials which are the least likely to hold dirt and dust and are easily cleaned. Expedition in delivery is most essential, otherwise you may expect such incidents as where a visitor to the grill-room, having given his order, sat waiting patiently for some time at the table when he called the waiter and inquired: "Do you get tips for waiting here?" to which the waiter politely replied in the affirmative, when the patient visitor re-

"Men Who Sell Things"

Work the Indispensable Condition for Success in Every Career—Faith in Oneself and One's Firm a Very Necessary Factor—The Right Kind of Salesman Must be a Human Dynamo—How Self-restraint Brings Success.

By Walter D. Moody - Serial rights for Canada purchased by the MacLean Publishing Co. from the publishers, A. McClurg & Co., Chicago.

The agony was soon over. The last half was finished in about half the time the others had required. As the riders again appeared in the home-stretch the vast crowd was on tip-toe, anxiously hoping for the best; which meant that the race must be won by the favorites. The rider who had held the lead all along was a stranger, and naturally was regarded as an intruder.

All things must end some time, happily or otherwise, and that race was soon finished.

There is little else to tell that cannot easily be imagined; the brothers failed to regain the position lost on the start through over-confidence resultant from past achievements. When they came up to the judges' stand, willing but disappointed hands helped their almost lifeless forms from their wheels, and carried them away from the field of conquest, which, for them, had been turned into defeat. Past honors could not win a race that depended solely on present opportunity. With that defeat, their daring and skill seemed to desert them. Like the bird with the broken wing that never soars so high again, they were not heard much of after that in racing circles.

I have seen many such cases among salesmen in my business career.

Be Up-to-Date in Methods.

Don't become antiquated in your business methods; don't let your customers see that younger men are more energetic, more up-to-date than yourself.

If you want to hold old customers and make new ones every year—which is absolutely necessary—you must be progressive and aggressive.

March forward with the times. Then you will hold your place in the ranks of salesmen as well as any young man starting on the road to-day.

Close your eyes and think of the past, the present, and the future, and—

"Gather ye rosebuds while ye may,
Old Time is still a-flying,
And this same flower that smiles to-day,
To-morrow will be dying."

It is far better to be optimistic, even though we begin late in life.

"Drop a word of cheer and kindness—
just a flash, and it is gone,
But there's half a hundred ripples circling on, and on, and on,
Bearing hope, and joy, and comfort, on
each splashing, dashing wave,
Till you wouldn't believe the volume of
the one kind word you gave.

"Drop a word of cheer and kindness—
in a minute you forget,
But there's gladness still a-swelling, and
there's joy a-circling yet;
And you've rolled a wave of comfort,
whose sweet music can be heard
Over miles and miles of water, just by
dropping a kind word."

"Hard licks make good luck."

The Baseball Game of Life.

Life is like a baseball game,
With Chance as pitcher: Fate,
Alert, determined, pitiless,
Stands just behind the plate.
Out in the field are Hopelessness,
Timidity, and all
Our other weaknesses prepared
To catch or stop the ball.

The stands are filled with many who
Accord us hoots and jeers,
And sprinkled with them, are a few
Who give us honest cheers.

And each man gets his chance to bat,
And many fan the air,
And now and then one makes a hit,
And wins out then and there.

Life is like a baseball game,
And bitterly we choose
To fasten all the blame on Luck,
The umpire, when we lose.
E. Kiser, in the Chicago Record-Herald.

CHAPTER XII.

The Right Kind of Salesman.

You shall find no boy's play here, I
can tell you.

Thou ever strong upon the stronger
side!

Thou Fortune's champion!
When the hurly burley's done. When
the battle's lost and won.

To attempt a great work is to be-
come a great worker.

No man rises without being knock-
ed down a few times.

The front door to success lies
through the garden of duty.

A salesman's science never dies so
long as it is doing something.

Successful salesmanship is a product of the positive qualities. Its component parts might best be indicated in the statement that the right kind of a salesman has what his negative brethren have not.

In place of being a knocker, he is a booster; in place of being an order-taker, he is a business-getter; in place of being fussy or over-anxious, he is com-

posed, but aggressive; in place of being a wheel-barrow, he is a great mogul; in place of being a know-it-all, he is keen and dignified; in place of being quick-tempered, he is self-poised and genial; in place of being a sky-rocket, he is a wear-weller; in place of being all head and no soul, he is a mixture of both; in place of being an old-timer or a down-and-outer, he is an up-and-inner.

By this I do not mean to imply that right salesmen possess all the positive qualities that enter into successful salesmanship, but the average is good. I have known many "top-notchers" in our profession, not one of whom but was marked by some specific qualification that easily distinguished him from the man of mediocre ability.

One Special Quality.

In every case there showed development of some one positive quality to a marked degree—such as educated enthusiasm, unswerving fidelity to purpose, persistent determination to win, a thorough knowledge of his own business and a reasonable conception of business interests in general, with a fair balance of other requisites, like fact, honesty, and good-fellowship.

It goes without saying that an indispensable condition for success in every career is contained in a single word—WORK.

The little girl was perfectly correct in her answer when the teacher asked her to give an example of a quadruped.

"A horse," was the reply.

"Correct. Give another example."

"Another horse." No room for doubt there.

And thus, in this and every other age, in the lives of all men who do things, there has been but one way to spell success, and that is—W-O-R-K, WORK.

A salesman may be brainy, but he must work; honest, but he must work; diplomatic, but he must work; optimistic, but he must WORK.

If he would graduate from the classes we have been discussing in the nine preceding chapters, and come into the field of endeavor worth while, he must work.

What does an optimist do?

Having the choice of many opportunities, he chooses them all. Just the reverse of the pessimist, who, having the choice of two evils, chooses both.

Again, being of good cheer and good faith, he counts every day a good day in his struggle for self-mastery and higher and better results, looking toward permanency.

The only sure way to win is to commence to win from the start, and then—keep everlastingly at it.

Faith Necessary to Success.

Another and most pronounced feature of successful salesmanship is faith.

It is exceedingly difficult to get many otherwise bright and capable men to realize that their lack of success is more often due to a lack of faith in themselves than to any other one thing.

I shall never forget the inspiration that was mine when I first thoroughly learned the lesson of the value of faith in one's self and surroundings.

For several years I was equally interested with four others in a jobbing business which was located in an isolated market, and which yielded but a fair working salary to its owners. I grew restless because we were unable to build the business up to a point of greater profit, and determined to cut loose and seek more lucrative fields, where there would be some possibility of expansion.

Having carefully considered several propositions, I finally selected the one that, so far as I could judge, held forth the best advantages for a permanent and successful future.

The deal closed, I removed to another and much larger city to enter upon a three years' contract as sales manager for the largest house of its kind in the world, employing a force of forty general salesmen and twice as many stock or house men. I entered upon my new duties filled to the brim with enthusiasm, believing that I knew salesmen from A to Z, having traveled myself ten years, before taking charge of our own salesmen in the business that I had just left.

But I soon learned that I still had a great deal to learn in the management of so large a force. The experience was not only newer and larger than anything I had previously undertaken, but my new house had not up to that time conducted a thorough sales department under a managing head, such as was then being installed in all large concerns.

This meant that I had two new propositions to work out—the organization of the men and the organization of the department. And right here, with all due respect to our men—for they were the best in the business—let me say that, for a new man coming into a new house to tackle a new proposition like that, where so many traveling salesmen were concerned, was like running a college freshman up against a Rugby football team for the first time.

Naturally the men regarded me with suspicion and as an intruder, coming among them perhaps to limit their freedom and to make their future a nightmare of red-tape rules and regulations.

Carefully I figured this all out beforehand, and well did I know that I should have to gain their confidence before instituting any radical new policies.

Somehow or other things did not progress as nicely as I had calculated they would, and I began to construe their attitude toward the new departure as being hostile to me. The men were slow in making or reciprocating friendly overtures, and instead of taking things easy, working the meanwhile along the lines of least resistance, I began to force things; but I soon learned the error of such a policy. Everything was really going along as well as could be expected under the circumstances, but I could not see it that way.

No Profit From Impatience.

The trouble? Impatience, that's all—the common fault of most young men who want to get on in the world. Impatience is about as useless a thing as

any young man can encumber himself with. It produces no end of worry and absolutely nothing in the way of profit.

The trouble I was experiencing was due to impatience, and was for the most part an imaginary and not a real trouble.

If there was discord in our work together, it was simply and solely because I was continually anticipating something of the sort—as the boys would say, "sort of egging it on in my mind."

I worked on in that mental atmosphere for several months, chafing inwardly at this chimerical enmity between the men and their manager, at the same time putting on the best front I could muster.

Finally, one morning I had an awakening. It was a rude shock, but it did the business.

While speeding along on an "L" train to the office, I began to arraign myself something after this fashion:

"You're a nice sort of sales manager! You preach faith continually to your men, and you haven't a drop in your own veins. You're not willing to meet your men half-way on confidence, while expecting every man jack o' them to give to you, a stranger, the fullest degree of that precious article. Here you've been building up trouble for yourself in your mind all these months on account of the sins of the other fellow, when the trouble lies entirely with yourself. Now, this can't go on much longer. This whole business is mere mental moonshine, if you only had good horse sense enough to realize it.

"There's nothing in the world the matter, excepting with yourself. Sweep the cobwebs of distrust out of the place where your grey matter is supposed to be—and likewise the despondency out of your mental atmosphere, and things will look different.

"You are doing good work. You have heard no complaint from headquarters. Your methods are all right. Both will win out in time if you'll give them a fair chance. Now, brace up and have faith in your house, your men, your proposition, and yourself.

"That's all you need—just faith, coupled with good horse sense."

There was no rebuttal evidence. The examination finished, on reaching my office I rested the case, and that was all there was to it.

From that hour, things took on a different hue. Everything connected with my department moved forward with a vigor and a satisfaction that were reassuring, to say the least.

That mental blue-print of myself was my salvation, and added immeasurably to the comfort and well-being of all concerned.

It's a great thing to have faith in yourself—not too much, but enough to keep you from slipping backward in the race for success.

An Interesting Incident.

The famous Glasgow clergyman, John McNeil, while preaching in Chicago during the World's Fair year, wishing to emphasize the value of faith, related the following rather remarkable incident which occurred in his career as pastor. Said he:

"Many Christian people have their prayers only half answered because they

have not sufficient faith that they will be answered in full. Let me illustrate that.

"During my pastorate of a certain church in —, we had occasion to make extensive repairs, and the church was heavily in debt. It worried me a great deal, and I made it a subject of much prayer. A stranger called on me one day in my study, and to my utter amazement he said: 'Mr. McNeil, you do not know who I am, and it does not matter. I understand you have a debt on your church that you are anxious to pay. I have heard a great deal about you and the work you are doing, and I want to help you with that debt.'

"Taking a check-book out of his pocket, he tore out a blank and laid it before me on my desk. 'There,' said he, 'fill that out for the amount you require, and I will return later and sign it,' and he was gone before I could stop him.

"I sat there looking at that blank check, failing to comprehend what it all meant. 'Surely,' said I, 'he does not realize that the amount of our debt runs into thousands of pounds sterling. He would never give that much if he knew. But he told me to make it out for the full amount. No. He couldn't have known. I'll put down half the amount. I am afraid when he sees how large it is he will not sign even for that amount.'

"After a little the stranger returned, asked for the check, and with scarcely a glance he affixed his signature, took up his hat and left without another word.

"Mechanically I looked at the bit of paper, felt it, searched it; at last the name drew and held my gaze. With peculiar force the truth dawned upon me, and likewise the genuineness of the check. The signature was that of a wealthy and philanthropic man whose generous acts were well known to me, although I had never met him before. When I realized that he meant what he said, and could easily have paid the whole amount of the debt, I said, 'O man of little faith! I will never doubt again.'"

That story is a faithful picture of many men in the business life who fail to take opportunity when it is offered.

To every salesman opportunity opens the door to success. Those who perceive and enter gain the treasure. To those who do not heed, opportunity says:

Master of human destinies am I;
Fame, love, and fortune on my footsteps wait;
Cities and fields I walk; I penetrate
Deserts and seas remote, and passing by
Hovel and mart and palace, soon or late
I knock unbidden once at every gate.
If sleeping, wake; if feasting, rise before
I turn away. It is the hour of fate,
And they who follow me reach every state
Mortals desire, and conquer every foe
Save death; but those who doubt or hesitate,
Condemned to failure, penury, and woe,
Seek me in vain, and uselessly implore.
I answer not, and I return no more.

—John J. Ingalls.

Successful salesmen—those who make territories yield a permanent, profitable

business, the sort who "wear" well—must and do possess strong positive force.

Doubt befores mind force. Indecision crucifies precision of action.

Inoculation of doubts in the salesman's mind poisons his enthusiasm.

Persuasion Depends on Enthusiasm.

There is little doubt that the degree of a man's power of persuasion depends upon his earnestness and enthusiasm.

Persistently thinking right means persistently acting right.

The true salesman learns what kind of thoughts count; he thinks them, acts them, until they become a part of his being, forming the directing force in his success.

The right kind of salesman begins by training himself. From the first mistake in the first town of his first trip until he lays down his grip for the last time, he is in constant training.

Early in his career he discovers—and what a power that discovery is!—that the same tactics he would employ in training his horse would, if used upon himself, secure him against doubt and failure.

Over and over again with infinite patience and determination, he declares to himself with spirit, "I will" and "I am"—until he comes to a thorough belief in his power to win men and sales. Right thinking and right doing—those are the means by which he keeps his name at the top of the sales list.

The right kind of salesman has no fear of opposition, whether it be from his customers or his competitors.

How well he knows from experience in his early days that to listen to rebuff with his ears that hear is but to succumb to a greater force than he himself possesses! Sharp thrusts received in the school of experience cause him to be watchful. Constantly he cultivates the thoughts and habits in himself that teach him how to parry successfully all negative influence from within or without.

Success From Optimism.

All successful salesmen are optimistic. They see only the side of things that wins, and recognize no superior among competitors. The real salesman so schools himself that he is able to sell a poor line of goods on a poorer territory, solely upon the strength of his own personality. What a mighty human dynamo he is when he finds his lot cast among circumstances wholly congenial! And so the world about him always moves onward to better and bigger things; slowly but surely he leaves behind to rust and shrivel and die every adverse suggestion, everything that has tended to lessen his power.

It is lack of brain activity that keeps the class of salesmen that go round and round and round, year in and year out doing things in the same old way, always hugging the despicable place at the bottom of the sales sheet.

It is lack of the kind of brains that work and dig and sweat till they find a way to get things done, brains that go to the bottom of things, brains that are always looking for better things, brains that never give up a problem till they find a way to solve it.

The Human Dynamo.

In mechanics to-day the electric dynamo stands as the highest development of mechanical power. Among salesmen

the highest is the human dynamo, the man whose brain is charged with dynamic force; whose heart is on fire with enthusiasm and push; who leads the strenuous life and likes it; who is always dissatisfied, always fighting for bigger and better results; who sets his goal-post far out in the field of endeavor, and knows no rest until he reaches it; who is on the keen scent for newer and better ideas to help him in his work; who is willing to sweat blood to get what he wants; who believes the head of his house and his manager know as much as he does; who believes the credit man will give both himself and his customers a square deal; who believes that the buyers of the establishment that pays him his salary know as much about buying goods as he does about selling them; who knows that the goods of his house are good goods, the right kind, and will sell, and that he can sell them; who spurns the habits of indifference, of shirking, of mischief-making, of arrogance towards customers, of mutual jealousy, the "click" habit; who avoids, as evidence of weakness, such thoughts as "Oh, what's the use?" The sales manager's got it in for me. He's a dreamer, anyway. I always get the worst end of everything, no matter what I do." The model salesman avoids, as worst of all, the habit of fault-finding and criticism of superiors. He is the kind of salesman that forms the title of this chapter. It is that kind, and no other, that gets the big prizes in the business game.

What are you, Mr. Salesman?

A human dynamo, or just a common member of the Sons of Rest? Never mind the other fellow—how is it with yourself? That is the question.

Are you cultivating confidence in the value of your own ideas, and in your power to use them? Did it ever occur to you that you could do as well as others, if you would only bring yourself to believe it?

I have observed in many successful salesmen the desire and willingness to grasp at every good idea from any source that will aid them in making sales. The humblest men in our profession are those who are at the head.

Get Good Ideas Everywhere.

I remember on a certain occasion issuing a statement to our traveling force which was intended to inspire in them an optimistic survey of the month upon which we were about to enter. The statement contained facts and figures of the month just ended, showing the percentage of increase in various departments, and wound up with a forecast of the month to come as viewed from the standpoint of the managing staff. The men were all in from the road, winding up a period of house trade, and about to depart for a "filling in" trip.

A few minutes after the letter had been distributed, I chanced to saunter down "Salesmen's Row," the name the stock-boys had given the aisle that skirted their long row of desks. My approach was unnoticed by a group of salesmen clustered about the desk of one of our "Sons of Rest," who happened to have the distinction of being the ringleader of a small coterie of professional critics.

He was reading aloud to the others from my statement, and had reached the part concerning the forecast of the coming month, when he laid the paper down and in a tone of withering sarcasm said,

"Umph! The idle dream of an office man."

Catching the exclamation on passing, I wheeled and squarely faced him. Perceiving me standing there for the first time, he became confused. His eyes sought the floor as he blurted out, "A fine letter, sir, and right to the point. Hit the nail right on the head. Yes, sir, hit the nail right on the head."

Six weeks later the man who led the force in point of sales and general efficiency bustled into my office, just in from his trip. Warmly extending his hand, he said in tones of deep appreciation:

"That statement you compiled just before I left home did the business. It helped me wonderfully. It was tough work landing business this trip; but on one occasion when I had sweat blood with a dealer in my sample-room without being able to sell him, I pulled out your letter and read it to him. Stamped as it was with the authority of the house, it made an impression, helping me to get some hard orders that otherwise I would have lost. Send me that kind of stuff as often as you get it out."

His attitude coupled with that simple statement, furnished the key to his success, namely, that he was alert, and made use of everything that could possibly contribute to his success in sales-making.

A day or two later brought in the other man, the leader of the Order of the Sons of Rest. As may easily be imagined, he reported a poor trip. He had all manner of excuses to offer for his failure. Failure and excuses go together.

If such salesmen could only read what takes place in their employer's mind when weighing the salesmen on his staff, one against another, there would be at least a slight hope of their being graduated from the Order of the Sons of Rest, but their untrained powers of calculation do not admit of their philosophizing so far.

(To Be Continued.)

THE "HOUSEHOLD WORD."

Most of us can think of quite a number of commercial names that are really "household words." There is only one thing which can raise an article of commerce into the household word class, and that is, Persistent Publicity. The man who travels for a firm whose name is a household word with its trade has an easy time of it compared to the representative of a less known concern. The traveler for an obscure firm is badly handicapped in the race for orders! As far as the trade is concerned there is no method of obtaining wide publicity at a moderate cost equal to advertising in the trade press. Persistent, progressive advertising in a trade paper which holds the full confidence of its readers is the best letter of introduction any firm can give to its travelers.

Trade News From Atlantic to Pacific

Hardware Merchants, Travelers and Clerks Are Invited to Forward News for Publication and Express Their Views on Topics Discussed by Other Correspondents.

Maritime Provinces

Maritime Wholesalers' Meeting—N. B. Petroleum Fields May be Developed
—Rich Discovery of Copper in Nova Scotia.

HALIFAX.

July 18.—A boom in gold mining in Nova Scotia this season seems certain and already there has been considerable movement in mining matters that marks an improvement in the situation with more work and, consequently, more trade. The indications are that Halifax County is to benefit largely, perhaps more so than any of the other gold mine counties in the Province. A short time ago James O'Brien, of Ontario, well-known in mining circles, and a native of this Province, acquired a gold mine at Waverley. Since then new machinery and equipment have been secured and men are now at work on the property. The latest news in mining circles is that another Halifax County mine has been purchased by parties in Cobalt. The property referred to is the Hardiman-Taylor mine, at Oldham. That district has now the Sterling mine in good working condition and yielding well to its owners.

The Hardiman-Taylor property was one of the best paying gold mining properties in Nova Scotia for many years, but some time ago they ceased operating it, the stoppage being thought to be due to some misunderstanding as to limits or lines, delay over which allowed water to enter the mine and led to its being abandoned by the owners. The property embraces about two hundred acres, and is said to have yielded its owners half a million dollars. There is a ten-stamp mill on the property in good order.

Robert Kaulback, of the Touquoy gold mine, arrived the latter part of this week with a large brick of gold from his mine.

W. J. Prisk, of the Molega mine, who is in the city, says that work is rushing at his mine.

The Furness liner, Rappahannock, which recently arrived here from Liverpool, landed five thousand barrels of cement for the different city contractors. The Furness line steamer, Kanawha, which arrived from London during the week, discharged a large cargo of explosives for the Dominion Coal Company and for Austen Bros., of Halifax. The steamer also had among her through cargo eight thousand barrels of cement.

A rich find of copper was made this week at the Lake Mining Company's property in Antigonish County. A seam of ten inches of pure copper was found,

and extensive development will be proceeded with at once. Prospecting work has been going on for some time, and the find is considered of great value.

The M. E. Keefe Construction Co., of Halifax, was to-day awarded the contract for making the alterations at the Halifax post office.

The Sillicker Car Company are now paying out two thousand dollars weekly in wages. The plant is running full time. Twenty-five of the fifty freight cars for the I.C.R. have been completed, and most of them are now on the road.

All the Halifax plumbers are very busy this season. Building is quite brisk, and the plumbers have lots of work, something unusual for the season of the year.

J. H.

CHARLOTTETOWN.

July 20.—J. A. McDonald, Charlottetown, is offering a number of prizes for the best written essay on the benefits derived from doing a cash business in preference to a credit business. The competition is open to the Province of Prince Edward Island, for any one who wishes to compete. Also one for school children of twelve years or under. It affords an opportunity to advance good, sound argument along this line.

J. H.

ST. JOHN.

July 21.—The annual meeting of the Maritime Wholesale Hardware Association was held at Digby, N.S., on July 15 and 16. Among the representatives of St. John firms who attended the meetings were James Pender, of James Pender & Co.; T. C. Lee, president of W. H. Thorne & Co.; George C. Weldon, of the S. Hayward Company; M. Frank Irwin, manager of the McClary Manufacturing Company, and F. R. Murray, of Emerson & Fisher.

The meetings were very interesting and a good time was enjoyed.

Fire on July 14 did about \$1,000 damage to the new I.C.R. blacksmith shop at Moncton.

No action has yet been taken regarding the proposition of an English syndicate to take over the oil wells in Westmorland County and develop them on an extensive scale. A meeting of the stockholders of the New Brunswick Petroleum Co. was held in Moncton on July 10, when Dr. J. A. L. Henderson, of London, England, who is at the head of the syndicate negotiating for the purchase of the oil property, laid the new company's proposition before the meeting. The offer was favorably considered, and there is strong probability of a sale

being effected. Another meeting will be held shortly.

The 62nd Regiment Fusiliers, which will be among the militia detachments at the Quebec Tercentenary, will be in charge of Major James L. McAvity, the proprietor of McLean & Holt, foundrymen and stove manufacturers.

W. E. H.

NEWCASTLE.

July 21.—Charles H. Perkins, of Brighton, Carleton County, granite cutter, has assigned to Sheriff J. R. Tompkins.

Manganese has been discovered in Beresford parish, Gloucester County.

St. Martin's is looking forward to marked activity next year in the development of plaster quarries, when the railway will be extended to the quarries on the shore. An immense body of plaster has been located, and been acquired by New York capitalists.

It is some time since so many new buildings have been in course of erection in Sussex as this summer. The Sussex Manufacturing Co. are erecting five houses. Ten are being built by private parties. A large addition is being built to Church Avenue Baptist Church. The Sussex Universal Spring Co. will enlarge their present establishment by building a factory 100x40 feet three storeys high.

W. F. Jennison, C.E., of Sydney, N.S., reports to the Ottawa Government that the gypsum deposits of New Brunswick and Nova Scotia probably exceed anything known to the world in quantity and quality.

H. H. S.

FREDERICTON.

July 21.—Augustus Tweedale, the well-known member of the hardware firm of Tweedale & Co., Fredericton, died yesterday, after an illness of fifteen months from the effects of typhoid fever and complications. He was a native of Fredericton and 57 years old. He was one of the leading hardware men of the Atlantic Provinces. For more than twenty-five years he was head clerk with R. Chestnut & Sons, Fredericton, and then went into partnership with Z. R. Everett, becoming the leading partner in the new company. He leaves a widow, three sons and one daughter. J. F. Tweedle, M.P.P., for Victoria County, is a brother.

A mineralized belt containing copper, silver and nickel, has been found at a depth of 60 feet at St. Alexis and is being developed.

H.H.S.

MONTREAL.

July 24.—Considerable interest has been caused in the city by the announcement that the Imperial Wall Paper Company, of Glen's Falls, N.Y., intends establishing a large factory here to look after its Canadian business. The company is one of the big wall paper firms of the United States, and does a considerable business in Canada, but owing to the duty it has resolved to start in business in the Dominion. For some time past a representative of the Imperial Wall Paper Company, Tynan S. Marshall, has been here looking for a suitable site. The company requires a location with both water and railway connections, so as to facilitate shipping. The factory will be a big affair, employing a large number of hands. The Canadian Pacific have selected several promising locations, which are on the market near the canal, and it is probable the deal will be put through ere long, which will lead to the establishment of a new industry in the city.

The dull season being now on, it is not an easy matter to contrive fresh schemes of window decoration. Sporting goods have probably been run pretty frequently, while it is a little too early for the fall lines. General displays of household utensils are about the most appropriate, and in this direction a window of tin goods comes in most usefully. As in enamelware, dealers are apt to forget the value of a good tin display. A pleasing window can be made of tin cookers, kettles, various strainers, cake tins and so on. A very good display has been shown by a dealer here, and he has been doing a good trade in consequence for camping out purposes, and for preserving fruit. A window of tinware does not want any special or elaborate setting. Plainly arranged, without any crowding, the goods look very well and attract attention.

Several retail merchants are spending a well-earned holiday at Quebec. It is not very often that a dealer leaves his store, and takes a rest, although he would be all the better if he did so regularly. Some men are so wrapped up in their business, have watched it grow from little dimensions to big ones, that they are afraid to leave the business in charge of the head clerk, fancying that things would go all to pieces if they were away. This is, of course, a fallacy, providing a merchant can place any dependence upon those in his employ. Putting a clerk in charge of a business probably makes him take a much greater interest in the store. He feels an additional sense of responsibility, and he becomes even a better clerk in future. It is wise for all merchants who can depend upon their staff—and no man should keep a staff he cannot depend upon—to take a holiday occasionally. He comes back with renewed vigor to his work, with his knowledge of the country widened, and can impart his vigor to the men helping him. Besides the clerks themselves feel more important owing to the trust placed in them. All these influences work for a good end.

Ontario Items

Reports Regarding the Stove Trade From Different Centres—Chatham Merchants to Hold Picnic—Novel Float Used by Forest Merchant to Advertise His Stove Business.

BELLEVILLE.

July 18.—Your correspondent to-day had an interview with the five stove dealers in this city and in each case they expressed almost similar views in regard to the past, present and future outlook of the stove, range and furnace outlook. All were pleased with the trade so far this season and felt confident of the outlook for the coming fall trade, although one or two were not so certain about the fall.

Russell Chown, of the W. W. Chown Company, said their firm had carried over more stoves and ranges from last fall than usual but this season the stove trade was slightly ahead of the same time last year. He thought the prospect for a good fall trade was bright, as the farmers would be in better shape owing to the prospect of a good season, owing to the much-needed rains which just came in time. This firm have already installed several furnaces in readiness for fall, which he thought was a good sign. He felt sure the mail order business did not affect his firm but there was no doubt the peddling business throughout the country injured trade to a certain extent, but this was gradually dying out as the people had been duped in a number of cases, especially by a certain steel range company who sold their wares to a large extent throughout the country and those duped were not a bit backward in expressing their views. The only demonstrations this firm ever make is at the local fairs, and Mr. Chown said he could trace good results to this form of advertising.

John May, who recently branched out in the stove business, said the trade was good so far and as good as any spring and summer for years with bright prospects for a good fall trade. There were many enquiries and sales of stoves already for fall installation and he pointed out several on the floor sold for fall delivery. As to the mail order business to get the right kind of people, were getting dubious of the peddlars. Mr. May, who has handled stoves for many years, was decidedly against the idea of demonstrations. He said it was hard to get the right kind of people, that is, those who intended buying stoves, to attend a demonstration. The curious could always be secured to come in and test the cooking, but these were generally the city people who did not require a stove. It was the farmers who bought the large bulk of the stoves and it was difficult to secure their attendance at an exhibit of cooking. He vouchsafed the opinion that eight out of ten stoves sold were sold to farmers,

as in the city the use of gas was replacing coal and wood to a large extent. Gas does the cooking in many city homes the year round.

William McGie, a large dealer in stoves and ranges as well as furnaces, thought the trade this year was not quite up to last season and he thought it would be difficult to anticipate the outlook for the fall, but he was satisfied with the trade and the outlook. The firm were at present installing a number of furnaces and had orders for a number for the fall. He did not think the outlook for this fall, as far as the stove business was concerned, would be as good as last year and referred to the fact that every furnace installed generally meant that two or three stoves would be put out of commission. He did not carry over any stoves or ranges from last fall but cleaned them out. Mr. McGie said the peddling of stoves affected the trade here to some extent but he did not think the mail order business did.

The John Lewis Co. are very large dealers in stoves. James Reeves, one of the proprietors, said the trade so far had been a little ahead of last year. It was hard to predict about the fall trade but the outlook was much better than a month or two ago. The furnace season had been good so far, as the people were not waiting until fall to have them installed. He thought this was a good sign. This firm carried over a few stoves and ranges from last fall. As to the mail order business they felt no effect and as to the peddling trade this was fast decreasing. A few years ago the effect was severely felt.

S. A. Lockwood said that he did carry over quite a few stoves from last fall but that was owing to the extra large quantity he ordered last year. He said the trade so far would compare favorably with that of last year up to the present time. He did not think the trade would be so good as last fall and he would not order as extensively as he did last year. As regards peddling he thought that class had made their last rounds in this county. He told of following them up on their last round and had beaten them out in each case. The mail order business did not affect his trade as people were finding out they could do as well in their own town. He did not believe in the demonstration idea. Mr. Lockwood holds the stove selling record here, he having disposed of eleven in one day and had them out of the shop before night.

M. C. M.

PETERBORO.

July 25.—During the winter of 1907-08 the stove trade in Peterboro was not of the best. Local hardwaremen dealing in stoves state that this condition of affairs existed generally throughout the district. The furnace trade, however, was much more favorable and most of the local dealers did better in this line

FOREST.

July 18.—A unique and striking advertisement was arranged by W. Lochead, of this town, in the form of a float in the parade held here in connection

accompanying illustration shows a thoroughly modern store with fine silent salesmen, showcases and a large Bennett box system. The different departments and stock are kept in excel-

last winter than they expected. The demand for ranges was fair, but the sales in baseburners were very meagre. One dealer states that in fact he has most of his stock on hand yet and that it will cost him little to replenish it sufficiently for the winter trade of 1908-09. In this respect the manufacturers will suffer. Generally speaking, trade is not so good as it has been in past years. Prices will practically remain the same in Peterboro so far as stoves are concerned.

Another dealer disposed of all his last year's stock so that he will have to purchase another for this coming winter's trade.

It was different in Peterboro with the furnace trade. Local dealers claim the past season was an excellent one. One, at least, expects even a much better season next winter, from the present prospects. But the general outlook is that the business in stoves will not be up to the standard this winter. Not many houses are being erected, compared with other years, and there are few large buildings going up. Plumbing business will also be slack.

Not much trade is done between Peterboro citizens and the mail order houses. The people want to see what they are buying, and repairs, too, are more easily and more quickly secured at home.

Stove peddlers appear in Peterboro county periodically, but the dealers are glad to state that their visits are infrequent. They find practically no sale for their goods in the city, but the country folk are more susceptible to their wiles. Last year representatives of the Home Comfort ranges were here and did considerable business among the farmers. Their system of securing notes appeals to the farmers, and in this way they make many sales. The stove dealers, of course, do not appreciate these "inroads" into their trade, and believe that they will terminate in the near future. The farmers, they claim, are getting "wise" to their policies, and that is the reason they make infrequent visits. Until last year an interval of 10 or 12 years elapsed since the previous visit.



Float Used by W. Lochead, Forest, to Advertise Stoves.

with the 24th of May celebration. The float, which is shown in the accompanying illustration, brought Mr. Lochead a round of praise from his fellow townspeople and certainly helped to make his line of stoves and ranges better known.

A. A. B.

TORONTO.

July 20.—A few months ago at the suggestion of his son, W. Walker, tin-

lent shape, and in decidedly neat order. The store is also fitted with a system of racks to carry the stock of shovels, garden forks, axes, etc., while there is also a large paint department.

Mr. Walker, with the help of his son, is rapidly building up a good business, and a further extension to admit the handling of furnaces is contemplated for this year.

G. B. M.

HAMILTON.

July 22.—"Pretty hard to tell," is the way in which the local stove manufacturers size up the prospects for the stove trade during the coming fall. Your correspondent called on several of the local manufacturers this week and they were nearly all of one mind, namely, that it was a difficult proposition to give anything like a sanguine forecast of the prospects.

"It is true," said R. C. Stevenson, secretary of the Burrow, Stewart & Milne firm, "that there were large stocks carried over from last winter and these will doubtless have a tendency to crowd the market during the coming season." Mr. Stevenson stated that so far the trade was comparatively good in eastern Ontario, but that by a strange coincidence there was a quiet tendency in the western part of the province. It was very hard indeed to attempt to estimate fall sales, but he looked forward to good business in western Canada at any rate.

As to competition with the mail order houses, Mr. Stevenson frankly stated that the mail order business had not injured their trade one iota, although he was not quite so confident of what the future would bring forth, more especially in view of the fact that a To-



W. Walker's New Store at 1228 Yonge Street, Toronto.

None of the stove dealers in Peterboro have recently adopted stove demonstrations as a means of advertising and increasing sales.

smith, 1228 Yonge Street, Toronto, decided to open a retail hardware store, to be run by W. Walker, jr., in conjunction with the tinsmith business. The

rento department store had purchased a stove works and is selling stoves retail at wholesale prices.

W. A. Robinson, of the D. Moore Co., when asked about the prospects for fall business, said: "Trade is not anything like it should be at present, but it is much better than last year. The prospects for the western trade look good and it is likely that we will be kept busy supplying the demand from that district. However, the situation will remain largely one of doubt until the crops are harvested. As to Ontario, I see no reason why business should not be good." The D. Moore Co. has not so far felt the effects of opposition from mail order houses, and it does not go into the stove demonstration method of advertising.

"The prospects for a good crop in the west look very bright and for that reason I believe there will be a pretty good demand for stoves during the fall and winter," is the way in which James Jamieson, of Bowes, Jamieson & Co., expressed himself in answer to questions put to him by your correspondent.

"The fact of the matter is, however, that for the time being dealers will not book orders for fall delivery, but this may be due partly to the fact that the banks will not advance the money. The prospects should be good, but I cannot say that they look good at present, whatever the future may bring forth. It is true that many of the dealers were left with large stocks on hand last season, owing to the depression, and this will have a tendency to check the sales somewhat, but it should not seriously retard business."

When asked for his views on the competition of the mail order houses, Mr. Jamieson stated that there was more or less opposition every year from these institutions and the numerous stove peddlers who flood the country, but that it was not sufficient to cause any alarm. The situation had not been changed any during the past year. The Bowes-Jamieson firm does not adopt the stove demonstration system of advertising as a rule, the only exception being at the fairs at Toronto and Ottawa.

O. G. Carscallen, of the Gurney-Tilden Company, took an optimistic view of the situation, but did not look for an abnormal trade this fall, particularly in view of the over-stocking in many cases from last season. He considered that there would be considerably less shipping direct by car lots, and that the Winnipeg branch would likely be able to handle their entire western business. He considered also that conditions would depend largely on the wheat crop and that even in the event of fair business the accounts would remain unpaid for some time or until the farmers will be able to reap the profits of the crops. As far as Ontario was concerned, Mr. Carscallen thought the trade would be normal.

D. L.

BERLIN.

July 22.—Hardware merchants here report business as being rather depressed owing to the fact that many of the factories have laid off hands and are running short hours, several, in fact, closing down completely for the summer months. The general good condition of the crops, however, gives promise of better business with the farmers.

None of the merchants here have

adopted stove demonstrations as a means of increasing trade, the chief reason for this being lack of space.

The dealers here have not experienced any serious opposition from mail order houses, but stove peddlers have in several past seasons got considerable business among farmers by giving exceptionally long terms, their prices also being exceptionally long, as the buyers learned afterwards, to their sorrow. But these peddlers have not been in evidence this year.

The general feeling is that there will not be a very brisk fall and winter trade. P. Gies, manufacturer of hot water heaters, finds dealers buying conservatively for fall and winter.

F. J. W.

GALT.

July 20.—As is usual at this season of the year, affairs in the hardware business are rather quiet. "We expected the slack season," said a local merchant to-day, "and, consequently, we are not complaining. The business being transacted at the present, however, is fully up to recent years."

It now appears that the Canadian Brass Works will not be reorganized. For a short time after the assignment the factory was run under the London Loan & Trusts Company, but recently all operations have ceased. The closing of the factory will mean a distinct loss to the town. It is understood that the firm was rushed with orders, but that lack of ready money led to the suspension. It is remotely possible that operations will be resumed, but the consensus of opinion is to the effect that the industry will be abandoned. The town which loaned the company \$15,000 has a first mortgage on the building and plant, and, therefore, does not stand to lose.

There is a prospect that an industry for the manufacture of small ironware will be located in Galt. A Montreal manufacturer is at present negotiating with the Board of Trade.

Another probable industry is one for the manufacture of a certain piece of furniture, for which there is said to be

Your correspondent interviewed several dealers in Galt regarding the prospects for the stove trade, and found that in this respect business has not been of the best during the past few months. Galt is somewhat peculiarly situated. Before the advent of natural gas, stoves sold briskly and large stocks were always kept on hand. When gas was offered for sale at a price much lower than coal or wood, there was an immediate rush to have stoves fitted with gas burners, and since that time there has been a large falling off in the stove business. The stoves fitted up with gas burners will last for many years. And again the hardwaremen suffered by reason of a large falling off in the demand for repairs. Gas does not burn out grates, nor does it have the same effect on a stove as does wood or coal. The dealers immediately rose to the occasion and laid in a supply of gas stoves, which are good sellers. The year round, there being a big demand

in the winter season for the small heaters.

Of course the old time stove is still sold, and a large number are disposed of. The great demand in this line at present is for the compact kitchen range—the more compact the better the seller.

The dealers interviewed had all fairly large stocks, and anticipated an increase in trade during the Fall season.

The Galt Down Draft Furnace Co., report no decline in shipments for the Fall trade, and say that the coming season's business promises to be fully equal to that of the past.

The factory of Clare Bros, at Preston is very busy and preparations are being made for one of the best seasons in the history of this large firm, which employs several hundred workmen.

M. A. Secord, Galt, who is acting for the assignees of the Canadian Brass Mfg. Co., states there is a strong probability that the works will resume operations. It is understood that several Cleveland gentlemen have looked over the works and are at present considering taking them over.

B. E. C.

CHATHAM.

July 20.—"That we draft a resolution to the city council and go on record as opposing an exclusive franchise to any telephone company." The foregoing was a resolution unanimously passed at the last meeting of the local Retail Merchants' Association. The subject of the renewal of the Bell franchise this August was one of the main topics of discussion. The present service came in for scathing criticism, and the meeting seemed strongly in favor of at least considering the application of an independent company. It was pointed out that the new independent companies would place the city in touch with a large clientele of farmers, more than sufficient, one member held, to recoup them for the cost of the service.

The Retail Merchants' picnic on August 19 promises to be the big affair of the year. The proposition to hold a picnic was introduced at Tuesday evening's meeting by A. D. Westman, of Westman Bros., and met with hearty favor among all present. It was decided to hold a picnic to Erie Beach, the new resort at the Lake Erie end of the C.W. & L.E. electric railway. A committee was appointed to take charge. The picnic will include merchants, clerks, and their wives and families. It is designed to close all the stores at noon, the picnic lasting all afternoon and evening. Sports and music will be arranged for. The idea is frankly borrowed from the annual grocers' picnic in London, which has met with such success; and it is intended to make the Chatham merchants' picnic an annual affair also. It is hoped that it will promote that spirit of comradeship so essential to the advancement of good business conditions.

Advertising on hotel blotters comes within the scope of the association's resolution respecting programme and other advertising. Recently many merchants were called upon by a solicitor who wished to secure advertisements for a large blotter, designed for use in the

various city hotels. The point was raised at the time that the resolution of the local association, passed in April 1907, prohibited members from using such advertising. The question was raised at Tuesday's meeting, when the association ruled that the blotter was barred. Members will be notified to that effect. A gratifying feature of the affair is the unanimity with which local merchants turned down the solicitor. What use hotel advertising would be to the average hardwareman is difficult to see.

W. E. P.

GUELPH.

July 21.—Matthew Kelly, manager of the Guelph Stove Co. states that though the factory has been running practically full time, it was only because of the orders from Quebec that they are able to do so. The trade in Ontario is very poor, and the prospects are none too bright. However, it is hoped that the trade in Ontario will pick up in the fall.

The painters of the city are having all that they can do for the present time. Almost all the merchants on the main street, and many private persons, are having their store fronts and residences newly painted in time for the Old Home Week. C. W. Reynolds & Sons are working both night and day, which will give an idea of the amount of work that is being done.

The electricians of the city are also kept busy erecting the lighting decorations for the Old Home Week. There are several extensive contracts.

Albert Wicks has opened up an electrical supplies establishment on Quebec Street, having everything needed in this line.

W. G. Howell, chief clerk of the Bond Hardware Co., has been appointed choir leader of Chalmer's Presbyterian Church. The appointment is a very popular one, and the committee were unanimous in securing him for the church.

Ray Johnston has joined the plumbing staff of E. B. Welsby, Quebec Street.

In the estimates brought down in the Federal House was an item of \$5,000 for Fergus for the new post office which has been promised for some time. A \$5,000 post office is also promised for Mt. Forest.

At the last meeting of the Fergus School Board it was decided to have metal shingles put on the school roofs. Tenders will be called for immediately.

M. Doran, who for some time has been with the Shedden Co., here, has bought out M. Dooley, and will go extensively into the wire picket fence industry.

Reports from the various factories in Preston give a bright outlook for the future. Most of them are running full time, and some report as large a business as last year.

The merchants of the city are now preparing to have their stores look even more handsome than usual during the Old Home Week, which is now near at hand. Electric lighting will be used to illuminate the signs, and special window displays will be made by many.

Maines & Aikens, of Dunnville, who are interested in a roadmaking company at Brantford, newly established, were in the city last week. They claim that they can make a better roadway than the asphalt blocks, used on Wyndham Street, at a great deal less cost. The process is said to be one patented in Germany. It is an asphalt road, the difference being that the asphalt tar is prepared at the factory and shipped in barrels. As it does not need to be heated, it does away with the objectionable feature of the regular macadam.

Will the Grand Trunk build their new station for passenger and freight traffic at the Junction? That is the question that is now being asked by the merchants of the city. Third Vice-President Fitzhugh and Superintendent Gillen, of the G.T.R., were in the city in conference with the city officials last week, when the matter was discussed. It would effect a great saving to the G.T.R. if this move were made, and it would also prove a benefit to the Guelph Street Railway, at the same time driving a good deal of the passenger traffic to the C.P.R. in which Guelph is financially interested. It would make but little difference to the merchants in the matter of shipping as all goods are now taken to the Junction, but it would inconvenience travelers on the south and north trains a great deal.

The first case against the newly-made Peddlers' By-law at Preston was brought up on Friday last, but the guilty party was dismissed, owing to the charge having been improperly brought up.

Herbert Andrich has plans prepared for a meat and produce store, to be built on Potter Street, Preston. A. W.

LONDON.

July 21.—Hardware trade is rather quiet just now, but the quiet is such as is peculiar to this season of the year. The city traveler for a prominent local jobbing house, who is in close touch with the retail trade, declares retailers generally express themselves satisfied with this year's business thus far. Some say they are a little behind last year, while others claim to be a little ahead. Taken as a whole the trade has certainly nothing to complain of, and what is more, has every confidence in the future.

E. S. Field, manager for the Hobbs Hardware Company, leaves this week on a trip to Great Britain and the European continent. He will be gone about six weeks.

While it is true there are not so many men employed in the factories of this city at present as there were a year ago, the falling off in the number of employes is by no means as large as may be supposed. One fact stands out prominently as a result of interviews with a number of manufacturers is the feeling of optimism manifested on all sides, and indications point to a busy fall in all branches of industry. The manager of one big foundry concern said its aggregate output this year will be between five and ten per cent larger than it was a year ago. The Wortman & Ward Company is now employing about 75 hands, instead of 90 as a year

ago. The last couple of months the establishment has been very busy and the prospects for fall are very bright. The London Box Factory is employing a full staff, having reduced the hours of work from ten to eight, rather than lay off men. Thomas Stevens, of the Empire Manufacturing Company, says he is employing as many men as a year ago—between 80 and 90 in all. At the London Brass Works work is not quite so plentiful as a year ago, but the prospects for a revival in the brass trade are said to be very bright for the approaching fall. Ald. Armstrong, the manager, says: "We are employing about a dozen men less than a year ago and are not working full time. In our factory we are running five ten-hour days and in the finishing shop five eight-hour days. We shut down on Saturdays. The market is getting firmer, and in a month or so I expect we will be around to full time again." The staff of the Dominion Office & Store Fitting Company is practically the same as a year ago. Trade is good and the company gives employment to between twenty and thirty hands. At George White & Son's engine works the full complement of men employed a year ago are working now. Said A. E. White: "We have 150 men on our pay roll and have not laid off a man or slack'd up a minute this year." In the building trades there is less work than there was last year, but most of the contractors are fairly busy.

F. J. Y.

The Prairie Provinces

Some Fine Hardware Stores in Western Cities—Wheat Well Advanced at Moose Jaw—Active Building at Prince Albert.

SASKATOON.

July 18.—The accompanying cut shows the store of S. A. Clark, Limited, Saskatoon, one of the pioneer hardware businesses here, having been started some years ago by S. A. Clark. On Sept. 1, 1907, the management underwent a change, D. M. Leyden then becoming managing director. Since that date the stock has been overhauled and the interior of the store has undergone a change. The goods have been re-arranged and more room made for showing seasonable lines on the centre of the floor. On the right of the entrance is the stock of general hardware, wooden drawers are used with samples outside. On the opposite side granite ware and crockery are shown, also lamps, tinware and paints. Just behind the main store is the office and warehouse. In the basement a reserve stock is kept. The stove warehouse has an entrance on First Ave. and here a good assortment of well-known stoves may be seen. Some time ago attention was drawn in these columns to the plan adopted by this firm for selling a leading line in stoves. One stove is placed in the centre of the window, while surrounding it, advertising and reading matter pertaining to the good qualities of the heater shown. The

management is progressive and any idea that will help to sell the goods is welcomed.

D. M. Leyden is a native of Almonte, Ont. He is a young man of a very genial disposition and good business ability, and began his business career in 1896 with the firm of G. A. Moir &



D. M. Leyden, Saskatoon, Managing Director of S. A. Clark, Limited.

Company and later with T. R. White, both hardware merchants of Almonte at that time. After serving for over two years with the above firms, he entered the employment of Purvis Bros., wholesale and retail hardware merchants, Sudbury, with whom he was for four years. Here his business ability showed itself and from being an ordinary clerk he worked his way up to be head salesman. In the spring of 1903 he decided to go west and accepted the position as manager of the hardware department with James Clinkskill,



Front of S. A. Clark's Store at Saskatoon.

Saskatoon. This position he held until September last when he resigned to take over the management of the S. A. Clark,

Limited, of which company he is vice-president and managing director. Mr. Leyden is also chief of the fire department besides holding office in other organizations.

D. G. R.

OXBOW.

July 17.—An illustration of the progressiveness of Western business men is given in the experience of a local hardware firm. On the night of August 14th, 1907, the business section of Oxbow, Sask., was swept by fire. Hames & Wylie, hardware merchants, were among the victims. Before the ruins of their old building had ceased to smoulder the excavation for the solid brick and stone building now occupied by them was under way. They re-opened business in their new quarters on November 15th, just three months after the conflagration.

Hames & Wylie started business in Oxbow in 1900, and now carry a full line

length. This is a record length for so early in the season, and goes a long way to show how much the crops are advanced this year over former years.

The Rogers Lumber Company, an American firm with head office in Minneapolis, have made Moose Jaw their headquarters for the Province of Saskatchewan, they are erecting a large warehouse and office building here, and intend to do most of their distributing from this point. The Western manager, J. Jones, is erecting for himself a residence, the contract having been let to W. Govanlock.

C. M. M.

CALGARY.

July 20.—W. P. Millar, known to most heating men in Canada as the former manager of the heating department of the James Smart Manufacturing Co., Brockville, has been a resident of Calgary for about a year, conducting, with his son, the W. P. Millar Hardware-



The W. P. Millar Hardware and Heating Company's Store at Calgary.

of hardware and builders' supplies, and rank among the most successful of Western hardware men.

J. P. S.

MOOSE JAW.

July 18.—Ideal crop weather still continues to be the order of the day, in this district, and prospects for a big increase in all lines of business in the near future are very bright.

The city Board of Education have called for tenders for the erection of a new Collegiate Institute. Moose Jaw's educational institutions has always been second to none in the Province, and will be greatly added to by the erection of the institute.

The Henderson Publishing Company, of Winnipeg, have just issued a new city directory of Moose Jaw for 1908. It is very nicely gotten up, well bound and in every way a credit to the publishers.

The erection of the new courthouse by Smith Bros. & Wilson is progressing very favorably.

Several farmers in this district report having wheat from 4 to 4½ feet in

Heating Company, a reproduction of whose store appears in the accompanying illustration. Mr. Millar took over an established retail business in hardware and household supplies and reports a bright outlook for the future growth of the business.

G. W.

PRINCE ALBERT.

July 18.—Building permits for last month amounted to about \$25,000. More activity is now shown in the building line, especially in dwelling houses. While the list will not be so extensive as it was last year the situation improves as the season advances. The High School, St. Alban's School and the Hudson's Bay stores are amongst the largest on the programme so far.

The Provincial Government will build four steel bridges across the creek to the south of the city. The work is in charge of D. Lucy.

D. G. R.

FORT WILLIAM.

July 20.—The hardwaremen in Fort William are of but one opinion regarding the situation in the stove and furnace trade. Hugh Piper, business manager of W. S. Piper Co., considers that last fall the trade was about 60 per cent. below the average, with the result that considerable stocks have been held over, thus causing dealers to limit their orders for the fall trade. The firm of J. & T. M. Piper practically agree with this view, their manager saying that while the number of stoves sold during the close of last year may possibly have been as large as ever, the buyers were as a rule purchasing the cheaper grade of stove, and not touching the handsome and costly baseburners at all. The Fort William Hardware Co. have also a large stock of stoves left over, more of them being cooking stoves and ranges, while the furnace trade has fallen below the level of last year at this time. At the same time, with the great amount of building that is now going on, it is hard to predict anything about the demand for furnaces before winter. A large number of the dwellings now under construction are designed to be all modern and their heating plants are not yet contracted for.

The consensus of opinion among all the retailers of this city is to the effect that the business of the latter part of 1907 and the first few months of 1908 was below normal, and that as a result the purchasing will be on a much more moderate scale than in former years. As, however, the rush of the stove trade will not begin for a few weeks yet, they are holding back, and will, if the trade shows marked revival during the early fall, be able to stock up before it is too late to take advantage of the lake and rail freights.

Most of the dealers are handling a fairly large percentage of the Copp stoves and ranges, which are manufactured locally, and do their best to push the business in the local article and consider that it is a distinct advantage to sell the Fort William product, owing to the facility for getting parts and repairs from the Copp foundry. Competition from traveling salesmen and mail order houses is now practically nil, the last competitor in this line having been the representative of the Home Comfort, a malleable range, who gave some demonstrations in the city, but the effect of this competition has been only slight, and has not had any lasting results. None of the local men have taken up with the demonstration idea. Those who had discussed it had come to the conclusion that the game was not worth the candle, as it would involve not only the securing of a suitable place for this particular display, their own premises being inadequate, but also the engaging of some lady expert to conduct the cooking demonstrations, involving an expense that could be more profitably incurred in other methods of advertising.

The stove foundry of W. J. Copp & Son is the only local institution manufacturing stoves, ranges and furnaces, and they have a plant that has been gradually growing since they first located in Fort William. They manufacture Copp furnaces, heating stoves of several patterns, with the exception of the baseburning type, and the Empire ranges, of which their Superb Empire is the leader, being a remarkably hand-

some and economical range, manufactured upon patterns which were selected by the firm after a long examination of many of the best patterns among the stove founders of the United States.

Harold E. Copp, the manager of the company, informed your correspondent that he had been most agreeably surprised by the trade done this summer, his June sales having exceeded those of June 1907 by at least 20 per cent. His business has been showing a steady increase each year that he has been running, and even last year he managed to maintain some amount of increase. During the winter, when business was the dulllest they did not expect to push sales to any great extent, since they always expect that during the winter they would stock up, so as to be ready for the fall rush of the ensuing season. In 1907 this fall rush was realized as usual, before the financial conditions had become acute enough to injure business and he regards his experience in June as an indication of a general revival of business, anticipating, under ordinarily good conditions, to have a very successful fall in 1908. Naturally, under the circumstances, there has perforce been some extension of credit, but the general prospects of a good harvest

ended, while the last work inside was completed a week ago by the installation of a fine Karn pipe organ.

Trade conditions here are at present slack, owing to the fact that while there are a number of new buildings of great magnitude under way, schools, churches, and the hospital, they have none of them reached the stage where the hardwaremen, tinsmiths and plumbers get busy. Some firms are reducing their outside staff temporarily, but with the full expectation of having all that they can handle in a month from now.

An important addition to the local industries is just ready to start operations, the Whalen-Bowman machine and repair shops, which are located on what is known as Island No. 2, at the intersection of the Kaministiquia and McKellar Rivers. The machine shop, 50 x 75 feet and the blacksmith shop, 40 x 60 feet, are now equipped with all the most modern machinery for doing repair work, especially heavy marine repairs. Jas. Whalen and C. N. Bowman are connected with the Great Lakes Dredging Co., and these shops are primarily intended to take care of the building and repairing of their plant, which is almost extensive enough to require a fully equipped shop to



Northern Hardware Co.'s Neat Store at Edmonton.

in the west, combined with the return of confidence, leads Mr. Copp to believe that as far as his firm is concerned, the business is in a perfectly sound and healthy condition.

This firm was one of the first industries established here, and was to some slight extent assisted by the city, and at that time entered into an agreement with it to employ a certain number of men, increasing these yearly for five years, at which time their indebtedness to the city would be automatically wiped out. This agreement they have carried out to the letter, and have even more than fulfilled all the conditions that were laid down in their contract with Fort William.

J. & T. M. Piper have just completed the roofing and sheet metal work upon the new English church here, the last being the metal pinnacles on the two towers, which place the finishing touch upon this seventy thousand dollar building. It has been in use for some months but the outside work has only just been

handle their work alone. The new plant, however, has been laid out with the idea of catering to the marine trade so that vessels need not be compelled to run to Duluth, or to some port on the lower lakes, for even extensive repairs. They intend ultimately to build a dry dock, where the largest of the Canadian lake fleet may be docked, but at present their dock will only be sufficiently large to handle the smaller vessels and the tugs.

J. R. L.

EDMONTON.

July 16.—Amongst the many splendid hardware stores in western Canada that of the Somerville Hardware Co., Edmonton, will easily hold its reputation as being in the front rank with few competitors for premier honors.

Back in 1902 John Somerville and his sons, John, junior, and F. B., came to Edmonton from Portland, Oregon, and took over the small hardware business

of W. H. Parsons & Co., which they rapidly developed until new premises were necessary. In 1907 they were joined by the Marshall Wells Co., in forming the Somerville Hardware Co., and erected a \$30,000 two-storey building, 50x140 feet, with a full basement, and, in addition, a warehouse on the railway siding. The basement is used for storing heavy goods, and the first floor for the retail department and the offices. The upper floor is used by the wholesale department, the firm being local agents for the Gurney Foundry Co., Toronto, and Brandram-Henderson, Limited, of Montreal. The store is one of the finest in the city, and in the evening is brilliantly lighted by six powerful arc lights. In the centre, divided from the store by frosted glass partitions, are the offices, large, airy and lighted by a large skylight shaft extending to the top of the building. Entering from First Street the visitor is struck by the bright appearance and the large extent of the store, some idea of which will be gained from the accompanying illustration. Five large silent salesmen are grouped immediately inside the entrance, displaying cutlery, silver plate, nickelware

British Columbia

Experiments on Effect of Beer on Concrete—Plenty of Furnace Work at Vancouver—News of Stores in Various Parts of the Province.

ROSSLAND.

July 18.—Expansion has marked the business of the H. S. Wallace, Limited, of Rossland, which was established four years ago. He is one of the pioneers of that city, and was the second mayor of Rossland, filling the office in 1898. He left the city for a time and was in Camborne, but returned to Rossland and embarked in his present business. The ground premises are 60x100 feet, and contain 6,000 square feet of floor space. A short time ago the dry goods stock of Hunter Bros. was purchased, and this is housed in the building adjoining. The new premises have been remodelled and

though the prospects are good. The trade was such last winter that no stocks to speak of were carried over, so that there is nothing to interfere with a good start with the fall business. On the whole there has been an average trade, while some dealers state that business was almost brisk. In Vancouver, every new house has a furnace, and many new houses are going up. When these are erected in summer, the pipes are put in and the furnaces often installed later, so that the time is about to come when furnace men will be getting busy. There is a fair business in those cities of the province where gas is installed for fuel purposes, but as only three or four are included in this list it is not a big business for the wholesaler. A month ago a demonstrator was here to show the virtues of gas burners. It is an encouraging feature, too, that the Vancouver Stove Works notes an improvement. This company does custom work, making a specialty of builders' hardware. In this line it is, of course, brisk.

General business conditions in the hardware line are good, even in comparison with those of last year. There are



Views of the Hardware and Housefurnishing Departments of the Somerville Hardware Co.'s Fine New Store at Edmonton.

and small hardware. Shelves and drawers of hardwood line the walls behind the long counters, and the centre of the store is occupied by a large display of stoves. A cash carrier system gives easy communication between the office and the salesmen.

Another of Edmonton's fine hardware stores is that of the Northern Hardware Co., who began business in 1906 and have made rapid strides in building up a substantial trade. The firm is composed of three experienced business men, Messrs. Wilson, Dewar and McKinnon, who have shown good judgment in their choice of a location and in the stock they carry. Their store, as will be seen by the picture, is both roomy and systematically kept, the best use being made of a narrow frontage. Modern fixtures adorn the floor and walls and an elevated platform raises the stoves and ranges above the level of the floor. The company are local agents for the McClary Manufacturing Co. at Edmonton. W. W.

a connection cut between the two buildings. New fixtures are being added, and a traveling cash system installed. Some of the leading lines carried are fine china crockery, glassware, wall paper, paints, books, stationery, a "home goods" department that contains kitchenware and other articles; besides the dry goods and housefurnishings in the other building, which has about 3,000 feet of floor space. Considerable attention is paid to the painting and paperhanging department, which is under the charge of George McLellan. Mr. Wallace supervises all the departments and looks after the accounting and financial end of the business.

R. B.

VANCOUVER.

July 18.—The stove trade here has been rather quiet during the summer,

large outward shipments, and the continued activity in building gives a trade that is found in few cities in the west. Plumbers and concrete men are also finding things favorable. In the line of concrete, one of the men in the business related a peculiar incident to your correspondent, showing the deleterious effect of beer even on this solid substance. He put in a concrete floor, not a sand and cement, but the most solid kind, the object being to prevent leaks. It was found that where beer has been on the concrete for any length of time the floor crumbled, so a test was made. Three sections of concrete were made out of the best material, and waterproofed, one being left in the air, one placed in water and the other placed in beer. The first two were absolutely unaffected, but the latter was rendered so that it could be crumbled like soft sand.

The Vancouver Construction Co., a subsidiary company of the Victor Cement Block and Machine Co., is erect-

ing a \$25,000 block on Westminster Ave. This latter company manufactures cement blocks, and those interested see the advantage of doing something in the building line. Another firm branching out is that which has been known as the Perfection Cement Block Company. The new name will be the Concrete Engineering & Construction Company, and as the name indicates, engineering and construction will be taken in hand. Offices have been secured at 441 Homer Street.

With Prof. J. G. Davidson, Ph.D., who occupies the chair of physics in the Royal Institute of Learning in this city, lies the origin of the idea to save mineral values out of the fumes from smelters and chemical works. While engaged in degree work in the University of California eighteen months ago, the principle of precipitating the solid and liquid particles from gases by electric discharge. He published a treatise on the subject, and the commercial possibilities of the invention were at once appreciated by men interested, who formed the International Precipitation Company and subsequently developed the idea and exploited it. Dr. Davidson did not have to do with the development, but the method has proved such a success that out of consideration of him having first suggested it, the company has given him the Canadian rights. An average of five per cent., going as high as 10 per cent., of values escape in fumes from smelters, and this invention will effect a great saving, as the cost of installation is nominal and that of operation very cheap. The Chemical Works at Victoria is installing the necessary apparatus, and the officials at the C.P.R. smelter at Trail have the matter under consideration.

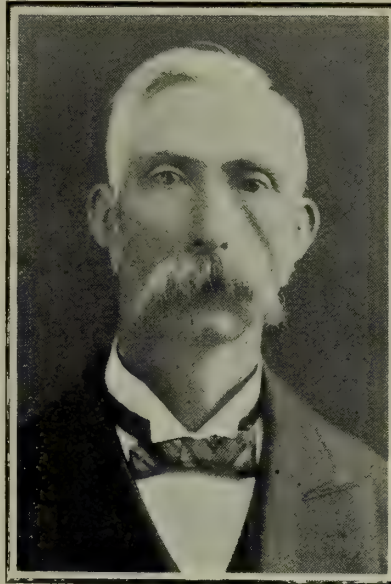
New Westminster is about to construct a new steel bridge across from that city to Lulu Island, and will call for tenders as soon as the amended plans have been received from the engineer, J. A. L. Waddell, in about another week. Mr. Waddell is the expert from Kansas City, who was engaged by the city council of Vancouver to prepare a report and plans for the three big bridges across False Creek. Mr. Waddell will prepare for New Westminster plans of different styles, of a bascule and swing, and also show what extra cost there will be to provide for railway traffic over the structure.

The North Vancouver Hardware Co. is keeping pace with the progress of the growing city on the north shore of the inlet. Two new departments have been added recently, namely, electrical fixtures, wiring, etc., and plumbing.

A test of some of the bricks made by the B. C. Pressed Brick Co., which has its works located at Steveston, was made by S. Jarrett, building inspector. This is a sand-lime brick, and the following 5 tests were made: No. 1, initial rupture, 40 tons, crushed at 49 tons; No. 2, initial rupture, 45 tons, crushed at same, no resistance being shown; No. 3, initial rupture, 46 tons, crushed at 47½ tons; No. 4, initial rupture, 57½ tons, crushed at 60 tons; No. 5, initial rupture, 52½ tons, crushed at same.

A deputation appointed by the B.C. Lumber and Shingle Manufacturers visited Calgary last week to confer with lumbermen from the prairie provinces. On their return, they report that the industry is on the eve of great activity. The retail yards in the Northwest are

depleted of stocks and farmers are letting everything go in their preparations for the crop, which promises to be very large. A surprise was shown



W. H. Morton, Nanaimo.

by the figures of the official log scaler for June. With the dullness in the industry it was fully expected that the amount of logs scaled would be lower than in June of last year, they totalled 37,547,000 feet, or three million feet more than last June. This is accounted for by the fact that better work is being done at less cost. A year ago, wages were high and men scarce, but any man who does not do his best now is looking for a job. Still, a prominent logger stated this morning that operations were very quiet and that one man had shut down his camp last week and would not re-open until conditions warranted. Prices range from \$4 to \$9, and while good mill logs are always easy to sell, the market is such that the buyer can take his pick of the best.

Building is still proceeding apace, which means good business for the hardware man and the allied trades. For the first week in July, \$35,000 worth of permits for what might be called the smaller buildings the cost of which do not exceed \$5,000, were issued. Excavation has been started for two large blocks on Pender St. on diagonal corners, while on another corner at the same location, the B.C. Permanent has two storeys up of a large office structure. The Vancouver General Hospital proposes the erection of a wing to cost \$18,000, and a new nurses' home, to cost \$15,000, is being contracted for. The Bank of Hamilton is erecting a three-storey building on Powell St. that will have a frontage of 125 feet. These are only the newer buildings.

R. B. B.

NANAIMO.

July 14.—W. H. Morton, who has been in business in Nanaimo for over 20

years, emigrated from his native home in Scotland in 1871 and settled in San Francisco, going via New York. After living in many of the Pacific Coast cities he finally settled in Nanaimo, entering the employ of J. H. Place, whose business he took over in 1888. This was the nucleus of the present extensive hardware business of which Mr. Morton is the head.

Mr. Morton takes an active interest in public matters, being an alderman of the city for nine years, one of the prime movers in fraternal and charitable circles and is at present president of the local Retail Merchants' Association.

J. P. S.

REVELSTOKE.

July 16.—The hardware trade here has bright prospects for the fall as there is every hope of railroad traffic increasing and there being more money in circulation as a result of this year's big harvest.

William McRae, manager of the Lawrence Hardware Co., of this town, was born in Cape Town, South Africa, Aug. 22, 1861, of Scotch descent, and his father, who afterward was a Presbyterian minister in Manitoba, did the photographic work for the Livingstone expedition into South Africa.

Mr. Lawrence came to Canada with his father in 1872, receiving his business training with J. H. Ashdown Hardware Co., Winnipeg, of which his brother is at present manager. He migrated to B.C. in 1897, starting in the hardware business at Revelstoke in 1898.

In 1905 an incorporated company was



Wm. McRae Lawrence, Revelstoke.

formed to take over the business and Mr. Lawrence now has one of the most up-to-date and best equipped hardware stores west of Winnipeg.

J. P. S.

HARDWARE TRADE GOSSIP

Ontario.

J. E. Scriben, Tilbury, has sold his hardware business.

The store of James E. Hussey, Melbourne, was burglarized recently by Thos. Curry, an Indian.

E. B. Fewings, of the Galt Electric & Gas Fixture Co., has returned from a trip through the West.

James D. Burns has sold his hardware business at Wingham to Nelson Richardson and Kenneth Rae, of London.

Creditors are asking that the Niagara Falls Heating & Supply Company be wound up. Assets are \$20,827, and liabilities \$48,393.

J. O. Cameron, head clerk for J. S. Moir, Arnprior, has returned to work after several weeks' absence as a result of blood poisoning.

The McClary Manufacturing Company, London, have accepted the exclusive agency for Canada for the Dana food and meat choppers.

A motion has been made to wind up the Canada Turpentine Company, Ottawa and Barry's Bay. Assets are \$77,600, and liabilities \$166,265.

The James Warnock Co., Galt, has gone into liquidation, and the creditors will meet on August 5. The company is one of the oldest manufacturers of axes and edge tools in Canada.

E. B. Kelly, sales manager Penberthy Injector Company, Windsor, was in Toronto this week on his return from a trip to Quebec Province. He also spent a couple of days at his old home at Picton.

The Metal Workers' Union, Toronto, have secured a decision from the Privy Council in England, reversing the judgment of the Ontario courts of ordering \$7,500 damages to the Metallic Roofing Co., Toronto, for injuries to their business sustained during a strike a couple of years ago.

Chas. R. Hubbard, of E. C. Atkins & Co., saw manufacturers, Hamilton, was in Toronto on Monday. Mr. Hubbard says the machinery is practically all installed in their new plant and the factory will be in operation within a month.

Frank Heaven, representing T. S. Hall, manufacturer of cooking utensils, Bristol, England, is spending a fortnight in Toronto looking into the possibilities of developing a trade in Canada for his lines. Mr. Heaven will visit Winnipeg before returning to England.

The Dominion Iron Founders' Defense Association has been organized to work in labor troubles along lines similar to those of the Stove Founders' National Defense Association of the United States. The officers are: President, John H. Tilden, Hamilton; Secretary-Treasurer, T. W. Kirby, Guelph, with a Conference Committee consisting of F. Clare, Preston; John H. Tilden, Hamilton, and T. W. Kirby, Guelph.

Quebec.

J. C. Irving, Manitowaning, Ont., has been visiting hardware circles in Montreal.

W. T. Humphries, of Park Hill, Ont., has been visiting Montreal hardware circles.

H. Vallier, H. B. Carbray, J. A. Bureau, of Lewis Bros., Montreal, are spending a week in Quebec.

B. J. Hubert, of the Stanley Works, New Britain, Connecticut, passed through Montreal on his way to Quebec.

C. F. Smallpiece, Lewis Bros., Montreal, accompanied by G. W. Ecclestone, of Bracebridge, Ont., is spending a week in Quebec.

The Canada Paint Co., Montreal, is being represented at the Quebec Tercentenary celebrations by their secretary, Sir Henry M. Pellatt.

George R. Nimmo, W. D. Hamilton, Louis N. Dansereau, W. N. Newton and Albert LeBlanc, of the traveling staff of the Canada Paint Co., Montreal, have been in Montreal this week visiting headquarters.

C. Dodderidge and J. A. Demers, of Lewis Bros., Montreal, are making Quebec their headquarters for the purpose of welcoming customers of the firm who may be visiting the city for the celebrations. J. T. Smith, of Lewis Bros., is also at Quebec.

Western Canada.

Samuel Schwanz, of Schwanz Brothers, Rocanville, Sask., was in Winnipeg last week.

C. D. Waldon, of the Pease-Waldon Co., Winnipeg, returned last week from a flying business trip to points in Alberta.

Wood, Hall & Davidson, Calgary, have established a branch of their metal working tinsmithing and heating business at Lethbridge.

Chas. M. Scott, manager of the Hingston-Smith Arms Co., Winnipeg, went West early in the week on a short business trip.

The Record Foundry & Machine Co. have moved their Winnipeg branch from Princess Street to Henry Avenue, where they have larger and more convenient warehouse accommodation.

The staff of the J. H. Ashdown Hardware Co., wholesale department, had a pleasant outing on the afternoon of July 18. The occasion was the annual picnic held this year at Riverside Park.

J. Payne, recently with McLennan & McFeeley, Vancouver, has taken over the business of the North Vancouver Hardware Co., and departments and plumbing and electrical fixtures have been added to the firm's business.

J. H. Hawk, of the Moose Jaw Hardware Co., Moose Jaw, Sask., was in Winnipeg last week attending the Exhibition and visiting the wholesale houses. In conversation with Hardware and Metal, Mr. Hawk reported that fall business prospects in Moose Jaw and vicinity are very bright.

Trade Announcements

Catalogues, booklets and other printed matter issued by manufacturers, jobbers, etc., for distribution to the retail trade will be reviewed in this department. Senders of catalogues, etc., for review should draw attention to new lines and retailers, when sending for samples, etc., should mention this paper to show that they are in the trade.

Tapes and Rules.

Measuring tapes and rules of every description are pictured and described in "Catalogue No. 8," just issued by the Lufkin Rule Co., Windsor, Ont. Steel tapes in all kinds of boxes and handy contrivances, surveyors' chains, steel and wooden rules, from vest pocket size to any length desired, are some of the things described. Flat rules, round rules, square rules, all kinds of rules; lumber gauges and many other useful and handy instruments related to the rule family are set out in picture and verse. A card sent to the company's office at Windsor by any hardwareman will bring a copy of this fine catalogue.

A Striking Hanger.

A neatly-colored banner hanger is being sent the trade by the Ontario Lantern & Lamp Co., Hamilton. It depicts the "Banner" burner and lantern, every one of which is fully guaranteed. A new feature of the lamp burner is the glass cone which enables the burner to give more light while at the same time reducing the oil consumed. The pictorial representations of the burners and lantern show the brass work in a coloring of yellow, while the glass cone is set off in white, thus enabling a person to see at a glance the distinctive points. Any hardwareman who has not already received one of these hangers may obtain one by dropping a post card to the offices of the company.

The "Sask-Alta" Range.

Just fresh from the printers' hands is the McClary Mfg. Co.'s new catalogue descriptive of their newest idea in steel ranges. The first "Sask-Alta" was made at the company's plant in London last September, though a year previous to that the new range had been planned. Designed especially for western homesteads, the makers were at a loss for a name until after a contest had been held in which 20,000 competitors entered, the judges decided on the name "Sask-Alta." The materials used in this range are as near perfect as possible. It is put together by skilled mechanics, it stands rigid inspection, and was put to a six months' severe test before the first range was put on the market. Copies of the catalogue may be had by writing to any branch warehouse of the company.

The Dominion Government has voted \$10,665,721 for public works throughout the country, mostly for public buildings. These latter total 209, divided as follows: Quebec, 50; Ontario, 82; New Brunswick, 10; Manitoba, 12; Nova Scotia, 15; Saskatchewan and Alberta, 20; British Columbia, 17; Prince Edward Island, 1.

BUILDING AND INDUSTRIAL NEWS

For additional items see the correspondence pages. Information is solicited regarding building and industrial news, the incorporation of companies, establishment or enlargement of mills, factories or foundries, municipal water works and sewerage systems, railway or mining news, etc.

Industrial Development.

The Canadian Silk Co. will erect a \$10,000 factory at Toronto.

The G.T.R. propose erecting a \$150,000 carshops and repairing plant at Barrie.

The Martin & Stanworth Co.'s stone-cutting plant at Port Arthur is being enlarged.

The McKay Mine, at Sydney, C.B., is closed while new machinery is being installed.

The C.P.R., it is rumored, will take over the plant of the Algoma Steel Co. at Sault Ste. Marie.

Owing to the rapid growth of the city the Calgary municipal lighting plant is being enlarged.

The Carbolinium Paving Co., Vancouver, is removing its plant from that city to New Westminster.

The Canadian Independent Telephone Co., Toronto, shipped an automatic telephone equipment to Lyons, France.

Dunbar & Sullivan are building a dynamite factory on an island in the Detroit River opposite Amherstburg.

The Malcolm Lumber Co., Fairview, B.C., has taken over the Telford Lumber Co.'s plant and installing a modern mill.

The Lennox Furnace Co., Marshalltown, Iowa, will establish a branch in Canada, either at Winnipeg or Fort William.

Mr. Webb, an American inventor, is trying to form a company at Orillia, Ont., to manufacture a patent curtain pole.

The Thorold, Ont., smelter is now treating between fifty and sixty cars of ore every week. It may later on increase operations.

The Brantford Emery Wheel Co. is a new concern starting in Brantford. A new plant is being erected and new machinery installed.

The Vulcan Portland Cement Co. are establishing works at Longue Pointe, Que., which are said to be the largest in the Dominion.

Eugene DeKleitz, Buffalo, N.Y., is looking over Berlin and Guelph preparatory to building a Canadian branch piano-making factory.

The reorganization of the Dominion Iron & Steel Co. is planned, and President Plummer has gone to Europe to confer with capitalists there.

J. T. Shadforth, Victoria, is authority for the statement that large steel works, employing 1,000 men, will be established this year on Vancouver Island.

Iron ore running 60 per cent. to the ton has been found in the Laurentides, within 100 miles of Montreal, and large steel works at the latter place are hinted at.

The new Prague Flour Mills, Moose Jaw, will be enlarged from a 300 to a

1,000 barrel mill. A new elevator and a new oatmeal mill will also be erected by the company.

The Lake Superior Corporation's rail mill at Sault Ste. Marie has been closed again for a time. The steel plant, however, is being operated to capacity, and the pulp mill has much work ahead.

Railway Construction.

The C.P.R. will build a line from Calgary to Lethbridge.

The Algoma Central is building a five-mile spur to the Superior mine.

The C.P.R. are erecting a bridge across Highwood river, at Menton, Man.

The Moose Jaw-Lacombe section of the C.P.R. will be completed this fall.

The Canadian Northern is busy at Saskatoon connecting up its branch lines there.

The G.T.P. from Winnipeg to Battle River, 675 miles, is completed and ready for traffic.

The Dominion Government has voted \$100,000 to survey and locate the Hudson's Bay Railway.

The Canada Public Service Corporation, an American concern, proposes to buy the Montreal Street Railway.

D. A. Rankin, Spokane; Freberg & Stone, and Boie Bros., & Moram, Idaho, have sub-contracts on the G.T.P. in British Columbia.

It is likely that the Canadian White Co., Montreal, will get the contract to build the mountain section of the G. T. P. between Edmonton and Prince Rupert.

John Haggerty & Co., Victoria, have the construction contract of the first ten miles of the Hudson Bay Pacific Railway. This new road will be 1,450 miles long from a point on Hudson's Bay to a port on the Pacific.

It is understood that the Central Railway Co., which has a charter for construction of a railway from Montreal to Midland, has succeeded in placing \$11,000,000 worth of bonds in London, and will begin construction shortly. It is said the contract to build the road has already been placed with the Dominion Engineering Company, Toronto.

Building Notes.

A new school will be erected at Port Arthur.

Jos. Power will erect a \$20,000 warehouse in Toronto.

J. J. Walsh, Toronto, will spend \$10,000 on new residences.

A \$25,000 block will be built on Westminster Ave., Vancouver.

A \$16,000 building is to be erected on Seymour St., Vancouver.

At St. Johns, Que., military buildings costing \$17,500 will be built.

On Montreal's customs house \$5,000 will be spent on improvements.

A new bank building to cost \$8,000 will be erected at Belmont, Man.

A large new collegiate institute will be erected next year in Brantford.

Work is being pushed on St. Helen's new \$75,000 Catholic Church, Toronto.

The new Y.M.C.A. building at Woodstock, Ont., will be ready in September.

Repairs costing \$50,000 will be made to the examining warehouse at Montreal.

A new school to replace the one destroyed by fire will be built at Bury, Que.

A new public school and a Methodist Church are being erected at Lumsden, Sask.

The Broadway School, Woodstock, N.B., was totally destroyed by fire. Loss \$15,000.

At Pointe St. Charles, Que., a new sub postal station to cost \$10,000 will be built.

A new Zion Evangelical Lutheran Church costing \$18,000 is being built at Stratford.

Tenders are called for the erection of a new \$10,000 Catholic Church at Vernon, B.C.

Tenders will soon be called for the erection of a new \$12,000 post office at Glencoe, Ont.

Additions and improvements costing \$9,000 are to be made to the Thistle Rink, Hamilton.

Atkinson & Hall, Seattle, have the contract for the new \$22,000 Drost Block, Vancouver.

Municipal Improvements.

New sewers are being constructed in Perth, Ont.

A sewerage system is suggested for Kincairdine, Ont.

A number of water pipes are being laid at Saskatoon.

Work on Sherbrooke's waterworks system is progressing.

Work is being pushed on Guelph's new \$120,000 waterworks system.

A number of water mains were ordered to be laid in Vancouver.

Waterloo's new \$30,000 sewage disposal plant has been completed and is now in operation.

The tunnel under the bay, in connection with Toronto's waterworks system, is now practically open.

Lindsay, Ont., is considering spending \$10,000 for waterworks purposes. The Ozone Filtration System will be given a trial.

The ratepayers of Fort William will on Aug. 5 vote on a by-law to spend \$95,000 on improving and extending the waterworks system.

Regina ratepayers will vote on a by-law on July 30 to raise \$250,000 for sewerage extensions and \$50,000 for waterworks extensions.

Hardware and Metal Markets

(For detailed prices see Current Market Quotations, page 99.)

MARKETS IN BRIEF.

Montreal.

Iron—Unchanged.
Tin—Increase of 50c.
Copper—Firm.
Spelter—Still at \$5.
Lead—No change.
Steel Goods—Cut of 5c.
Stove Bolts—Now 80 and 12½.

Toronto.

Iron and Steel—Slightly easier.
Tin—Up ¼c.
Copper—Firm and steady.
Spelter—Down and up.
Lead—Firm.
White Lead—Spasmodic.
Turpentine—Now 59c.
Linseed Oil—Unsteady.
Tar and Roofing Material—Decline 15c.

MONTREAL HARDWARE MARKETS

Montreal, July 24.—This week has not fulfilled the promise of the previous one, and trade has been on the quiet side. The Quebec celebrations have undoubtedly had their effect upon business. Many dealers have taken advantage of the opportunity and are spending their holidays in the historic city, while a large number of travelers are also there. This distraction, combined with the mid-summer dullness, has naturally made things quiet. Weather conditions have been much more favorable to the farmers. Heavy rains, while too late to help the hay, have done an immense amount of good to the grain crops, and Eastern prospects have been greatly improved thereby.

The real fall campaign has not yet started, and autumn lines have therefore not commenced to move in any decided volume. Sorting up orders monopolize the trade, and these, as we have said, are on the light side. Hose, nozzles and sprinklers, which have proved such fine sellers, have now fallen off, owing to the rain, and are moving but slowly. Beyond an improvement in guns and ammunition for future delivery, there has been little stimulation in the booking ahead. Dealers are apparently waiting to make certain that the crops, both in the East and the Northwest, are as good as the forecasts anticipate, until they depart from the conservative attitude they have maintained so long. There is no doubt, however, as to the improvement in the industrial activity, and when the crops fulfill all hopes there will be no room for hesitation.

Prices are about the same. Stove bolts have been reduced, but no other important alteration has yet been notified. Jobbers continue to have the utmost confi-

dence in the autumn trade, and travelers also are imbued with the same spirit.

Builders' Hardware—Fair sorting up trade is being done. Building is very active in outlying districts, and dealers report a good demand. In the city conditions are not so favorable, but a stimulation is expected in the autumn. Lock sets, escutcheons, sash lifts, bolts and butts are in most prominent call.

Harvest Tools—Hay carriers, slings, rafter brackets, harpoon forks are in fair sorting up demand. The rain has come too late to improve the hay yield, but the crops generally are above the average. Reaping hooks and binder twine are in fair demand.

Summer Goods—With the advent of the rain the demand for hose, nozzles and sprinklers has greatly fallen off. This has been a great season for these articles, many jobbers being practically cleaned out at times. Food cutters are moving well, but household utensils are still dead and will probably remain so until the end of the summer approaches. Enamelware for camps continues to move steadily.

Sporting Goods—Orders are being stimulated for guns and ammunition, but apart from this the demand for general goods is quiet. Fishing tackle continues to be the most prominent of the other lines.

Preserving Goods—Apple parers are moving fairly well, but the other lines are somewhat slack this week. Repeat orders for fruit presses, jars and kettles are steady.

Wire Goods—A scarcity of wire hat and coat hooks is reported. A heavy call has been occasioned by the cutting of price to 35c and 40c per gross. Gate hooks and eyes are in quiet demand at unchanged prices.

Railroad Supplies—Hamers, spike mauls and shovels are moving steadily. The various construction camps are pushing ahead well, and a good demand in supplies is assured for some time. Small tools are going well as stocks are low, and the demand steady.

Bolts and Nuts—Owing, it is reported, to American competition, stove bolts have been reduced to 80 and 12½. Nuts continue to move steadily at unchanged prices. Nails are in good call. Stocks in dealers' hands are reported light. No change in prices.

Enamelware—The various lines continue to move steadily. Pots and pans for preserving are in most prominent call. Kettles, cups and saucers are moving fairly well.

Screws—The demand continues steady for all sizes. We continue to quote: 85 and 10 off for flat head, bright, 80 and 10 off for round head, bright; 75 and 10 for flat head, brass, and 70 and 10 for round head, brass.

TORONTO HARDWARE MARKETS.

Toronto, July 24.—The summer lull is upon the trade. Travelers are off the road and spending a well-earned vacation. Hardwaremen are themselves spending a little holiday at the various summer resorts, and resting up in anticipation of the coming season. Those remaining in warehouse, office and store are busy doubling up work and away from their regular duties.

No doubt all this will help later on, for the weak points will be discovered and the opportunities for improving business will be shown up. A few jobbers are getting away from regular hardware lines, or rather are adding departments to the regular hardware departments. Clocks, brass goods in fancy designs, besides cut glass and cutlery are now being handled, and they look all right, too, brightening up the dull surrounding stock wonderfully. It remains to be seen what kind of business-getters they will make, however.

Sporting goods have the call just now. Orders for other lines are not so frequent and are small when they do come. General sorting is being done if one can read between the lines of the orders received.

With the exception of tar and roofing material, which have declined 15 cents, there are no price changes. Hamilton made the first cut and Toronto followed. Both are shipping to Montreal at the low rate, and, no doubt, before another week goes by Montreal will be quoting a lower figure.

Summer Goods—Nearly all lines are falling off. Some few screen doors and windows are moving, and hose, lawn mowers, etc., are easing off in demand. Lawn seats, refrigerators, freezers and things of similar nature are better and are expected to be normal for a month yet.

Harvest Goods—Shovels of all kinds and harvest tools generally had a good call. In some cases even samples went to fill orders. There is an easing off now, however, and the farmer is looking for men to handle the tools rather than buying any more utensils for his work. Binder twine is steady in demand.

Builders' Hardware—Nearly normal business is being done, and the demand is more steady in this line than in any other line offering. The lower prices of a week ago continue to rule the market. Mechanics' tools are going out rather freely.

Heavy Goods—With the exception of nails this line is very quiet. Prices are unchanged. Screws are slow and quiet.

Kitchenware—The demand has eased up and except for some enamelware and gas stoves going, very little is moving. Summer resorters are taking there, but the demand will last only a short while.

Sporting Goods—Fine business has been done. Baseball and lacrosse goods are good sellers, but there has been a real big jump at fishing tackle, and not a few guns have gone out, too. Of course that means ammunition as well; fishing rods and lines and tackle, though, are "all the way."

MONTREAL METAL MARKETS.

Montreal, July 24.—The stronger tone noticeable in the metal markets during the past two weeks has been maintained. Although there has been no striking stimulation in the demand, the buying has been more liberal. Part of this is no doubt due to the growing confidence in the autumn trade induced by the prospects of great crops in the United States and Canada, thereby making holders disinclined to cut prices to force a sale, but a larger part is due to an increase in the general demand caused by the greater industrial activity. Of course, the bulling movement in tin has tended to strengthen the markets generally, as copper has become stronger in sympathy, but apart from this influence, which from a stability point of view, is far from being a blessing, there is no doubt that the whole tone of the market is stronger, and this is noticeable locally. Buying seems to be getting heavier, although the improvement is but a slow one. In addition orders are coming in freely, despite the fact that many users continue to maintain the waiting attitude which has so long characterized them, that is to say, they intend to hold off until the success of the harvest and of the autumn trade is assured. The danger of this course is apparent but buyers seem determined to take it.

There is no doubt now that conditions are working for a fine autumn trade in Canada. Apart from the harvest, the railroads and the other great industrial concerns are putting in more time, while so far as Montreal is concerned some very great enterprises, like the new Imperial Locomotive Works, are under way. When it is estimated that Canada has floated nearly \$100,000,000 of new issues in the London market this year it can be understood how confident foreign investors are of prospects in Canada, and how much money there is flowing in to contribute to the progress.

Tin, as we have said, has been undergoing a strong bulling movement in the English market, and this has affected prices in New York and here. The primary market is again easier, but English manipulators having such a command of the metal situation, it is always uncertain what the next day will bring forth. Copper is stronger in the Old Country, but even here there has been so much fluctuation that no dependence can be placed upon figures. The New York copper market, however, continues steady, there being no break in the confidence of the majority of holders. Lead, after a good jump, has fallen back again, while spelter is slow-

ly improving with stronger figures than it has shown since the middle of June. A revision in prices of galvanized sheets is expected locally.

Pig Iron—It looks as if the English market was gradually losing strength, as Cleveland warrants are weaker than they were, being quoted at 50s 3d., a decline of 9d. A reaction of this description has been expected owing to the falling off in exportations to Germany, but still conditions are very good, and there is nothing much as yet to be concerned about. The demand for finished articles, if not quite so strong is steady and prices are at a good level. The various Scotch brands are about the same. In the States there has been an increase in railroad activity, and while the orders are relatively small the improvement is fairly general. Stocks are reported low.

Locally, fair orders are going through, and one or two important contracts have matured. Prices are about the same at Middlesboro No. 3, \$18; Summerlee No. 2, \$20 for carload lots, but this is shaded 25c for 100 tons or over.

Tin—The extensive bulling movement in the English market followed by a natural rise in the United States, has combined with a steady local trade, made quotations higher here. Tin is a very speculative metal, however, and very little dependence can be placed upon it. The closing of a number of the hot mills of the American Sheet and Tin Plate Company has caused some uneasiness, but it is reported that after a few days' idleness they will be running again. The tin plate demand has been very good in New York, and it would be a pity if in the present condition of the market there should be any permanent falling off. Locally, there has been steady trade with promising inquiries for later delivery. With the primary markets in their present condition prices have been raised, and we now quote tin \$32.50 for jobbing lots.

Copper—Copper is stronger in the English market, but prices have so fluctuated from time to time that this has not had the effect upon figures that it would have had otherwise. Prices remain firm in New York with a tendency to become higher. Exports to Europe show a falling off which is unfortunate but the home demand is improving. The strength of copper apparently largely lies in the decreased production for the year. According to reports the production of copper in the United States, Canada and Mexico was 79,431,732 for June compared with 96,123,030 for the same period last year. The returns for July, so far as Canada is concerned, will probably be greater, as the home mines have been working at good pressure. Locally, the trade has been fairly strong with nothing special to note. Prices are firm at 14c.

Spelter—Spelter has been steadily strengthening since the commencement of the month, and it would appear as if

stocks which were very heavy are gradually being worked down. The keen competition for orders has kept the market unstaple but the stronger demand at present has tended to improve the situation. With fair lots going out local prices are firm at \$5.

Lead—Lead continues to fluctuate in the English market, and there is no stability to the metal. There is a slight improvement in the demand locally, but figures continue at \$3.60 for imported pig.

Steel Goods—A reduction of 5c has been notified in the prices of mild steel, sleigh shoe steel, machinery steel, tire steel, and toe calk steel.

Old Metals—Trade continues quiet, and there are no important changes to note. We quote: Heavy copper and wire, 10½c; light copper, 9c; heavy red brass, 9½c; heavy lead, 2½c; wrought iron, \$11; No. 1 cast, \$12; No. 2 cast, \$9.

TORONTO METAL MARKETS.

Toronto, July 24.—A firmer tone prevails throughout the whole range of metals this week, with the possible exception of structural iron and steel, which are somewhat easier. Pig iron and steel billets, however, are unchanged, and the other metals, copper, lead and spelter, have all advanced in the primary markets, though local quotations remain unchanged. Tin has advanced one-half cent locally, which is not at all out of the ordinary, considering the fact that it has gone up about five pounds in England, and that New York has made a sympathetic advance. Spelter which was weak during the past few days has recovered and is now showing steady improvement.

Reports from outside markets show a large volume of business transacted, and the steady and firmer tone prevailing will no doubt conduce to better business all over the country. During the spring and early summer there were spasmodic advances and declines in almost all lines, but just now the prices are slowly firming up and are steady, which is a distinct advantage, for the bane of the metal men is a "runaway" market.

Advices from across the border show a slowly improving tone in iron and copper and this feeling has helped and is helping the market on this side of the line. Inquiry has given place to orders in the iron field and there is more copper and brass being used by the manufacturers.

There are many signs of returning prosperity, both in Canada and the United States. Preferred steel has advanced \$20 a share since the beginning of the year, and most of these are held by employes of the Steel Corporation. Other steel stock has proportionately advanced. The American Car and Foundry Company has taken on 2,000 men and has orders on hand for 1,100 freight cars. A new big steel plant near Vancouver to employ 1,000 men, will begin operations this year. The Granby smelter is spending a quarter of a million dollars on its plant in anticipation of business ahead, and the U. S. Steel Corporation will open a new plant in the Mesaba Range to treat low grade iron ore. The Canada Car Works at

Montreal are turning out 20 cars a day and both the G.T.P. and the J. J. Hill lines are placing orders with this concern for rolling stock.

From all over the continent indications point to a revival in trade. There will be a bumper harvest, both in Canada and the United States and the railways know it. Much credit is due the Erie for starting this industrial revival. The Erie was a down-and-out road some few years ago, but it is showing renewed vigor. Our Canadian lines, too, are well in the van. The C.P.R. and G.T.R. have reopened all their shops and are running full time. New lines are gridironing the country. One is being built from Hudson Bay, 1,600 miles across a new fertile belt to the Pacific, and a new road will be constructed from Georgian Bay to Montreal. The G.T.P. will be running in the west this fall and all the western roads are extending main lines and opening branches and all this because wheat is king on this continent and rails and cars are needed to carry the king, and iron and steel are needed to build the cars.

There are industries using other metals which are also showing improvement. Tin is at present the feature. Some large orders of sheets for Canadian industries were imported recently. Brass and copper are more in demand and lead and spelter are coming along very well.

Pig Iron—Orders are supplanting inquiries, and though as yet no large ones are placed, the industries using this line are reopening and increasing their output from day to day. It is but a matter of time, therefore, until the market rights itself. The low prices now prevailing have induced some buying, but not to the extent anticipated. No doubt after the summer lull there will be something doing. Stocks are none too large at present. However, compared with the beginning of the year, there is a very marked improvement. Local quotations remain as last week, although a little weakness is shown in some United States centres. Cleveland No. 1, Summerlee No. 2, and Middlesboro No. 3, are at \$20.25, and No. 2 Canadian foundry, \$18.75.

Tin—The bright particular metal of the week is tin. It has been going up and up in England until a total advance of about £5 has been noted. New York has followed the lead, and the Canadian markets are in the trail. Locally quotations have advanced one-half cent and are now \$32 to \$33.

Copper—Firming up with no declines, as was the case a month ago, and with quotations locally at 13½c. to 13¾c., (the same as last week) is the position of this metal at present. America is taking more of this line, which does not allow of so much for export.

Lead—Unchanged at \$3.65 locally, but with outside markets advancing slowly. A fair trade is being done, but not so much as in other lines.

Spelter—After being firm for a time, spelter declined towards the end of last week. It has, however, strengthened again and is at last week's quotations, \$5.10.

Plates and Sheets—Importations have been made by Canadian houses for the fall and winter trade. It is not likely there will be any changes for some little time, as buying is rather quiet just now.

Old Materials—A quieter tone rules the market, no doubt due to the warm weather. Metal men report increasing stocks, but no changes in prices, except that rubber while remaining at last quotation, is somewhat easier. Heavy copper and wire are 11c; light copper, 9¾c; heavy red brass, 10c; heavy yellow brass, 8½c; light brass, 6c; heavy lead, 2½c; zinc, 3c; No. 1 wrought iron, \$9; stove iron, \$10.50; machinery cast iron, \$14; rubber, 6½c.

U. S. IRON TRADE.

Cleveland, July 23.—The Iron Trade Review says: The improvement in the marketing of iron and steel products is coming slowly and without the accompanying spectacular features attributed to it by over-zealous optimism. The gradations of change from week to week are not large. Though it is not an uncommon expression of belief among iron and steel men that the point of least activity has been passed, there is no disposition to conceal the expectation that the industry has yet to go through a long and severe process before accustomed vigor has been re-established.

Much of the business that is sustaining the operations of the mills at the present time is in the shape of small orders, which under normal conditions might have been overlooked in the rush for the larger contracts. Bright spots may be found in more directions than appeared 30 days ago, but much that is unsatisfactory still obtains. The agricultural prospect continues bright, and, in its effect on the wire products trade, bars, car repairing and pig iron specifications, is responsible for substantially improved conditions.

THE SITUATION IN THE WEST.

The Western Viewpoint by our special correspondent.

Winnipeg, July 18.—A week of fine weather with one day of much-needed rain has advanced the crop to a simply surprising extent. During the week, the second vice-president of the Canadian Pacific Railway, together with the heads of the big milling companies and the editors-in-chief of Winnipeg's daily papers have made a tour of 1,726 miles, and the report indicates a crop of over 120 million bushels of wheat. It is at least a month yet to general harvest, and many things may happen in that time, but up to the present hour the conditions under which the crop is growing have been the very best that could be asked for. The growth has been strong and the heads are well formed, long, and in full bloom. Having carefully rapped on wood your correspondent feels like saying that a good crop is now practically assured.

Exhibition week is generally considered an excellent barometer for trade conditions in the country and though the fact of the fair at Brandon being held on the same dates as the Winnipeg exhibition had an effect on the attendance from country points, there was a very general round-up of country merchants in the city, and there is but one opinion and that is that the outlook is excellent for fall trade.

The demand for real estate, while it is not active, is healthier than it was three months ago and there is a steady if not a very large stream of British capital seeking investment in the Canadian west. One of the events of the week was the formation of an association of real estate dealers throughout the west. If this association materializes along the lines on which it has been organized, there is no doubt that it will not only help to sell real estate, but it will be a very wholesome check on the boom element which has done mischief in the past. The men at the head of the organization are experienced and reliable, and excellent results are looked for.

It is too early yet to give a definite expression of opinion as to the Grain Act, but there is no doubt that a large number of farmers will be seriously disappointed at the Government not assuming control of the terminal elevators. Just at present, however, the majority of farmers are too busy preparing to harvest their crop to give much attention to Grain Acts or any other acts, for that matter.

THE STOVE PIPE.

In setting up a stove, be sure to see that the stove pipe is of the same diameter as the pipe collar of the stove. It should never be tapered to a smaller diameter, but if the pipe hole in the chimney is not large enough for the pipe required for the stove, the pipe hole must be cut out larger. When this is done and the pipe is inserted it should be provided with a collar which will fit tightly up against the wall and around the pipe. If possible, it is well to cement the pipe into the chimney with some sort of a cement which will not discolor the surrounding wall.

Another important point is to see that the pipe is not pushed too far into the flue. This is sometimes done, so that there is so little space between the end of the pipe and the back of the flue that the smoke cannot rise naturally. To avoid this some men bend a piece of sheet iron 1 in. wide and 5 or 6 in. long, so that a ¼-in. edge turns over the bottom side of the stove pipe, then when it is pushed into the chimney far enough, the other end of this piece of sheet iron is turned down against the side wall to prevent the stove pipe being pushed in too far.

NEW McCLARY LINES.

A new line being introduced by the McClary Manufacturing Company, London, likely to win much favor, is the "Two-in-one Register," a combination of side wall register with a horizontal opening for hot air and a valve which can be shifted forward and backward to radiate the hot air into the room or to the rooms above. It can also be used for a foot warmer or to keep articles of food or pans of water hot.

Another new line is the "Famous" gas heater made of steel with perforated sides and a flat top on which a kettle can be boiled.

Lumsden, Sask., reports a briskness in building, 21 structures, valued at \$86 000 now going up.

PAINT AND OIL MARKETS

MONTREAL.

Montreal, July 24.—Considering that it is now mid-summer, a satisfactory volume of trade is being done, but there is an undercurrent of nervousness as to prospects which will be maintained until the success of the crop is assured. Recent rains in Quebec promise to make a great difference in the yield, the grain growth hitherto having been greatly affected by the drought. Orders are of a sorting-up character, with stocks on the light side. Prices are unchanged this week, although both turpentine and linseed oil are in a very unstable state.

Turpentine—Quotations are far from being firm, and swing backwards and forwards within a radius of about 2c per gallon. There is not sufficient change this week to influence present quotations which are still 59c for single barrels.

Linseed Oil—Abundant stocks and a quiet demand keep the market in a quiet state. Present quotations are very low. We make no change this week, and continue to quote: Raw, 1 to 4 barrels, 50c; 5 to 9 barrels, 49c; boiled, 1 to 4 barrels, 53c; 5 to 9 barrels, 52c.

Ground White Lead—A fair inquiry still exists, but the demand is easily met as stocks, owing to the summer dullness, are beginning to accumulate again. We continue to quote: Government Standard, \$5.35; No. 1, \$5.10.

Red Lead—Ample supplies are again being received, and for large quantities it is probable that quotations are being shaded. The following are still the quotations for small lots: Genuine red lead, in casks, \$4.75; in 100-lb. kegs, \$5; in less quantities, at \$5.75 per 100 lbs.; No. 1 red lead, casks, \$4.50; kegs, \$4.75, and smaller quantities, \$5.50.

Paris Green—The call from Ontario has fallen off, the potatoes evidently being in flower, and beyond the power of the potato bug to work any mischief. Orders are still, however, coming in east of Montreal.

White Zinc—There is a slackness noticeable in the call for white zinc, but the market is unchanged. We continue to quote: V.M. Red Seal, 7½c; Red Seal, 7c; French V.M., 6c; Lehigh, 5c; white zinc, ground in oil, pure, 8½c; No. 1, 7c; No. 2, 5¾c.

Putty—Putty is exceedingly quiet, and will probably not display much life for some time. We quote: Pure linseed oil putty, bulk 800-lb. cask, \$1.75; in 25-lb. iron drums, \$2.05; in 25-lb. tins (3 in a case), \$2.15; bladder putty, in barrels, \$1.95.

TORONTO.

Toronto, July 24.—Considering the season, business is very fair. True, orders are not large, but they are frequent enough to keep things moving rather freely. Lead and oil are the lines most in demand. No doubt the low prices now prevailing have much to do with this. There is uncertainty about both these lines also, and a firming up is ex-

pected in the trade. White lead has gone up five shillings in England during the week, and a sympathetic rise is said to be not unlikely on this side of the water. Oil is rather shaky, so far as price is concerned, but it is believed by painters that it will be steadier at a higher price in a short time.

White Lead—Prices are rather demoralized and run all the way from \$5.50 to \$6. Of course there are the various grades to take into consideration. Genuine white lead of first-class quality is quoted at \$6; decorators' genuine, a No. 2 grade, around \$5.75; and Canadian genuine at \$5.50. Other qualities are at \$5.65, \$5.70 and \$5.80, the jobbers handling these lines saying they are just as good as higher-priced lines. Good sales are being made at these figures, but there appears to be a tendency to firm up. English prices have already gone up, and if prices here do not rise no doubt there will be some understanding among manufacturers to keep the prices more steady, for the present condition of the market does not make for the best of feeling that should prevail among the trade. Red lead is steady at \$4.50 for genuine in cask lots, but trading is only normal.

Linseed Oil—Like white lead, price quotations are off color, and cutting is going on. The war among makers is still on, and while there is no big fighting being done, and very little skirmishing—each manufacturer putting the onus on "the other fellow"—yet quotations are very low, lower than oil can be imported. The association price is 55c for single and 54c for raw in five-barrel lots, and 57c for boiled, but one house at least is quoting lower than this.

Paris Green—In 25 and 30-pound packages this line is fairly active. The season is advancing and jobbers do not expect any large orders. Prices remain as at last quotation, 25¾c in drums, and 24½c in barrels. Very few barrels are moving.

Turpentine—Little business has been done during the week. The low prices of a week ago, 59c and 60c, continue, and all jobbers are now quoting these figures. No immediate change is expected either in price or in the volume of trade being done until September, although it is not wise to prophesy.

Glass and Putty—The summer calm is on and business is pretty quiet. A revival will not come until the fall, when builders will be seeking to have structures now erecting closed in. The repair man, too, will not be seeking glass until the fall of the leaves, warns him that winter is at hand. Putty is also quiet. Bulk in barrels is at \$1.65, and bladders in barrels remain at \$1.90.

Stains and Varnishes—Pure orange shellac at \$1.95 per barrel, and pure white at \$2 per barrel, continue to be the quotations as they were last week. Business is fair only. No doubt the warm weather is knocking the interest out of this line, as it is doing in all other lines.

Condensed or "Want" Ads.

AGENTS WANTED.

This is the problem of many manufacturers who are anxious to get a foothold in Western Canada. It will be easily solved if HARDWARE AND METAL is given the opportunity to solve it.

CUTLERY—Canadian Agent wanted by well-known Sheffield cutlery house. Commission basis. Address Box 731, HARDWARE AND METAL, Toronto. (29)

WANTED in every town and village, a representative to take charge of the circulation of our various publications:—Hardware and Metal, Canadian Grocer, Financial Post, Plumber and Steamfitter, Dry Goods Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery, and Busy Man's Magazine. Good financial standing and business connection a strong recommendation. Just the position for a retired business man for his spare time. The MacLean Publishing Company, Limited, Toronto.

FOR RENT

FOR SALE—Automobile Runabout, \$400. Thoroughly overhauled. Box 175, Hamilton. (31)

LITHOGRAPHY

HIGH CLASS COLOR WORK; Commercial Stationery, Posters. The Hough Lithographing Co. Limited, Office—No. 3 Jarvis St., Toronto, Telephone, Main 1576. Art, Good Workmanship; Business Methods.

MISCELLANEOUS

IT PAYS FOR ITSELF.—The money you are now losing because you haven't a National Cash Register would pay for one in a short time. The National Cash Register Co., F. E. Mutton, Canadian Manager, 129 West King Street, Toronto, Ont.

7,217 NATIONAL CASH REGISTERS were sold during May 1908. That's 2,047 more than was sold during May 1907. The National Cash Register Co., F. E. Mutton, Canadian Manager, 129 West King Street, Toronto, Ont.

SITUATIONS WANTED.

Travellers, clerks, or tinsmiths, wishing to secure new positions, can engage the attention of the largest number of employers in their respective lines, by giving full particulars as to qualifications, etc., under "Situations Vacant."

SITUATION WANTED by practical tinner as traveller for stoves, furnaces, tinware, paints, oils, or hardware, etc. Have been in the retail business. Box 732, HARDWARE AND METAL, Toronto. (30)

SITUATION WANTED BY A BLACKSMITH as a traveller for horse shoes, steel and iron bars. Can furnish the very best of references. Can speak both English and French. Oliver Lefebvre, Killaloe, Ont. (32)

MANAGER FOR RETAIL HARDWARE STORE and tinware business will be open for engagement Sept. 1st, or sooner if necessary. Capable of estimating plumbing, hot water and hot air heating, roofing and tin work. Satisfactory reasons and first class references as to character and ability. Southern Alberta preferred. Box 738, HARDWARE AND METAL, Toronto. (32)

SITUATIONS VACANT.

You can secure a "five-thousand-a-year" manager, or a "five-hundred-a-year" clerk, by stating your wants under "Situations Vacant."

SALES MANAGER.—Good position for energetic young man, not afraid of work. Good prospects for advancement. Must know both languages, be good correspondent and willing to learn details of business. Answer in own handwriting, stating age, business training and experience, and salary expected. All correspondence confidential. Box 734, HARDWARE AND METAL, Toronto.

WANTED.—TWO GOOD HARDWARE MEN with not less than five years' retail experience. State wages and who you have worked for. Box 736, HARDWARE AND METAL, Toronto. (30)

Petroleum—Prime white petroleum continues at 13½c; water white, 15c, and Pratt's astral 17½c. Benzine is 15½c per gallon in barrel lots and motor gasoline is 17c, ½c lower than last quoted. All prices are ex Toronto.

WESTERN CANADA HARDWARE MARKETS

Corrected by telegraph up to 12 noon Friday, July 24, Room 511, Union Bank Bldg., Winnipeg.

Business is still steadily recovering from the stagnation which overtook it a few months ago and the outlook is improving every day. A rush of business this fall may be expected as cautious dealers who are still carrying low stocks will be forced to obtain their goods in a hurry when they are required a little later.

The crop prospects are the best in the history of the country. A heavy rainfall last week, extending from the Rocky Mountains to the Lake of the Woods supplied much needed moisture and added many million bushels to the yield. Harvesting will commence in Alberta in a few days' time and will be general throughout the west by the middle of August. The returns should be amply sufficient to relieve the financial troubles of the west and there is every reason to expect a big revival of business.

Wire—Barbed wire, 100 pounds, \$3.25; plain twist, \$3.10; staples, \$3.40; annealed wire, \$2.90 base; oiled, 10c extra; bright iron, \$3.10 base; brass spring wire, 32c base; plain galvanized wire, 6, 7, and 8, \$3.70; No. 9, \$3.40; No. 10, \$3.70; No. 11, \$3.80; No. 12, \$3.45; No. 13, \$3.55; No. 14, \$4.10.

Poultry Netting—57½ per cent.

Horseshoes—Iron, No. 0 to No. 1, \$4.65; No. 2 and larger, \$4.40; snowshoes, No. 0 to No. 1, \$4.90; No. 2 and larger, \$4.65; steel, No. 0 to No. 1, \$5; No. 2 and larger, \$4.75.

Horsenails—M.R.M. cold forged process—No. 3, 36c; 4, 32c; 5, 30c; 6, 28c; 7, 26c; 8, 24c; 9, 23c; 10, 11 and 12, 22c. Discounts 50 and 10 p.c. Capewell brand quotations on application; "C" brand list prices per box 25 lbs.; No. 4, \$5.25; 5, \$4; 6, \$3.50; 7 to 9, \$3.25; 10 to 14, \$3. Discounts on application. Wire Nails—\$3 Winnipeg, and \$2.55 Fort William.

Cut Nails—Now \$2.90 per keg.

Pressed Spikes—½ x 5 and 6, \$1.75; 5-6 x 5, 6 and 7, \$4.40; ½ x 6, 7 and 8, \$4.25; 7-16 x 7 and 9, \$4.15; ½ x 8, 9, 10 and 12, \$4.05; ½ x 10 and 12, \$3.90. All other lengths 25c extra, net.

Screws—Flat head, iron, 80, 10, 10 and 10; brass, 75; round head, iron, 80; brass, 70; coach, 65.

Bolts—Carriage, 3-16 and ½, 65; 5-16 and ¾, 60; 7-16 and larger, 55; machine, ¾ and under, 60 and 5; 7-16 and over, 55; bolt ends, 52½; sleigh shoe ¾ and under, 55; 7-16 and over, 45; machine screws, 60; plough bolts, 50; square and hexagon nuts, cases, 2½; small lots, 2½; stove bolts, 70 and 10 per cent.

Rivets and Burrs—Iron rivets, 60 and 10; copper, No. 7, 29c; 8, 29½c; 9, 30½c; 10, 31½c; 12, 34c. Copper burrs, No. 7, 39c; 8, 40c; 10, 43c; 12, 46c. Copper rivets and burrs: No. 8, 30½c; 9, 33c per lb.

Green Wire Cloth—\$1.75, 100 sq. ft.

Coil Chain—¼, \$7; 3-16, \$5.50; ¾, \$4.90; 7-16, \$4.70; ½, \$4.40; ⅝, \$4.20; ¾, \$4.05.

Shovels—40 and 5 p.c.

Harvest Tools—50, 10 and 5 p.c.

Axe Handles—Turned, s.g. hickory, \$3.15; No. 1, \$1.90; 2, \$1.60; octagon, extra, \$2.30; 1, \$1.60.

Axes—Bench, 40 and 5; broad, 5½ to 7½, \$21 per dozen; 7½ to 8½, \$23 per dozen; Royal Oak, per doz., \$6.25; Maple Leaf, \$8.25; Model, \$8.50; Black Prince, \$7.25; Black Diamond, \$9.25; Standard flint edge, \$8.50; Copper King, \$8.25; Columbian, \$9.50; handled axes, North Star, \$7.75; Black Prince, \$9.25; Standard flint edge, \$10.75; Copper King, \$10.50 per doz.

Auger Bits—"Irwin" bits, 47½; other lines, 70 and 10 p.c.

Blocks—Steel 35; wood, 60 p.c.

Hinges—Light "T" and strap, 65 p.c. Hooks—Brush, heavy, per doz., \$8.75; grass, \$1.70.

Files—Arcade, 75; Black Diamond, 60; Nicholson's 62½ per cent.

Stove Pipes—6-in., \$9.25; 7-in. \$10.

Builders' Hardware, etc.—45 p.c.

Tinware, Etc.—Pressed, retinned, 70; plain, 75 and 2½; pieced, 25; japanned ware, 35; Famous enamelled ware, 50; Imperial, 50 and 10, one coat, 60; Premier, 50; Colonial, 50 and 10; Royal, 60; Victoria, 45; White, 70 and 5; Diamond, 50; Granite, 60 p.c.

Galvanized Ware—Pails, 37½ p.c.; other galvanized lines, 33 1-3 p.c.

Solder—21c per lb.

Lanterns—Cold blast, per dozen, \$7; coppered, \$9; dash, \$9.

Wringers—Royal Canadian, \$36; B.B., \$40.75 per doz. Churns, 45 and 5.

Rope—Sisal, 10½; pure manila, 14½c. British manila, 11½. Lath yarn, 10½c.

Building Paper—Sunrise, plain, 50c; Surprise, plain, 50c; Lion, plain, 55c; Anchor, plain, 60c; Cyclone, plain, 60c; Victoria, plain, 67½c; Triumph, plain, 67½c; Buffalo, plain, 67½c; Anchor, Joliet and Buffalo, tarred, 62½c; Victoria, Triumph and Joliet, tarred, 84c; Cyclone, tarred, 78c; Perfection Sulphite, \$3.75 per 100 lbs.

Corrugated Iron and Roofing, Etc.—Corrugated iron, 28 gauge, painted, \$3; galvanized, \$4.10; 26, \$3.35 and \$4.35. Pressed standing seamed roofing, 28, \$3.45 and \$4.45. Crimped roofing, 28, painted, \$3.20; galvanized, \$4.30; 26, \$3.50 and \$4.55.

Ammunition—Cartridges, rim fire, Canadian, 50; American, 33; pistol sizes, Canadian, 25; American, 5; military, Canadian, 20; American, 10 p.c. advance. Primers, \$1.55. Loaded shells. English and Canadian makes, 12 gauge, black, soft, \$18; 10, \$22.50; 12, smokeless, chilled, English, \$24; Canadian, \$23; 10, smokeless, chilled, English, \$28; Canadian, \$27. Shot: Drop, per 100 lbs., \$6.25; chilled, \$6.60; buck, \$6.95; 28 ball, \$7.30. Powder, F.F., keg, Hamilton, \$4.75; F.F.G., Dupont's, \$5. Bar iron, \$2.50. Swedish iron, \$4.95; sleigh shoe steel, \$2.75; spring steel, \$3.25; machinery steel, \$3.50; tool steel, Black Diamond, 100 lbs., \$9.50; Jessop, \$13.

Pig Lead—\$5.50. Lead pipe, \$7.

Sheet Zinc—Casks, \$8; broken lots, \$8.50.

Copper—Planished copper, 29½c per pound; tinned, \$26½c.

Iron Pipe—Black pipe, ½ in., \$2.50; ¾, \$2.85; 1, \$3.50; 1½, \$4.65; 1, \$6.60; 1½

\$9.00; 1½, \$10.75; 2, \$14.40; 2½, \$24.40; 3, \$31.50; 3½, \$39.50; 4, \$45.00; 4½, \$52.00; 5, \$58.00; 6, \$75.00; Galvanized: ½-in., \$3.50; ¾, \$3.80; 1, \$4.25; 1½, \$5.75; 1, \$8.50; 1½, \$11.50; 1½, \$13.90; 2, \$18.50; 2½, 30.50.

Fittings—Wrought couplings, 55; nipples, 70; classified malleable fittings, 25; malleable bushings, 50; malleable unions, 55 p.c.

Galvanized Iron—Apollo, 16-gauge, \$4.15; 18 and 20, \$4.40; 22 and 24, \$4.65; 26, \$4.65; 28, \$4.50; 30-gauge or 10½-oz., \$5.20; Queen's Head, 20, \$4.60; 24 and 26, \$4.90; 28, \$5.15.

Tin Plates—I. C. charcoal 20x28, full box, \$9.50; ½ box, \$5; IX full box, \$11.50, ½ box, \$6; IXX, full box, \$13.50; ½ box, \$7.

Terne Plates—I.C. plates, \$9.

Canada Plates—Half polish, 6 and 7 inch, \$3.25; 8-inch, \$3.50; full polish, 6 and 7 inch, \$4; 8 inch, \$4.25.

Lubricating Oils—600 W. cylinders, 80 cents; Maple Leaf cylinder, \$1 per gal.; 700 A. cylinder, 75c; Sterling cylinder, 55c; 600 A. cylinder, 50c; Capital cylinder, 59c and 54c; Solar red engine, 32c; Atlantic red engine, 29c; heavy castor, 29c; medium castor, 28c; Ruddy harvester, 30c; standard gas engine oil, 36c; Renown engine oil, 38c.

Petroleum and Gasoline—Silver Star, in bbls., per gal., 20c; Sunlight, 22c; case, \$2.45; Eocene, gal., 24c; case, \$2.60; Pennoline, gal., 25c; Silver Light 22c; Starlight, 20c; Sterling Light, 24c. Engine gasoline, gal., 24c; f.o.b. Winnipeg, cases, \$2.60.

Paints and Oils—White lead, pure, \$6.50 to \$7.50, according to brand; bladder putty, in bbls., 2½c; in kegs, 2½c; turpentine, barrel lots, 74c. Linseed oil, raw, 62c; boiled oil, 3c per gallon advance on these prices.

Bluestone—7c lb.

EDMONTON MARKETS.

July 24.—Barb wire, \$4 per 100 lbs.; plain twist wire, \$4.25; brt. wire staples, \$4.20; poultry netting, 50 p.c.

Horseshoes, M.R.M., \$5.15 base; C horse nails, in 25-lb. boxes, No. 4, \$4.95 per box net. In less quantities than 25-lb. boxes add 1c per lb.

Wire nails, \$3.55 base.

Screws, flat head, bright, 85; brass, 75; round head, bright, 75 and 10; brass, 70 p.c.

Bolts, carriage, 3-16 and ½, 60 p.c.; 5-16 and ¾, 4-inch and shorter, 55 p.c.; ¾ (longer than 4-inch), 50 p.c.; 7-16 and up, 45 p.c.; machine, ¾ and under, 55 p.c.; 7-16 and over, 45 p.c.; plow, 45 and 5 p.c.; stove, 70 p.c.

Green wire cloth, \$1.85, 100 sq. ft.

Shovels, first grade, \$11.55; fourth grade, \$7.60 per dozen.

Harvest tools, 50-10 p.c.

Brush hooks, \$9 per dozen.

Files, Arcade or Eagle, 70-10-5 p.c.

Solder, 23c per lb.

Lanterns, No. 2 cold blast, \$8 doz.

Wringers, Royal Can., \$38 per dozen. Churns, 45 p.c.

Rope, sisal, 11½c per lb.; British manila, 12½c; pure manila, 15½c.

Building paper, plain, 62c per roll; tarred, 82c per roll.

Linseed Oil—Boiled, 75c; raw, 72c per gal. in barrel lots.

Ammunition—Primers, \$1.55 per M.; loaded shells, English and Canadian make, 12 gauge, black, soft, \$19 per M.; 10, \$23.65; 12, smokeless, chilled, English, \$25; 10, \$29; 12, Canadian, \$24;

The Roofing House of Canada

Leading lines of the reliable goods



BLACK DIAMOND TARRED FELT
JOLIETTE and CYCLONE SHEATHING
"GENASCO" READY ROOFING

Get our prices in good time for Spring Trade

ALEX. McARTHUR & CO., Limited

82 McGill Street, MONTREAL

F. J. COX, Winnipeg is our Sole Agent for the Northwest Provinces

CURRENT MARKET QUOTATIONS.

July 25, 1908

These prices are for such quantities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

ANTIMONY.

Cookson's per lb. 0 09½
Hallett's " 0 09

ROILER PLATES AND TUBES.

	Montreal	Toronto
Plates, ½ to ¾ inch, per 100 lb.	2 40	2 40
Heads, per 100 lb.	2 65	2 65
Tank plates, 3-16 inch.	2 60	2 50
Tubes, per 100 feet, 1½ inch.	8 25	9 00
" " 2 " "	8 25	8 50
" " 2½ " "	10 50	10 60
" " 3 " "	12 00	12 10
" " 3½ " "	15 00	15 30
" " 4 " "	19 25	19 45

BOILER AND T.K. PITTS.

Plain tinned and Spun, 40 per cent. off list.

BABBIT METAL.

Canada Metal Company—Imperial genuine 60c; Imperial Tough, 60c; White Brass, 50c; Metallic, 35c; Harris Heavy Pressure, 25c; Hercules, 25c; White Bronze, 15c; Star Frictionless, 14c; Aluminoid, 10c; No. 4; 9c. per lb.

James Robertson Co.—Extra Monarch, 60c; Monarch, genuine, 50c; Monarch Crown, 40c; Swastika babbitt metal, 25c; King, 22c; Fleur-de-lis, anti-friction, 20c; Thurber, 15c; Philadelphia, 12c; Canadian 10c. per lb.

BRASS.

	Per 100 lb.
Rod and Sheet, 14 to 30 gauge	0 22
Sheets, 12 to 14 in.	0 24
Tubing, base, per lb 5-16 to 2 in.	0 26
Tubing, iron pipe size, 1 inch base.	0 22
seamless base.	0 22
Copper tubing, 3 cents extra.	

COPPER.

	Per 100 lb.
Casting ingot.	14 00
Cut lengths, round, bars, ½ to 2 in.	23 00
Plain sheets, 14 oz.	21 00
Plain, 16 oz., 14x48 and 14x60	21 00
Tinned copper sheet, base	24 00
Planished base	30 00
Braziers' (in sheets), 1x6 ft., 25 to 30 lb. each, per lb., base.	0 23 0 24

BLACK SHEETS.

	Montreal	Toronto
10 gauge	2 50	2 55
12 "	2 50	2 60
14 "	2 40	2 35
17 "	2 40	2 45
18 "	2 40	2 45
20 "	2 40	2 45
22 "	2 45	2 50
24 "	2 55	2 65
28 "	2 60	2 80

CANADA PLATES.

	Ordinary	Dom. Crown	Ordinary
Ordinary, 52 sheets	2 60		
All bright	3 60		
Galvanized—			
18x24x52	4 45	4 35	
60	4 70	4 60	
20x28x50	8 90	8 70	
	9 40	9 20	

GALVANIZED SHEETS. Colborne

	B.W. gauge	Queen's Head	Fleur-de-Lis	Gordon Crown	Garbals Hat
16-20	3 70	3 55	3 65		
22-24	3 95	3 80	3 75		
26	4 20	4 05	4 15		
28	4 45	4 30	4 35		

Less than case lots 10 to 25c. extra.

	Apollo Brand.	
24 gauge, American	3 70	
26 "	3 95	
28 " (equal to 26 English)	4 40	
10½ oz.	28	4 70

25c. less for 1,000 lb. lots.

IRON AND STEEL.

	Montreal	Toronto
Canadian foundry, No. 2	18 75	
Middlesboro, No. 3 pig iron	18 00	20 25
Summerlee, No. 2	20 00	20 25
Carron No. 1	22 50	
Carron, special	20 75	
Carron, soft	19 50	
Cleveland, No. 1	18 50	20 25
Clarence, No. 3	18 00	19 50
Radnor, charcoal iron	32 00	32 00
Angles	2 75	2 65
Common bar, per 100 lb.	1 90	2 00
Forged iron	2 05	2 15
Refined "	2 15	2 25
Horseshoe iron	2 15	2 25
Band iron, No. 10 gauge base	2 00	2 20
Mild steel	1 90	
Sleigh shoe steel	1 90	2 15
Iron finish machinery steel (domestic)	2 00	2 15
Iron finish steel (foreign)	2 25	
Reeled machinery steel	2 85	3 00
Tire steel	1 95	2 25
Sheet cast steel	0 15	0 15
Toe calk steel	0 20	0 25
Mining cast steel	0 07½	0 08
High speed	0 60	0 65
B.P.L. tool steel		0 10½
Black Diamond tool steel	0 08	0 08½
Corona tool steel	0 06½	
Silver tool steel	0 12½	

INGOT TIN.

Lamb and Flag and Straits—56 and 28-lb. ingots, 100 lb. \$32 50 31 50

TINPLATES.

	Per box
Charcoal Plates—Bright	
M.L.S., Famous (equal Bradley)	
I.C., 14 x 20 base	8 60
I.X., 14 x 20 "	8 50
I.X.X., 14 x 20 base	7 50
Nave and Vulture Grades—	
I.C., 14 x 20 base	5 00
I.X.	6 00
I.X.X.	7 00
I.X.X.X.	8 00

'Dominion Crown Best'—Double Coated, Tissue. Per box.
I.C., 14 x 20 base 5 50
I.X., 14 x 20 " 6 50
I.X.X., 14 x 20 " 7 50

'Allways's Best'—Standard Quality.
I.C., 14 x 20 base 4 50
I.X., 14 x 20 " 5 25
I.X.X., 14 x 20 " 6 00

Bright Cokes.

Sesamer Steel—	
I.C., 14 x 20 base	4 00
20x28, double box	8 00

Charcoal Plates—Terne.

Dean or J. G. Grade—	
I.C., 20x28, 112 sheets	7 25
I.X., Terne Tin	9 00

Charcoal Tin Boiler Plates.
Cookley Grade—
X.X., 14x56, 50 sheet box. } 6 75 7 00
" 14x60, " }
" 14x65, " }

	Tinned Sheets.
72x30 up to 24 gauge, case lots	7 50
" 26 "	8 00

LEAD.

	Montreal	Toronto
Imported Pig, per 100 lb.	3 60	3 65
Bar,	4 10	4 15
Sheets, 2½ lb. sq. ft., by roll	5 00	5 00
Sheets, 3 to 6 lb.	4 75	4 75
Out sheets 40. per b., extra.		

SHEET ZINC.

5-cwt. casks	6 35	6 50
Part casks	6 50	6 75

ZINC SPELTER.

Foreign, per 100 lb.	5 00 5 10

COLD ROLLED SHAFTING.

9-16 to 11-16 inch.	0 06
1 to 17-16 "	0 05½
17-16 to 3 "	0 05
30 and 5 per cent.	

OLD MATERIAL.

Dealers buying prices:

	Montreal	Toronto
Heavy copper and wire, lb.	0 10½	0 11
Light copper bottoms	0 09	0 09½
Heavy red brass	0 09½	0 09½
" yellow brass	0 08	0 08½
Light brass	0 05½	0 06
Tea lead	0 02½	0 02½
Heavy lead	0 02½	0 03
Scrap zinc	0 02½	0 03
No. 1 wrought iron	11 00	9 00
Machinery cast scrap, No. 1	12 00	14 00
Stove plate	03 00	11 00
Malleable and steel	9 00	8 00
Old rubbers	0 06½	0 06½

PLUMBING AND HEATING

BRASS GOODS, VALVES, ETC.

Standard Compression work, 65 per cent.
Cushion work, 50 per cent.
Fur work, 70 p. c.; No. 0 and 1 basin cocks, 75 p. c.
Flatway stop and stop and waste cocks 60 and 10 per cent.; roundway, 50 and 10 p. c.
J.M.T. Globe, Angle and Check Valves, 50; Standard, 60 per cent.
Kerr standard globes, angles and checks, 60 p. c.; high grade, 55 p. c.
Kerr Jenkins' disc, standard valves, 60 and 10 p. c.
Kerr copper alloy disc standard globe, angle and check valves, 60 p. c.
Kerr standard radiator valves, 70 p. c.; Jenkins disc and quick-opening hot-water radiator valves, 75 p. c.
Kerr brass, Weber gate valves, 50 p. c.; I. B.M. Weber gate and swing check valves, 65 and 5 p. c.
Kerr N. P. Union elbows, 75 and 5 p. c.
J.M.T. Radiator Valves 55; Standard, 60; Patent Quick-Opening Valves, 7 p. c.
Jenkins' Valves—Quotations on application to Jenkins' Bros., Montreal.
No. 1 compression bath cock net 1 75
No. 4 " " " " 1 70
No. 7 Fuller's " " " " 2 00
No. 4½ " " " " 2 10
Patent Compression Cushion, basin cock, hot and cold, per doz., \$16.20
Patent Compression Cushion, bath cock, No. 208 2 35
Square head brass cocks, 50; iron, 60 p. c.
Thompson Smoke-test Machine \$35.00 net

BOILERS—COPPER RANGE.

Copper, 30 gallon, \$33, 20 per cent.

BOILERS—GALVANIZED IRON RANGE

30-gallon, Standard, \$4.50; Extra heavy, \$7.50

COPPER LINED BATH TUBS.

Steel clad copper lined, 25 per cent.

CAST IRON SINKS.

16x24, \$1; 18x30, \$1.15; 18x36, \$1.95.

ENAMELED BATHS, SINKS, ETC.

List issued by the Standard Ideal Company on March 9, 1908, now governs prices.

HEATING APPARATUS.

Stoves and Ranges—45 to 50 per cent.

Furnaces—45 per cent.

Registers—70 per cent.

Hot Water Boilers—50 and 10 per cent.

Hot Water Radiators—55 p. c.

Steam Radiators—55 and 2½ per cent.

Wall Radiators—50 and 5 p. c.
Specials—40 p. c.

LEAD PIPE

Lead Pipe, 30 p. c. off.
Lead waste, 30 p. c. off.
Caulking lead, 4½c. per pound.
Traps and bends, 50 per cent.

IRON PIPE.

Size (per 100 ft.)	Black	Galvanized
1 inch	2 03	2 86
1½ "	2 25	3 08
2 "	2 63	3 48
2½ "	3 58	4 71
3 "	5 11	6 76
3½ "	6 97	9 22
4 "	8 37	11 07
4½ "	11 16	14 76
5 "	17 82	23 57
6 "	23 40	30 95
8 "	29 45	38 95
10 "	33 48	44 28

Malleable Fittings—Canadian discount 37½ per cent.; American discount 25 per cent.
Cast Iron Fittings 65; Standard bushings 60; headers, 60; flanged unions, 60, malleable bushings 60; nipples, 75 and 10; malleable lipped unions 60 p. c.

SOIL PIPE AND FITTINGS

Medium and Extra heavy pipe and fittings, up to 6 inch, 70 per cent.
7 and 8-in. pipe, 40 per cent.
Light pipe, 60 p. c.; fittings, 70 p. c.

PAINTS, OILS AND GLASS.

Plumbers per 100 lb. 4 50 4 75
STOCKS AND DIES.
American discount 25 per cent.

SOLDERING IRONS.

	Per lb.
1-lb. to 1½ "	0 40
2-lb. or over	0 35

SOLDER.

	Montreal	Toronto
Bar, half-and-half, guaranteed	0 19	0 19
Wiping	0 18	0 18

PAINTS, OILS AND GLASS.

BRUSHES
Paint and household, 70 per cent.

CHEMICALS.

	In casks per lb.
Sulphate of copper (bluestone)	0 08
Litharge, ground	0 05½
" flaked	0 85½
Green copers (green vitrol)	0 01
Sugar of lead	0 09

COLORS IN OIL.

Venetian red, 1-lb. tins pure	0 08
Chrome yellow	0 16
Golden ochre	0 10
French "	0 18
Chrome green	0 19
French permanent green	0 13
Signwriters' black	0 15
Marine black, 25 lb. tins	0 04½

GLUE.

Domestic sheet, in barrels	0 09½
French medal	0 10

PARIS WHITE.

In bbls 1 00

PARIS GREEN.

Barrels	0 24½
25-lb. drums	0 28½

PIGMENTS.

Orange mineral, casks	0 09
" 100-lb. kegs	0 09½

Wm. Stairs, Son & Morrow, Limited, Halifax, N.S.

Heavy and Shelf Hardware

INCLUDING THE FOLLOWING:

Bar Iron, Boiler Plate, Tin Plates, Sheet Zinc, Ship Chandlery

AGENTS FOR

ALLAN, WHYTE & CO.'S WIRE ROPES, IMPERIAL COTTON DUCK,
DODGE WOOD SPLIT PULLEYS, SCOTIA READY MIXED PAINTS.

General Offices and Warehouses, - 174 to 196 Lower Water Street

PREPARED PAINTS.

	Quart cans	Gallon
Barn (in bbls.)	0 00	0 90
Sherwin-Williams paint	1 60	1 60
Canada Paint Co.'s pure	1 40	1 40
Standard P. & V. Co.'s "New Era"	1 30	1 30
Benj. Moore Co.'s "Ark" B'd	1 25	1 25
Moore's pure linseed oil, H.C.	1 35	1 35
Brandram-Henderson's "English"	1 45	1 45
Ramsay's paint, Pure, per gal.	1 30	1 30
"Thistle"	1 10	1 10
Martin-Senour 100 p.c. pure	1 60	1 60
Senour's Floor Paints	1 35	1 35
Jamieson's "Crown and Anchor"	1 40	1 40
Jamieson's floor enamel	1 75	1 75
Sanderson Percy's, pure	1 25	1 25
Robertson's pure paints	1 25	1 25

PUTTY.

Bulk in bbls.	1 65
Bladders in lb's	1 90
25-lb. tins	2 00
Bulk in 100-lb. irons	1 90

SHINGLE STAINS.

In 5-gallon lots	0 75
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TURPENTINE AND OIL.

Prime white petroleum per gal.	0 13
Water white	0 15
Pratt's trial	0 17
Castor oil, per lb.	0 09
Motor Gasoline single bbls.	0 18
Benzine, per gal single bbls.	0 17
Turpentine, single barrels	0 59
Linseed Oil, raw	0 51
"boiled	0 53

WHITE LEAD GROUND IN OIL. Per 100 lb.

	Montreal	Toronto
Canadian pure	5 35	5 75
No. 1 Canadian	5 10	5 50
Munro's Select Flake White	5 85	6 00
Elephant Genuine	5 85	5 90
Decorators' Pure	5 40	5 75
Tiger Pure	5 65	5 75
Essex Genuine	5 50	5 90
Brandram's B. B. Genuine	6 75	6 90
"Anchor" pure	5 50	5 65
Ramsay's Pure Lead	5 65	5 90
Ramsay's Exterior	5 25	5 75
"Crown and Anchor" pure	6 50	6 65
Sanderson Percy's	5 50	5 90
Robertson's O.P. lead	5 60	5 90

RED DRY LEAD.

Genuine, 560 lb. casks, per cwt	4 50	4 75
Genuine, 100 lb. kegs	5 00	5 25

WINDOW GLASS

	Star	Double Diamond
8 size United	\$4 25	\$6 25
Under 25	4 15	6 15
26 to 40	5 10	7 50
41 to 50	5 35	8 50
51 to 60	5 75	9 75
61 to 70	6 25	11 00
71 to 80	7 00	12 50
81 to 90	15 00	15 00
91 to 100	17 50	20 50

Toronto. List 30 p.c. Broken boxes 50 p.c.

WHITING.

Plain, in bbls	0 60
Gliders bolted in barrels	0 90

WHITE DRY ZINC.

Extra Red Seal, V.M.	0 07
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WHITE ZINC IN OIL.

Pure, in 25-lb. irons	0 08
No. 1	0 07
No. 2	0 05

SHELLAC VARNISH

Pure White, in barrels	2 00
Pure Orange	1 90
No. 1 Orange	1 85

VARNISHES.

	Per gal. cans
Carriage, No. 1	1 50
Pale durable body	3 50
"hard rubbing	3 00
Finest elastic gearing	3 00
Elastic oak	1 50
Furniture, polishing	2 00
Furniture, extra	1 15
"No. 1	0 90
"union	0 85

Light oil finish	1 30
Gold size japan	2 00
Brown japan	1 00
No. 1 brown japan	0 95
Baking black japan	1 35
No. 1 black japan	0 90
Benzine black japan	0 70
Crystal Damar	2 50
No. 1	2 25
Pure asphaltum	1 40
Oilcloth	1 50
Lightning dryer	0 75
Kiaelite varnish, 1 gal. can, each	2 00
Granitine floor varnish, per gal.	2 50
Maple Leaf coach enamels; size 1	1 20
Sherwin-Williams' kopal varnish, gal.	2 50
Canada Paint Co's sun varnish	2 00
"Kyanize" Interior Finish	2 40
"Flint-Lac" coach	1 80
B.H. Co's "Gold Medal" in cases	2 50
Jamieson's Copalene, per gal.	2 50
Fla: fine floor finish, per gal.	3 00
Elastica exterior finish, 1 gal. can	4 25

Stovepipe varnish, 4 pints, \$8 per gross.	
Beeswax, per lb., 40 cents.	
Pine tar, half pint tins, 70 cents per doz.	
Plaster of Paris, per bbl., \$2.25.	

BUILDERS' HARDWARE

BELLS.

Brass hand bells, 60 per cent.	
Nickel, 55 per cent.	
Gongs, Sargeant's door bells, 5 50	8 00
American, house bells, per lb. 0 35	0 40
Peterboro' door bells, 50 and 10 off new list.	

ONTARIO AND QUEBEC.

Slater's felt per roll	0 70
O. K. paper, No. 1, per roll	0 75
O. K. paper, No. 2	0 70
Dry Cyclone, per roll	0 50
Tarred Cyclone	0 60
Surprise, per roll	0 40
Resin sized, per roll	0 45
Dry Sheathing, per roll	0 32
Tarred	0 40
Heavy straw, dry & tarred, per ton	37 50
In Maritime Provinces	42 50
Carpet felt, per 100 lbs	2 75
Tarred felt, per 100 lbs	2 00
Pitch, Boston or Sydney, per 100 lbs	0 75
Pitch, Scotch, per 100 lbs	0 65
Heavy Felt, 32' & 60', per 100 lbs	3 00
2 Ply Ready Roofing, per roll	0 90
3	1 15
2 Ply complete, per roll	1 30
3	1 50
Cement, barrels, per gal.	0 15
tins	0 20
Coal Tar, per barrel	3 50
Coal Tar, tins, per gal.	0 15
Refined Coal Tar, per barrel	4 50
Shingle varnish, per barrel	4 00
Caps and Nails, per lb.	0 15
Mop cotton, per lb.	0 15

PUTTY.

Wrought Brass, net revised list.	
Cast Iron Loose Pin, 60 per cent.	
Wrought Steel Fast Joint and Loose Pin, 65 and 10 per cent.	

CEMENT AND FIREBRICK.

Canadian Portland	1 85	2 00
Belgium	1 60	1 90
White Bros. English	2 00	2 06
"Lafarge" cement in wood	3 40	
"Iron Clad" cotton	2 10	
Iron Clad paper	2 15	
wood	2 25	
Fire brick, Scotch, per 1,000	27 00	30 00
"English	17 00	21 00
"American, low	23 00	25 00
"high	27 50	35 00
Fire clay (Scotch), net ton	4 95	
Faring Block per 1,000		
Blue metallic, 9"x4"x3", ex wharf	35 00	
Stable pavers, 12"x8"x3", ex wharf	50 00	
Stable pavers, 9"x4"x3", ex wharf	35 00	

DOOR SETS.

Peterboro, 50 and 10 per cent.	
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DOOR SPRINGS.

Torrey's Rod	per doz.	1 75
Coil, 9 to 11 in.	0 95	1 65
English	2 00	4 00
Chicago and Reliance Coil	25 per cent.	

ESCUTCHEONS.

Discount 50 to 60 per cent.	
Peterboro, 45 and 10 per cent.	

ESCUTCHEON PINS.

Steel, discount 45 per cent.	
Brass, 50 per cent.	

HINGES.

Blind, discount 50 per cent.	
Heavy T and strap, 4-in 100 lb. net.	7 25
" " 5-in. "	7 00
" " 6-in. "	6 75
" " 8-in. "	6 50
" " 10-in. and larger	6 25
Light T and strap, discount 65 p.c.	
Screw hook and hinge—	
under 12 in. per 100 lb.	4 75
over 12 in.	3 75
Orate hinges and back flaps, 65 and 5 p. c.	
Chest hinges and hinge hasps, 65 p.c.	

SPRING HINGES.

Spring, per gro., No. 5, \$17.50	No. 10, \$18;
No. 20, \$10.80;	No. 120, \$20;
No. 51, \$10;	No. 50, \$27.50.
Chicago Spring Butts and Blanks	12 1/2 percent.
Triple End Spring Butts	30 and 10 per cent.
Chicago Floor Hinges, 37 1/2 and 5 off.	
Garden City Fire House Hinges, 12 1/2 p.c.	
"Chief" floor hinge, 50 p.c.	

CAST IRON HOOKS.

Bird cage	per doz.	0 50	1 10
Clothes line, No. 61	"	0 00	0 70
Harness	"	0 60	1 00
Hat and coat	per gro.	1 10	10 00
Chandelier	per doz.	0 50	1 00
Wrought hooks and staples—			
1 x 5	per gross	2 65	
5-16 x 5	"	3 30	

Bright wire hooks, 60 p.c.	
Bright steel gate hooks and staples, 40 p.c.	
Orsent hat and coat wire, 60 per cent.	
Screw, bright wire, 65 per cent.	

KNOBS.

Door, japanned and N.P., doz	1 50	2 50
Bronze, Berlin..... per doz.	2 75	3 25
Bronze, Genuine..... "	6 00	9 00
Shutter, porcelain, F. & L.		
screw..... per gross	1 30	2 00
White door knobs.... per doz.		2 00
Peterboro knobs, 50 and 10 per cent.		
Porcelain, mineral and jet knobs, net list		

KEYS.

Canadian 50 and 10 per cent.	
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LOCKS.

Peterboro, 50 and 10 per cent.	
Russell & Erwin, steel rim \$2.50 per doz.	
Eagle cabinet locks, discount 30 per cent	

SAND AND EMERY PAPER.

B. & A. sand, discount, 35 per cent	
Emery, discount 35 per cent.	
Garnet (Burton's), 5 to 10 per cent. advance	

SASH WEIGHTS.

Sectional	per 100 lb.	1 00	2 25
Solid	"	1 50	1 75

SASH CORD.

Per lb.	0 31
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BLIND AND RED STAPLES.

All sizes, per lb.	0 07 1/2	0 10
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TOOLS AND HANDLES.

Discount 22 1/2 per cent.	
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AXES.

Single bit, per doz.	6 00	9 00
Double bit,	10 00	11 00
Bench Axes, 40 per cent.		
Broad Axes, 25 per cent.		
Hunters' Axes	5 50	6 00
Boys' Axes	6 25	7 00
Splitting Axes	7 00	7 00

Handled Axes	7 00	9 00
Red Ridge, boys', handled	5 75	
" hunters	5 25	

BITS.

Ford's auger bits, 20 and 10 per cent.	
Irwin's auger, 47 1/2 per cent.	
Gilmour's auger, 60 per cent.	
Rockford auger, 50 and 10 per cent.	
Jennings' Gen. auger, net list.	
Gilmour's car, 47 1/2 per cent.	
Clark's gimlet, per doz	0 65
Diamond, Shell, per doz	1 00
Nail and Spike, per gross	2 25

BUTCHERS' CLEAVERS.

German	per doz.	7 00	9 00
American	"	12 00	18 00

CHALK.

Carpenters Colored, per gross	0 45	0 75
White lump.....per cwt.	0 60	0 65

CHISELS.

Warnock's, discount 70 and 5 per cent.	
P. S. & W. Extra, discount, 70 per cent.	

CROSSCUT SAW HANDLES.

S. & D., No. 3	per pair	0 13
S. & D., " 6	"	0 11 1/2
S. & D., " 8	"	0 18
Boynton pattern	"	0 20

CROWBARS.

3 1/2 to 4 ft. per lb.	
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DRAW KNIVES.

Coach and Wagon, 75 and 5 per cent.	
Carpenters' 75 per cent.	

SHILLS.

Miller's Falls, hand and breast, net list.	
North Bros., each set, 50c.	

DRILL BITS.

Morse, discount 37 1/2 to 40 per cent.	
Standard, discount 50 and 5 to 55 per cent.	

FILES AND RASPS.

Great Western, Diston's, Aradoe, Kearney & Foot, American, J. Barton Smith, McOlellan, Eagle and Globe, in ordinary quantities, 70 and 10 per cent.; Nicholson 66 1/2 p.c.; Black Diamond, 60 and 10 p.c. Jowitt's, English list, 27 1/2 per cent.	
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GAUGES.

GAUGES.	
Stanley's discount	50 to 60 per cent.

HANDLES.

Second growth ash fork, hoe, rake and shovel handles, 40 p.c.	
Extra ash fork, hoe, rake and shovel handles, 45 p.c.	
No. 1 and 2 ash fork, hoe, rake and shovel handles, 50 p.c.	
White ash whiffletrees and neckyokes, 35 p.c.	
All other ash goods, 40 p.c.	
All hickory, maple and oak goods, excepting carriage and express whiffletrees, 40 p.c.	
Hickory, maple, oak carriage and express whiffletrees, 45 p.c.	

HAMMERS.

Maydole's, 5 to 10 per cent.			
Canadian, 25 to 37½ per cent.			
Magnetic tack.....per doz.	1 10	1 20	
Canadian sledge per lb.	0 07	0 08½	
Canadian ball pen, per lb. . .	0 23	0 25	

HATCHETS.

Canadian, discount 40 to 42 1/2 per cent.	
Shingle, Red Ridge 1, per doz.	4 40
" 2, " "	4 80
Barrel Underhill	5 05

HOES.

Mortar, 50 and 10 per cent.	
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MALLET.

Tinsmith's	per doz.	1 2
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For Over Thirty Years

Paterson's goods have represented the highest standard of quality, both in material and manufacture.

AMATITE READY ROOFING.—Mineral surfaced.
Needs no painting.

WIRE-EDGED READY ROOFING.—Over half a million rolls used in Canada.

BEST TARRED WOOL ROOFING FELT.

PURE COAL TAR ROOFING PITCH.

PLAIN AND TARRED BUILDING PAPERS.

The Paterson Manufacturing Co., Limited

TORONTO MONTREAL WINNIPEG

PLANES.
Wood bench, Canadian, 40, American, 25 p.c.
Wood, fancy, 37½ to 40 per cent.
Stanley planes, \$1.55 to \$3.50, net list prices.

PLANE IRONS.
English per doz. 2 00 5 00
Stanley, 2½ inch, single 24c., double 39c.

PLIERS AND NIPPERS.
Button's genuine, 37½ to 40 per cent.
Button's imitation per doz. 5 00 9 00
Berg's wire fencing 1 72 5 50

PUNCHES.
Saddlers per doz. 1 00 1 85
Conductors 3 00 15 00
Tinner's, solid per set 0 72
" hollow per inch 1 00

RIVET SETS.
Canadian, discount 35 to 37½ per cent.

RULERS.
Boxwood, discount 70 to 80 per cent.
Ivory, discount 30 to 35 per cent.

SAWS.
Atkins, hand and crosscut, 25 per cent.
Dison's Hand, discount 12½ per cent.
Dison's Crosscut per doz. 0 35 0 55
Hack, complete each 0 75 2 75
" frame only each 0 50 1 25

S. & D. solid tooth circular shingle, concave and band, 50 per cent.; mill and ice drag, 30 per cent.; crosscut, 35 per cent.; hand saws, butcher, 35 per cent.; buck, New Century, \$5.25; buck, No. 1 Maple Leaf, \$5.25; buck, Happy Medium, \$4.25; buck, Watch Spring, \$4.25; buck, common frame, \$4.00.
Spear & Jackson's saws—Hand or rip, 25 in., \$12.75; 28 in., \$14.25; panel, 18 in., \$8.25; 20 in., \$9; tenon, 10 in., \$9.90; 12 in., \$10.90; 14 in., \$11.50.

SAW KEYS.
Lincoln and Whiting 4 75
Hand Sets, Perfect 4 00
X-Cut Sets, " 7 50
Maple Leaf and Premiums saw sets, 40 off.
S. & D. saw swages, 40 off.

SOREW DRIVERS.
Sargent's per doz. 0 65 1 00
North Bros., No. 30 per doz. 16 80

SHOVELS AND SPADES.
Canadian, 45 per cent.

SQUARES.
Steel, No. 14, 75 and 2½, doz. \$23 90
Iron, No. 493, " 1 85
" 493, " 2 45
" 494, " 3 25

TAPE LINES.
English ass skin, No. 1921, 66 ft., doz. 2 85
American, ass skin, No. 714, 66 ft., doz. 3 15
Lufkins, linen, No. 934, 66 ft., doz. 9 95
" steel, No. 264, 66 ft., doz. 37 50
Chesterman's, linen, No. 1822, 66 ft. ea. 1 10
steel No. 1820, " 1 70

TROWELS.
Dison's, discount 10 per cent.
" & D. discount 35 per cent.
Berg's, brick, 924x11 4 00
" pointing, 924x5 2 10

FARM AND GARDEN GOODS.

BELLS.
American cow bells, 634 per cent.
Canadian, discount 50 per cent.

BULL RINGS.
Copper, \$2.00 for 2½-inch

CATTLE LEADERS.
Nos. 32 and 33 per gross 7 50 8 50

BARN DOOR HANGERS.

8 ears wood track doz. pairs. 4 50 6 00
Zmith 9 00
Atlas, steel covered 6 00
Perfect 8 00 11 00
New Milo, flexible 6 50
Steel, track, 1 x 3-16 in (100 ft) 3 25
" 1½ x 3-16 in (100 ft) 4 75

Double strap hangers, doz. sets. 6 40
Standard jointed hangers, " 6 40
Steel King hangers 6 25
Storm King and safety hangers 7 00
" rail 4 25

Chicago Friction, Oscillating and Big Twin Hangers, 5 per cent.

HARVEST TOOLS.
50 and 10 per cent.
sidewalk and stable scrapers, 40 off.

HAY KNIVES.
Net list.

HEAD HALTERS.
Jute Rope, ½-inch per gross 9 00
" 1-inch 10 00
" 1½-inch 12 00
Leather, 1-inch per doz. 4 00
Leather, 1½ 5 20
Web 2 45

HOES.
Garden, 50 and 10 per cent.
Planter per doz. 4 00 4 50

HOSE COUPLERS.
Time Savers, per doz. ½ and ¾ inch 3 31

LAWN MOWERS.
Taylor Forbes Co.—8 in. wheel, 3 knives, 12 in., \$5.25; 9 in. wheel, 3 knives, 12 in., \$6.75; 9 in. wheel, 5 knives, 12 in., \$7.75; 10½ in. wheel, 4 knives, 12 in., \$8.50; 10½ in. wheel, 4 knives, 12 in., ball bearing, \$10.00.
50 per cent. Dated April 1, f.o.b. Guelph.

D. Maxwell & Sons—8 in. open wheel, 3 knives, 12 in. \$2.75; 8 in. open wheel, 4 knives, 12 in. sizes, \$2.85; 9 in. wheel, 3 knives, 12 in. sizes, \$2.95; 9 in. wheel, 4 knives, 12 in. sizes, \$3.05; 10½ in. wheel, 4 knives, 12 in. sizes, \$4; 10½ in. wheel, 5 knives, 12 in. ball bearing, \$5.70.

SCYTHES.
Per doz. net 6 25 9 25
Canadian, discount 40 per cent.

SNAPS.
Harness, German, 25 per cent.
Lock, Andrews 4 50 11 00

STABLE FITTINGS.
Warden King, 25 per cent.
Dennis Wire & Iron Co., 33½ p.c.

WOOD HAY RAKES.
40 and 10 per cent.
S. & D. lawn rakes, Dunn's, 40 p.c.

HEAVY GOODS, NAILS, ETC.

ANVILS.
Wright's, 80-lb. and over 0 10½
Hay Budden, 80-lb. and over 0 10½
Brook's, 80-lb. and over 0 11½
Taylor-Forbes, prospectors 0 05
Columbia Hardware Co., per lb. 0 09½

VISES.
Wright's 0 13½
Berg's, per lb. 0 12½
Brook's 0 12½
Pipe Vise, Hinge, No. 1 3 50
" No. 2 5 50
Saw Vise 4 50 5 00
Blacksmith's, 60; parallel, 45 per cent.

BOLTS AND NUTS.
Carriage Bolts, common (\$1 list) Per cent.
" " ½ and smaller 60, 10 and 10
" " 7-16 and up 60
" " Norway Iron (\$3 list) 60
Machine Bolts, ½ and less 60, 10 and 10
Machine Bolts, 7-16 and up 60
Plough Bolts 55, 5 and 10
Blank Bolts 60
Bolt Ends 60
Sleigh Shoe Bolts, ½ and less 60 and 10
" 7-16 and larger 55 and 5
Coach Screws, cone point 70 and 12½
Nuts, square, all sizes, 4½c. per lb. off
Nuts, hexagon, all sizes, 4½c. per lb. off
Stove Rods, per lb., 54 to 60c.

CHAIN.
Proof coil, per 100 lb. ½ in., \$6.00; 5-16 in., \$4.85; 1 in., \$4.25; 7-16 in., \$4.00; 1 in., \$3.75; 9-16 in., \$3.70; 1 in., \$3.65; 1 in., \$3.60; 1 in., \$3.45; 1 in., \$3.40.
Halter, kennel and post chains, 40 to 40 and 5 per cent.; Cow ties, 40 per cent.; Tie out

chains 65 per cent.; Stall fixtures, 35 per cent.; Trace chain, 45 per cent.; Jack chain iron, 50 per cent.; Jack chain, brass, 50 per cent.

HORSE NAILS.
M.R.M. cold forged process, list Feb. 1, 1908, \$2.45 per box base.
"O" brand, list March 2, 1908, \$2.75 per box, base sizes 10 to 14. 10 per cent.
Capewell brand, quotations on application.

HORSESHOES.
M.R.M. brand: iron, light and medium, No. 1 and smaller, \$3.75; No. 2 and larger, \$3.50; snow pattern No. 1 and smaller, \$4.00; No. 2 and larger, \$3.75; "X.L." new light steel, No. 1 and smaller, \$4.10; No. 2 and larger, \$3.85; "X.L." featherweight steel, No. 0 to 4, \$5.25; Special counters for steel No. 0 to 4, \$5.50 pkg; toe-weight, all sizes, \$6.00. F.o.b. Montreal. Extras for packing.

TOECLACKS Standard Blunt No. 1 and smaller, \$1.50; No. 2 and larger, \$1.25. Sharp No. 1 and smaller, \$1.75; No. 2 and larger, \$1.50 per box. Sharp. Put up in 25 lb. bxs.

HORSE WEIGHTS.
Taylor-Forbes, 4½c. per lb.

NAILS.
Cut Wire.
3d 3 80 3 25
3d 2 85 2 95
4 and 5d 2 70 2 65
6 and 7d 2 80 2 55
8 and 9d 2 45 2 40
10 and 12d 2 40 2 35
16 and 20d 2 35 2 30
30, 40, 50 and 60d (base) 2 30 2 25
F.o.b. Montreal. Toronto 5 cents higher.
Cut nails, Toronto 20c. higher.
Miscellaneous wire nails, 75 per cent.
Coopers' nails, 33½ per cent.

PRESSED SPIKES.
Pressed spikes, ½ diameter, per 100 lbs., \$3.00

RIVETS AND BURRS.
Iron Rivets, black and tinned, 60, 10 and 10.
Iron Burrs, discount 60 and 10 and 10 p.c.
Copper Rivets, usual proportion burrs, 35 and 12½ per cent.
Copper Burrs only, 15 p.c.
Extras on Coppered Rivets ½-lb. packages 1c. per lb.; 1-lb. packages 2c. lb.
Tinned Rivets, net extra, 4c. per lb.

SOREWS.
Wood, F. H., bright and steel, 85 and 10 p.c.
" F. H., bright, 80 and 10 per cent.
" F. H., brass, 75 and 10 per cent.
" F. H., 70 and 10 per cent.
" F. H., bronze, 70 and 10 per cent.
" F. H., 65 and 10 per cent.

Drive Screws, dia. 85 and 10 per cent.
Bench, wood per doz. 3 25
" iron 4 25
Set, case hardened, dia. 60 per cent.
Square Cap, dia. 50 and 5 per cent.
Hexagon Cap, dia. 45 per cent.

MACHINE SCREWS.
Flat head, iron and brass, 35 per cent.
Felixter head, iron, 30; brass, 25 per cent.

TACKS, BRADS, ETC.
Carpet tacks, blued, 75 p.c.; tinned, 80; (in kegs), 40; cut tacks, blued, in dozens only, 75; ½ weigh's, 60; Swedes cut tacks, blued and tinned, bulk, 80 and 15 dozens, 75; Swedes, upholsterers', bulk, 85 and 10; brush, blued and tinned, bulk, 70; Swedes, gimps, blued, tinned and japanned, 75 and 12½; zinc tacks, 35; leather carpet tacks, 35; copper tacks, 45; copper nails 50; trunk nails, black, 65; trunk nails, tinned and blued, 85; clout nails, blued and tinned 65; chair nails, 35; patent brads, 40; fine finishing, 40; lining tacks, in papers, net; lining tacks, in bulk, 15; lining tacks, solid heads, in bulk, 75; saddle nails, in papers, 10; saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glaziers' points 5; double pointed tacks, papers, 90 and 10 double pointed tacks, bulk, 40; clinch point shoe rivets, 45; cheese box tacks, 85; trunk tacks, 80 and 10.

WROUGHT IRON WASHERS.
Canadian, discount 50 per cent.

SPORTING GOODS.

CARTRIDGES.

"Dominion" Rim Fire Cartridges and C.B. caps, 50 and 1 per cent.; Rim Fire B.B. Round Caps, 60 and 2½ per cent., Centre Fire, Pi-tol and Rifle Cartridges, 30 p.c.; Centre Fire Sporting and Military Cartridges, 2. and 5 p.c. Primers, 100, 15 p.c. 250, 20 p.c.

LOADED SHELLS.

"Crown" Black Powder, 15 and 5 p.c.; "Sovereign" Empire Bulk Smokeless Powder 30 and 5 p.c.; "Regal" Ballistite Dense smokeless Powder, 30 and 5 p.c.; "Imperial" Empire or Ballistite Powder, 30 and 5 p.c.

EMPTY SHELLS.

Paper Shells, 10 and 10; Brass Shells, 55 and 5 p.c.

WADS.
Best thick brown or grey felt wads, in ½-lb. bags \$0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges 0 29
Best thick white card wads, in boxes of 500 each, 10 gauge 0 35
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges 0 20
Thin card wads, in boxes of 1,000 each, 10 gauge 0 25
Chemically prepared black edge grey cloth wads, in boxes of 250 each—Per M
11 and smaller gauge 0 60
9 and 10 gauges 0 70
and 8 " 0 90
5 and 6 " 1 10
superior chemically prepared pink edge, best white cloth wads in boxes of 250 each—
11 and smaller gauge 1 15
9 and 10 gauges 1 40
7 and 8 " 1 65
6 and 9 " 1 90

SHOT.
Ordinary drop shot, AAA to dust \$7.50 per 100 lbs. Discount 20 per cent.; cash discount 2 per cent, 30 days; net extras as follows subject to cash discount only; Chilled, 40 c.; buck and seal, 30c.; no. 28 ball, \$1.20 per 100 lbs.; bags less than 25 lbs., 4c. per lb.; F.O.B. Montreal, Toronto, Hamilton, London, St. John and Halifax, and freight equalized thereon.

TRAPS (steel.)
Game, Newhouse, discount 30 and 10 per cent.
Game, Hawley & Norton, 50, 10 & 5 per cent.
Game, Victor, 70 per cent.
Game, Oneida Jump (B. & L.) 40 & 2½ p.c.
Game, steel, 60 and 5 per cent.

SKATES.
Skates, discount 37½ per cent.
Empire hockey sticks, per doz. \$ 00 3 50

CUTLERY AND SILVERWARE.

RAZORS.
per doz.
Elliot's 4 00 18 00
Boker's 7 50 11 00
" King Cutter 13 50 18 50
Wade & Butcher's 3 60 10 00
Lewis Bros.' "Klean Kutter" 8 50 10 50
Henckels' 7 50 20 00
Claus automatic safety 37 00
Claus perfect stropper 16 00
Berg's 7 50 20 00
Claus Razors and Strops, 50 per cent

KNIVES.
Farriers-Stacey Bros., doz. 3 50
Claus, 50 and 25 per cent.

PLATED GOODS.
Hollowware, 40 per cent. discount.
Flatware, staples, 40 and 10, fancy, 40 and 5.
Hutton's "Crown Arrow" flatware, 42½.
"Singles" and "Alaska" Nevada silver flatware, 42 p.c.

Don't Wait for Business---Get After It!

If you have our line of Gas, Electric and Combination Lighting Fixtures, and let the people see them, you can do a lot of business. Our fixtures are handsome, up-to-date and practical. They "take" well with householders.

Write for our list! It's a beauty!

The Barton Netting Company, Limited

Mantles, Grates, Tiles,
Fire-place Furnishings, Mosaics, Etc.

38 Ouelette Ave., Windsor, Ontario



SCISSORS.
Claus, steel scissors and shears, 60; Japan, 65; tailors, 40; pruning, 70.
Seymour's, 50 and 10 per cent.

HOUSE FURNISHINGS.

APPLE PARERS.
Hudson, per doz., net 5 75

BIRD CAGES.
Brass and Japanned, 40 p. c.

COPPER AND NICKEL WARE.
Copper boilers, kettles, teapots, etc. 45 p. c.
Copper pitta, 30 per cent.

KITCHEN ENAMELED WARE.
White ware, 75 per cent.

London and Princess, 50 per cent.
Canada, Diamond, Premier, 50 and 10 p. c.

Pearl, Imperial, Crescent and granite steel, 30 and 10 per cent.

Premier steel ware, 40 per cent.
Star decorated steel and white, 25 per cent.

Japanned ware, 45 per cent.
Hollow ware, tinned cast, 35 per cent. off.

KITCHEN SUNDRIES.
Asbestos mats, 5 p. c.

Can openers, per doz. 0 40 0 75
Mincing knives per doz. 0 50 0 80

Duplex mouse traps, per doz. 0 60 0 85
Potato mashers, wire, per doz. 0 60 0 70

" wood " 0 50 0 60
Vegetable slicers, per doz. 2 25

Universal meat chopper No. 1. 1 15
Enterprise chopper, each 1 30

Spiders and fry pans, 50 per cent.
Star A1 chopper 5 to 12 1 35 4 10

" 100 to 103 1 35 2 00
Kitchen hooks, bright 0 60

Toasters, 50 p. c.

LAMP WICKS.
Discount, 60 per cent.

LEMON SQUEEZERS.
Porcelain lined, per doz. 2 20 5 60

Galvanized, " 1 87 3 85
King, wood, " 2 75 2 90

King, glass, " 4 00 4 50
All glass, " 0 50 0 90

METAL POLISH.
Tandem metal polish paste, per doz. 6 00

PICTURE NAILS.
Porcelain head, per gross 1 35 1 50

Brass head, " 0 40 1 00
Tin and gilt, picture wire, 75 per cent.

SAD IRONS.
Mrs. Potts, No. 55, polished, per set 0 90

" No. 50, nickel-plated, " 0 95
" handles, japanned, per gross 9 25

" " nickled, " 9 75
Common, plain, " 4 25

" plated, " 5 50
Asbestos, per set, " 1 50

TINWARE.

CONDUCTOR PIPE.
2-in. plain or corrugated, per 100 feet, \$3.30; 3 in., \$4.40; 4 in., \$5.80; 5 in., \$7.45; 6 in., \$9.90.

FAUCETS.
Common, cork-lined, 35 per cent.

SAVETROUGHS.
10-inch, " per 100 ft. 3 30

FACTORY MILK CANS.
Discount off revised list, 35 per cent.

Milk can trimmings, discount 25 per cent.
Creamery Cans, 45 per cent

LANTERNS.
No. 2 or 4 Plain Cold Blast, per doz. 6 75

Lift Tubular and Hinge Plain, " 5 00
Japanning, 50c. per doz. extra.

Prism globes, per doz., \$1.20.

OILERS.

Kemp's Tornado and McClary's Model

PIECED WARE.
Discount 35 per cent off list, June, 1899.
10-qt. flaring sap buckets, 35 per cent.
6, 10 and 14-qt. flaring pails 35 per cent.
Copper bottom tea kettles and boilers, 30 p. c.
Coal hods, 40 per cent.

STAMPED WARE.
Plain, 75 and 12½ per cent. off revised list.
Retinned, 72½ per cent. revised list.

SAP SPOUTS.
Bronzed iron with hooks, per 1,000 7 50
Eureka tinned steel, hooks 8 00

STOVEPIPES.
5 and 6 inch, per 100 lengths 7 64 7 91
7 inch, " " 8 18
Nestable, discount 40 per cent.

STOVEPIPE ELBOWS.
5 and 6-inch, common, per doz. 1 32
7-inch, " " 1 48
Polished, 15c. per dozen extra.

THERMOMETERS.
Tin case and dairy, 75 to 75 and 10 per cent.

TINNERS' SNIPS.
Per doz. 3 00 15 00

Claus, discount 35 per cent.

TINNERS' TRIMMINGS.
Discount, 45 per cent.

WIRE.

ANNEALED CUT HAY BAILING WIRE.
No. 12 and 13, \$4; No. 13½, \$4.10;
No. 14, \$4.25; No. 15, \$4.50; in lengths 6' to
11', 25 per cent.; other lengths 20c. per 100
lbs. extra; if eye or loop on end add 25c. per
100 lbs. to the above.

BRIGHT WIRE GOODS.
Discount 60 per cent.

CLOTHES LINE WIRE.
No. 7 wire solid line, No. 17, \$4.90; No. 18,
\$3.00; No. 19, \$2.70; 4 wire solid line,
No. 17, \$4.45; No. 18, \$3.10; No. 19, \$2.80.
All prices per 1000 ft. measure; 6 strand, No. 18,
\$2.60; No. 19, \$2.90. F.o.b. Hamilton,
Toronto, Montreal.

COILED SPRING WIRE.
High Carbon, No. 9, \$2.95; No. 11, \$3.50;
No. 12, \$3.20.

COPPER AND BRASS WIRE.
Discount 50 per cent.

FINE STEEL WIRE.
Discount 25 per cent. List of extras
In 100-lb. lots: No. 17, \$5 — No. 18,
\$5.50 — No. 19, \$6 — No. 20, \$6.65 — No. 21,
\$7 — No. 22, \$7.30 — No. 23, \$7.65 — No. 24,
\$8 — No. 25, \$8 — No. 26, \$9.50 — No. 27,
\$10 — No. 28, \$11 — No. 29, \$12 — No. 30, \$13 —
No. 31, \$14 — No. 32, \$15 — No. 33, \$16 — No. 34,
\$17. Extras net-tinned wire, Nos. 17-35
\$2 — Nos. 36-31, \$4 — Nos. 32-34, \$6. Coppered,
75c. — oiling, 10c. — in 25-lb. bundles, 15c. — in 5
and 10-lb. bundles, 25c. — in 1-lb. hanks, 25c.
— in 4-lb. hanks, 38c. — in 4-lb. hanks, 50c.
packed in casks or cases, 15c. — bagging or
papering, 10c.

FENCE STAPLES.
Bright, " 2 80 Galvanized, " 3 20

HAY WIRE IN COILS.
No. 13, \$2.70; No. 14, \$2.80; No. 15, \$2.95;
f.o.b., Montreal.

GALVANIZED WIRE.
Per 100 lb. — Nos. 4 and 5, \$3.95 —
Nos. 6, 7, 8, \$3.40 — No. 9, \$2.90 —
No. 10, \$3.45 — No. 11, \$3.50 — No. 12, \$3.05
— No. 13, \$3.15 — No. 14, \$4.00. Base sizes,
Nos. 6 to 9, \$2.35 f.o.b. Cleveland in car
lots. List for cut and straightened wire per
100 lbs. Extras for cutting.

LIGHT STRAIGHTENED WIRE.
Gauge No. Over 20 in. 10 to 20 in. 5 to 10 in.
0 to 5 \$0.50 \$0.75 \$1.25
6 to 9 0.75 1.25 2.00
10 to 11 1.00 1.75 2.50
12 to 14 1.50 2.25 3.50
15 to 16 2.00 3.00 4.50

SMOOTH STEEL WIRE.

No. 9-9 gauge, \$2.40; No. 10 gauge, 6c
extra; No. 11 gauge, 12c extra; No. 12
gauge, 20c extra; No. 13 gauge, 30c extra
No. 14 gauge, 40c extra; No. 15 gauge, 55c.
extra; No. 16 gauge, 70c extra. Add 60c.
for coppering and \$2 for tinning.

Extra net per 100 lb. — Oiled wire 10c.,
spring wire \$1.25, bright soft drawn 15c.,
charcoal (extra quality) \$1.25, packed in casks
or cases 15c., bagging and papering 10c., 50
and 100-lb. bundles 10c., in 25-lb. bundles
15c., in 5 and 10-lb. bundles 25c., in 1-lb.
hanks, 50c., in 4-lb. hanks 75c., in 4-lb.
hanks \$1.

POULTRY NETTING.
2-in. mesh, 19 w.g., 60 and 5 p. c. off. Other
sizes, 60 and 5 p. c. off.

WIRE CLOTH.
Painted Screen, in 100-ft. rolls, \$1.70, per
100 sq. ft.; in 50-ft. rolls, \$1.75, per 100 sq. ft.

WIRE FENCING.
Galvanized barb, " 3 00
Galvanized, plain twist, " 3 35
Galvanized barb, f.o.b. Cleveland, \$2.75 for
small lots and \$2.60 for carlots.

WIRE ROPE.
Galvanized, 1st grade, 6 strands, 24 wires, 1.
\$5; 1 inch \$16.80.
Black, 1st grade, 6 strands, 19 wires, 1. \$5
1 inch \$15.10. Per 100 feet f.o.b. Toronto

WROUGHT STAPLES.
Galvanized, " 2 75
Plain, " 2 50

Coopers, 45 per cent.
Poultry netting staples, 40 per cent.

Bright spear point, 75 per cent.

WOODENWARE.

BROOMS.
Breck's 4 string, " 2 55 3 40
Nelson's, " 2 25 3 65
" bamboo, " 2 95 3 95

CHURNS.
No. 0, \$9; No. 1, \$9; No. 2, \$10; No. 3,
\$11; No. 4, \$13; No. 5, \$16; f.o.b. Toronto
Hamilton, London and St. Marys, 30 and 30
per cent.; f.o.b. Ottawa, Kingston and
Montreal, 40 and 15 per cent.

CLOTHES PINS.
Cane's, 5 gross loose, per case, " 0 60
" 4 " packages, per case " 0 70

CLOTHES REELS.
Davis Clothes Reels, 40 per cent.

FIBRE WARE.
Star pails, per doz. \$ 3 00
0 Tubs, " 14 00
1 " " 12 00
2 " " 10 00
3 " " 8 50

ICE CREAM FREEZERS.
White Mountain, 50 p. c.

LADDERS, EXTENSION.
3 to 6 feet, 12c. per foot; 7 to 10 ft., 13c.
Wagoner Extension Ladders, 40 per cent.

MOPS AND IRONING BOARDS.
"Best" and "900" mops, " 1 25
Folding ironing boards, " 12 00 16 50

REFRIGERATORS.
Discount, 40 to 50 per cent.

SCREEN DOORS.
Common doors, 2 or 3 panel, walnut
stained, 4-in. style, per doz. 8 00

Common doors, 2 or 3 panel, grained
only, 4-in. style, per doz. 8 30
Common doors, 2 or 3 panel, light stair
per doz. 10 55

WASHBOARDS.
Cane's, per doz. 1 10 3 35

WASHING MACHINES.
Round, re-acting per doz. 60 00
Square " 63 00
Eclipse, per doz. 54 00
Downsall " 39 00
New Century, per doz. 75 00
Daisy, " 54 00
Stephenson, " 74 00

WOODEN PAILS.
Cane's wire hoop, 2-hoop, " 1 00
" 3-hoop, " 1 05

WOODEN TUBS.

Cane's wire hoop, per doz., No. 0, \$11; No. 1
\$9; No. 2, \$7.50; No. 3, \$6.50.

WRINGERS.

Royal Canadian, 11 in., per doz. 35 00
Royal American, 11 in. 35 00
Eze, 10 in., per doz. 36 75

MISCELLANEOUS.

AXLE GREASE.
Ordinary, per gross 6 00 7 00
Best quality, " 10 00 12 00

RELIVING.
Extra, 60 per cent.
Standard, 60 and 10 per cent.

No. 1, not wider than 6 in., 60, 10 and 10 p. c.
Agricultural, not wider than 4 in., 75 per cent
Lace leather, per side, 75c.; cut laces, 80c.

BOOT CALKS.
Small and medium, ball, per M 2 25
Small heel, " 4 50

CARPET STRETCHERS.
American, " per doz. 1 00 1 50
Bullard's, " " 6 50

CASTORS.
Bed, new list, 55 to 57½ per cent.
Plate, discount 52½ to 57½ per cent.

PULLEYS.
Hothouse, " per doz. 0 55 1 00
Axle, " " 0 22 0 33
Screw, " " 0 22 1 00
Awning, " " 0 35 2 50

PUMPS.
Canadian cistern, " 1 40 3 00
Canadian pitcher spout, " 1 80 3 16
Berg's wing pump, 75 per cent.

ROPE AND TWINE.
Sisal, " 0 10
Pure Manila, " 0 13
"British" Manila, " 0 11
Cotton, 3-16 inch and larger, " 0 21 0 23
" 5-32 inch " 0 25 0 27
" 1 inch " 0 25 0 28
Russia Deep Sea, " 0 16
Jute, " 0 09
Lath Yarn, single, " 0 10
" double, " 0 10
Sisal bed cord, 48 feet, per doz. 0 65
" 60 feet, " 0 80
" 72 feet, " 0 95

Twine.
Bag, Russian twine, per lb. 0 27
Wrapping, cotton, 3-ply, " 0 25
" 4-ply, " 0 29
Mattress twine per lb. 0 33 0 45
Staging, " " 0 27 0 28

BINDER TWINE.
500 feet, sisal, " 0 08
500 " standard, " 0 08
550 " " manilla, " 0 09
600 " " " 0 11
650 " " " 0 13

Car lots, 4c. less; 5-ton lots, 4c. less.
Central delivery.

SCALES.
Gurney Standard, 35; Champion, 45 p. c.
Burrow, Stewart & Milne — Imperial
Standard, 35; Weigh Beams, 35; Champion
Scales, 45.

Fairbanks Standard, 30; Dominion, 50
Richelson, 50.
Warren new Standard, 35; Champion, 45
Weigh Beams, 30.

STONES—OIL AND SOUTHS.
Washita, " per lb. 0 25 0 37
Hindustan, " " 0 06 0 10
" slip, " " 0 18 0 20
" " " " 0 10 0 10
Deer Creek, " " 0 10 0 10
Deerlick, " " 0 25 0 25
" " " " 0 15 0 15
Lilly white, " " 0 49 0 49
Arkansas, " " 1 50 1 50
Water-of-Ayr, " " 0 10 0 10
Scythe, " per gross 8 50 5 00
Grind, 40 to 200 lb., per ton, 30 00 23 00
" under 40 lb., " 24 00
" 200 lb. and over, " 28 00

METALLIC CEILING

RESIDENCE DESIGN

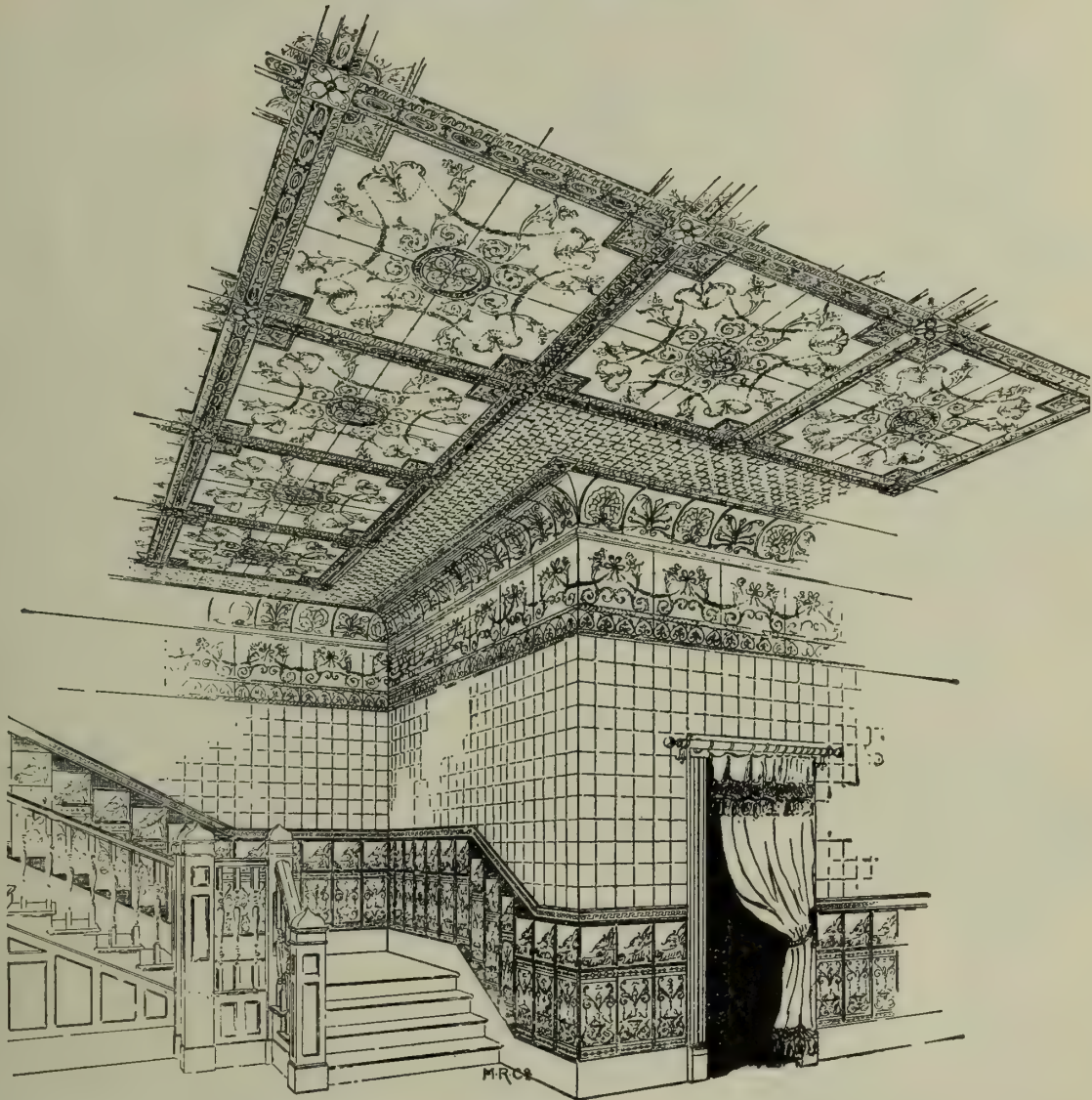


Fig. 3508.

Hall in residence, finished with embossed metal. Dados Nos. 455 and 457, Dado Capping No. 923, Wall Plates No. 436, Frieze No. 446, Cornice No. 303, Border No. 812, Mouldings No. 908, and Ceiling Plate No. 445.

All our ceilings are coated with genuine white zinc enamel. Workmanship and quality unequalled. We do **not** make any cheap trash. Reliable goods only at right prices.

We shall be pleased to have your enquiries. Our factories are operated day and night. We can usually give prompt shipment.

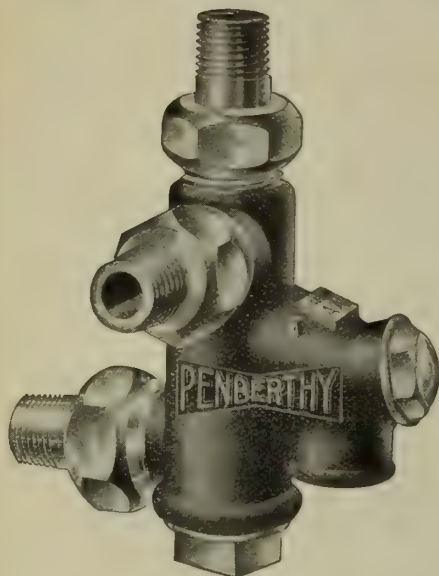
We also manufacture; "Eastlake" Metallic Shingles, Rock Faced and Brick Siding, Metallic Cornices, Skylights, Corrugated Iron, etc. We shall be pleased to have your enquiries.

The METALLIC ROOFING CO., Limited

Manufacturers
TORONTO AND WINNIPEG

REASONS WHY

THE



AUTOMATIC INJECTOR

Always "Makes Good"

1st—It will work on higher pressure and handle hotter water.

2nd—It will lift further vertically on a greater range of pressure.

3rd—It delivers a maximum amount of water with a minimum amount of steam.

Try the PENBERTHY it never fails.



"XL-96"

EJECTOR OR SYPHON

Has no equal in lifting or elevating liquids. Used Exclusively by the leading creameries, tanneries, breweries, brickyards, distilleries and dye houses in the country.

SPECIAL "XL-96" NON - ELEVATING EJECTOR

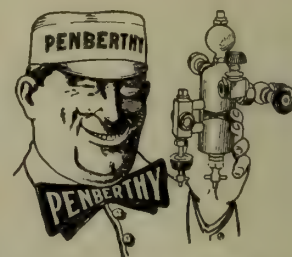
Heats liquids to a minimum; Lifts 28 feet; Uses less steam and delivers $33\frac{1}{3}\%$ more liquid than any Ejector made. A trial will convince you.



THE PENBERTHY LUBRICATOR

Works as well as

THE PENBERTHY INJECTOR

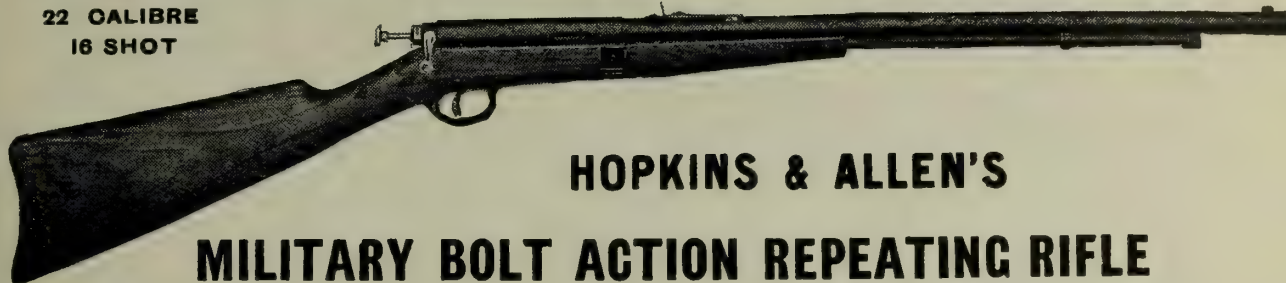


THEY NEVER FAIL
Write For Booklet No. 1.

PENBERTHY INJECTOR COMPANY Limited
WINDSOR, ONTARIO

A RECORD BREAKING SELLER

22 CALIBRE
16 SHOT



HOPKINS & ALLEN'S

MILITARY BOLT ACTION REPEATING RIFLE

\$10⁷⁵
LIST

There has long been a demand for a good rifle at this price—and the **HOPKINS & ALLEN Junior Repeater** fills the bill. This rifle has been and is being extensively advertised, and a heavy sale for it is created.

SPECIFICATIONS:—22-inch barrel, take-down, 22 calibre. Magazine handles 22 short, 22 long and 22 long rifle cartridges without change of carrier. Shoots 16-22 short or 12-22 long or long rifle cartridges. Action, Military Bolt Pattern with positive safety device. Length over all, 40 inches, weight 5½ pounds.

FOR SALE BY ALL FIRE-
ARMS JOBBERS.

PLENTY OF GOOD SUPPLE-
MENTARY ADVERTISING
MATTER—FREE.

WRITE FOR CATALOGS

THE HOPKINS & ALLEN ARMS CO.

LONDON OFFICE
8 City Road, Finsbury Square, London

Dept. 67, NORWICH, CONN, U.S.A.



Shows Bolt Drawn Back—Position for Ejecting
Shells.

Profit—Then More Profit !

That's the way you can sum up repeat orders. The way to get repeat orders, and clinch the paying trade is to sell

Empire, Imperial and Champion

AXE HANDLES

They are made of the cleanest, toughest hickory that we can get hold of, and are beautifully shaped and finished. They come to you attractively labelled, in individual sacks ; and they make a fine showing.

Have You Got Our List ?
If Not, send For It To-Day.

J. H. Still Manufacturing Co.

Limited

ST. THOMAS, ONTARIO

Sell the "DILLON"

It's The Fence That Satisfies



It's the only wire fence on earth that can really resist hard usage. Apart from the very high quality of the wire it has the "hinge stay" feature, which is exclusive. The upright wires are joined with a **hinge** to the laterals. Look at the cut.

CATALOG ON REQUEST

THE OWEN SOUND WIRE FENCE CO., Limited

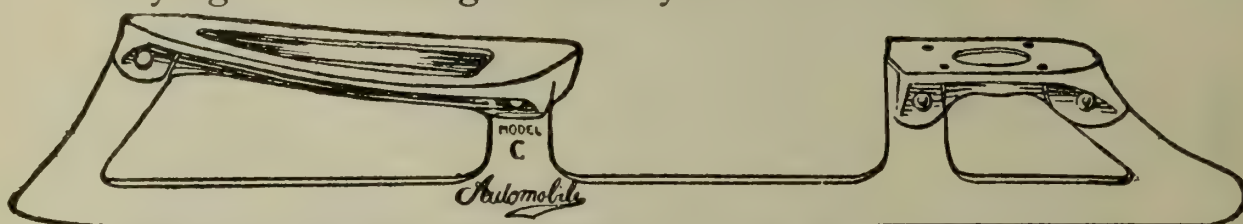
OWEN SOUND, ONT.

Sold by

Messrs. Caverhill, Learmont & Co., Montreal
Messrs. Christie Bros. Co., Limited, Winnipeg
The Abercrombie Hardware Co., Vancouver

Automobile Skate Facts

Blades are made from special nickel steel, giving a keener edge and a greater strength with much less weight. ¶ Tops are made from aluminum alloy, stronger and much lighter than the ordinary top. ¶ Guarantee protects the user absolutely against breakage for one year.



Ounces lighter than ANY other hockey or pleasure skate on the market. ¶ Write for catalogue of our full range of skates and discounts to dealers.

CANADA CYCLE & MOTOR CO., Limited
WEST TORONTO, ONT.

Branches: Vancouver, B.C., Winnipeg, Man.

Let In The Daylight

There's no need for anyone in your locality to occupy a gloomy building which requires artificial light in the day-time. You can make a very tidy profit by introducing

MAXimum LIGHT GLASS

to the owner of any such building. Maximum Light Glass embodies a new prismatic principle and is really the only daylight increasing glass. It can be effectively used when placed directly in the window sash, where ordinary prismatic glass would be useless. While daylight lasts outside, Maximum Light Glass will flood the darkest corner of a room with light.

Better Get Our Catalogue, Anyway!

It tells all about Maximum and our other lines as well.

The HOBBS MANUFACTURING CO., Limited

TORONTO

LONDON

WINNIPEG

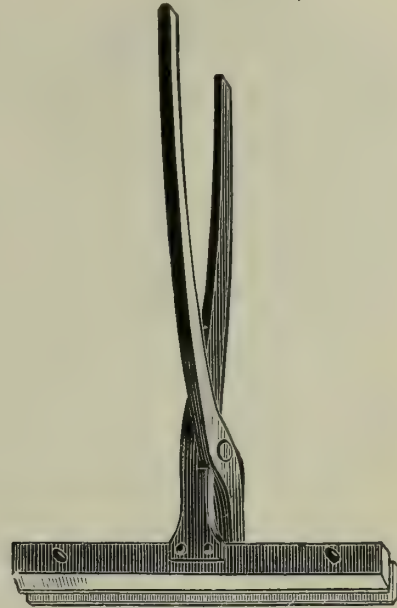
MANUFACTURERS of Leaded Art Glass, Bevel Plate, Mirrors, Etc.

IMPORTERS of Rolled Plate Glass, Sheet Window Glass, Ornamental Figured Glass, Muffled and Cathedral Tints, Polished British Plate Prismatic Sheet Glass, and Sole Canadian Agents for Maximum Light Glass.

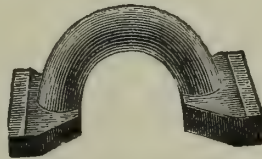
ROOFING TOOLS



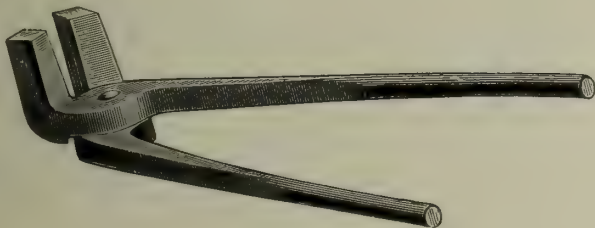
ROOFING DOUBLE SEAMER TONGS



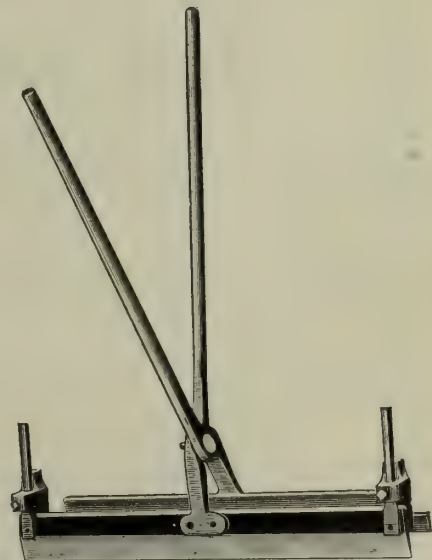
ORDINARY ROOFING TONGS



ROOFING DOUBLE SEAMERS



ROOFER'S SPIKE PULLER



ADJUSTABLE GAUGE ROOFING TONGS

We manufacture all the STANDARD SIZES of TONGS and SEAMERS.
Write for price and particulars.

THE BROWN, BOGGS CO., LTD., - Hamilton, Ont.

TINSMITHS' TOOLS

PRESSES

HEAVY SHEET METAL TOOLS

Clauss Brand

The Shears of Quality



We make shears for many different purposes, in many different styles and finishes; but every pair are fully warranted to be of the highest quality, strong, clean cutting and durable.

ARE YOU HANDLING THEM?

List and Discounts on Request.

The Clauss Shear Co.
Toronto, Ontario

MACFARLANE'S CASTINGS

CONSERVATORIES
PORCHES
SHELTERS. VERANDAHs
FOUNTAINS. BANDSTANDS
CLOCK TOWERS
ORNAMENTAL ROOFING
WINTER GARDENS
STABLE FITTINGS
ELECTRIC LIGHT PILLARS
BRACKETS & WIREWAYS
DRAIN & SOIL PIPES

THIS STATUE OF ART IS ONE OF FOUR LIFE-SIZE FIGURES ON THE FOUNTAIN PRESENTED BY US TO THE WEST END PARK GLASGOW.

WALTER MACFARLANE & CO.,
SARACEN FOUNDRY, GLASGOW.

AGENTS: W. PORTEOUS JACK, 1256 Robson, Vancouver.
GEO. PEATT & CO., P. O. Box 466, Winnipeg, Man.
J. R. BAXTER & CO., 102 St. Antoine St., Montreal.



McDougall Pumps

are standard Pumps, this is now well known from Sea to Sea, and if any improvements come up we immediately embody same. Our printers are busy with Catalogue No. 16, please let us have your name for a copy.

The R. McDOUGALL CO.
Galt, Canada LIMITED



"Imperial"

There are **four** things about this pump worth noticing.

1st.—It is anti-freezing, having a long set length, and three way pipe being at the bottom of set length.

2nd.—It is furnished with an inch plunger tube, with three plunger buckets instead of stuffing box.

3rd.—The three way lever is on top of the spout and always handy for use.

4th.—It is rigid and solid in every way.

Write for Catalogue of Pumps and Scales. We have a full line. Also Elevators, Trucks, etc.

AYLMER PUMP & SCALE COMPANY, Ltd.

Successors to

AYLMER IRON WORKS COMPANY Ltd.

Aylmer, Ontario

MACHINERY STEEL NORWAY IRON

Large Stock of
All Sizes.

CLOSE PRICES

A. C. LESLIE & CO.,
LIMITED
MONTREAL

Fire Escapes

Circular Stairs

Coal Chutes and

Ornamental Iron for Buildings

Are lines which local hardware men should look after. We are pleased at all times to submit tenders on work of this kind.

THE MANITOBA IRON WORKS Limited
WINNIPEG, MAN.

Ross Bros. LIMITED

Harvest TOOLS

Edmonton, Alberta

Our stock is complete, our prices are right and we make shipment within twelve hours of the receipt of your order.

When writing advertisers kindly mention having seen the advertisement in this paper.



Look for this Stencil—
*It will Enable you to Build
Up a Good Reputation and
Sale on Linseed Oil.*

You cannot be too careful in selecting the Linseed Oil you handle—it will largely make or break your reputation, especially among the painting trade.

Although practically every oil is labeled "pure," in reality "pure" oil means little. There is no other product on the market which offers such opportunity and such temptation for adulteration as Linseed Oil. And there is no other product in the paint and varnish business where quality is so essential to good work. The name and reputation of the maker is worth more than the word "pure" on the label.

The high quality and reputation of Sherwin-Williams Paint and Varnish Products is a guarantee of the quality of Sherwin-Williams Linseed Oil. The superior quality of this oil has been a very important factor in maintaining our standard of quality in our paint and varnish products.

We have large linseed oil mills in Montreal and carry a stock of oil in our warehouses.

Ask us about our Raw Oil, our Strictly Pure Boiled Oil and Special Oils. Address



THE SHERWIN-WILLIAMS CO.
LARGEST PAINT AND VARNISH MAKERS IN THE WORLD.
Canadian Headquarters and Plant: 639 Centre St., Montreal, Que.
Warehouses: 86 York St., Toronto, and Winnipeg, Man.



876

REVILLON BROTHERS LIMITED

WHOLESALE ONLY **HARDWARE** ONLY WHOLESALE

The Largest { Buyers
Sellers
Stock }

of Shelf and Heavy Hardware in Alberta

Leading Lines at Leading Prices

Our customers lead in the Hardware Trade of Alberta.

WRITE FOR QUOTATIONS

REVILLON BROTHERS LIMITED
EDMONTON, ALTA.

ATTENTION !



A FAVORITE IN THE PAGEANT

The Quebec Tercenary or the Mid-summer holidays may interfere with our salesmen calling upon our Hardware friends with their accustomed regularity. Please note, that all orders by Mail, Wire or Telephone will be appreciated and receive every **ATTENTION !**

**THE
CANADA PAINT
COMPANY**

MONTREAL-TORONTO-WINNIPEG



IVER JOHNSON

SAFETY AUTOMATIC REVOLVER



Different from every other revolver, and infinitely superior to near-safe imitations, because the feature that makes it possible to

Hammer the Hammer

in perfect safety, is not a mere device added to the revolver, but is itself a part of the firing mechanism. No buttons to press, no catches to set, no levers to pull. The hammer of an Iver Johnson Automatic Safety Revolver *never* touches the firing pin, and the firing pin *never* touches the cartridge until the trigger is pulled. You can "hammer the hammer," drop it, kick it, pound it, but until you pull the trigger, there's "nothing doing."

ACCIDENTAL DISCHARGE IMPOSSIBLE

ADVERTISED in all the leading Magazines and Sportsmen's periodicals. Our advertising creates the demand. But we never sell direct where the dealer can supply.

These are not premium goods. The owl's head on the grip and our name on the barrel guarantee them.

Send for Dealer's Catalogue or order from your jobber.

IVER JOHNSON'S ARMS & CYCLE WORKS, 330 River Street, Fitchburg, Mass.

Pacific Coast Branch; Phil. B. Bekeart Co., San Francisco, Cal.

Makers of Iver Johnson Single Barrel Shotguns and Iver Johnson Truss Bridge Bicycles



HORSE NAILS

None question the superiority of the Cold made Horse Nail, and there is none better than the "M.R.M." brand.

Quality, uniformity, regularity, combined with proportions which have universally pleased the Farrier.

Our ability to distribute economically is emphasized by this particular line.

Lower prices to the Farrier than other makes cost him, and a good margin of profit to the dealer.

We shall be glad to send samples.

The Montreal Rolling Mills Co.

DISTINCTIVE— DIFFERENT

There are a great many Paints made—Of course! They can be very much divided into two classes, but "English" Paint is distinctly different from all other Paints. It is the ONLY Liquid Paint in which the ONLY White Lead used is Brandram's B.B. Genuine.

BRANDRAM-HENDERSON,
LIMITED

**Montreal
St. John**

**Halifax
Winnipeg**

Marshall-Wells Co., Winnipeg
Distributors for Western Canada

Floorglaze Enamel

We say it is the best solid color floor finish made. We can prove it, and so can you, in the easiest and most profitable way possible. Stock a sample order, and see how it brings the customer back for more and do not forget the satisfied customer has lots of friends.

10 shades. Write for color card and prices.

Manufactured only by

The Imperial Varnish & Color Co.

LIMITED

TORONTO, CANADA.

Stocks at

VANCOUVER, B.C. IMPERIAL VARNISH & COLOR CO. Ltd. 542 Beatty St.
WINNIPEG, MAN., c/o MASON & HICKEY, 108 Princess St.

Queen City Water White Oil

GIVES PERFECT LIGHT

FOR SALE BY DEALERS EVERYWHERE

J. J. TURNER & SONS,

PETERBOROUGH, ONT.

The Largest Manufacturers in Canada of

Tents, Awnings, Flags, Sails, Camping Goods
Waterproof Goods, Horse Blankets
Nose Bags, Coal Bags, etc.

TELEPHONE DAY OR NIGHT

WRITE FOR CATALOGUE

FIRE ESCAPES!!

ARE THERE ANY REQUIRED IN YOUR TOWN?

Factories, Hotels, and public buildings are obliged to have Fire Escapes. We can send you designs and prices that will enable you to secure the orders. Write us for information. For Fire Escape work we cannot be beaten.

DENNIS WIRE AND IRON WORKS CO., LIMITED
LONDON, ONTARIO

There's Money in It !

Dealers all over Canada are finding that **Muresco** is a **real good thing**. We know what pulls trade—quality. So we put quality into every pound of Muresco. We can show you a big bunch of letters from delighted painters and decorators, telling us that there is

No other Wall Finish as good as

M U R E S C O

The confidence of the painters and decorators is reflected in the fact that sales of Muresco are 60% ahead of last year. The Grand Trunk Railway stations at West Toronto, Brampton, Georgetown, Acton, Guelph, Berlin, Stratford, New Hamburg, Forest, Galt, and St. Mary's, are the healthiest and handsomest on the line because their walls are covered with Muresco.

SEND FOR COLOR CARDS AND PRICES.

Benjamin Moore & Co., Limited

New Office and Works : West Toronto, Canada.

New York, Chicago, Cleveland, Carteret, N. J.

If you are not handling Trip-L-Body White write us for price and sample. It is superior to white lead in every way.

A Reminder.



This is to remind you, Mr. Paint Dealer, that if you haven't written for our money-making plan that you are wasting valuable time. It isn't every brand of paint that has back of it a 100 per cent PURE GUARANTEE. Every gallon of

Martin-Senour 100 per cent Pure Paint

that you sell is another stone laid in the foundation of a permanent paint trade. Purchasers who buy it to try, buy it again the next time they want paint. It doesn't take long for them to find out that for durability, service, richness of appearance, brilliancy and wear it's the most economical and satisfactory article they can buy.

It will pay you to get acquainted with us and let us make your trade acquainted with Martin-Senour 100 per cent Pure Paint. Write today.

The MARTIN-SENOUR CO., Ltd.,

Pioneers of Pure Paint

MONTREAL

CHICAGO

The Winnipeg Paint & Glass Co., Ltd.,
Winnipeg

The Maritime Paint & Varnish Co., Ltd.,
Halifax, N. S.



WATCH THESE LINES!



RAMSAY'S WINDOW GLASS

Don't be short of glass! Many merchants have allowed their stocks to run down. Business is improving on all lines. Send us your specification. Large stocks constantly arriving.

RAMSAY'S LINSEED OIL

Remember what we said. Ramsay's Oil is a standard in the market and has been for years. Its purity and beauty in color is known and guaranteed. You buy no sediment with Ramsay's Oil.

TURPENTINE

The market still keeps low and it seems a good time to secure some purchases. We have constantly arriving fresh shipments from the South.

For anything in Paint write

A. RAMSAY & SON CO.
MONTREAL

Est'd 1842

Paint Makers

NEW ERA PAINT

has a greater covering capacity and greater durability than any other prepared paint. It doesn't cost you as much as some paints; but its quality is so high and its price so moderate that it brings you a lot of business and good steady profits.

PRICES ON REQUEST

Standard Paint and Varnish Works Co.
WINDSOR, - ONTARIO LIMITED

SUNLIGHT GOLD PAINT

Patented 1906.

BEST ON THE MARKET.

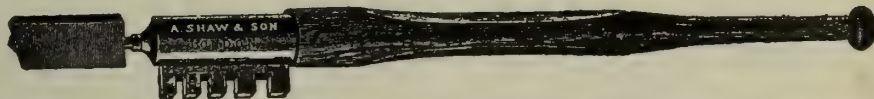
THE CANADIAN BRONZE POWDER WORKS

TORONTO R. E. Thorne & Co. VALLEYFIELD MONTREAL.

McCaskill, Dougall & Co.

Manufacturers

RAILWAY, CARRIAGE AND BOAT VARNISHES.
HIGH-GRADE FURNITURE and HOUSE VARNISHES
MONTREAL.



GLAZIERS' DIAMONDS OF PROVED WORTH

Having a Century's Reputation for Reliability.

MADE BY

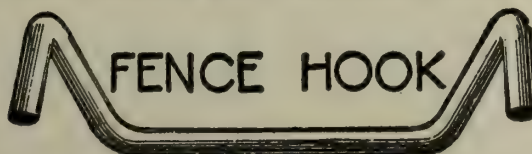
A. SHAW & SON, London, Eng.

CANADIAN AGENT

GODFREY S. PELTON, - 201 Coristine Building, Montreal

GALVANIZED FENCE HOOK

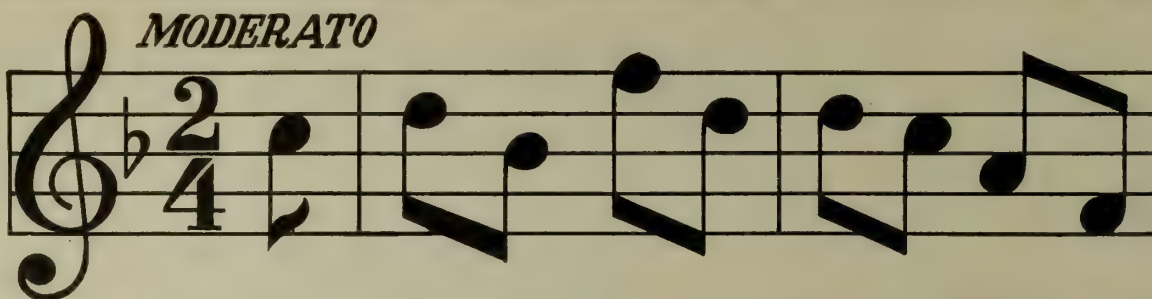
For Fastening Wooden Picket or Wire Fences



WIRE NAILS, COILED SPRING BARB and PLAIN FENCE WIRE, OILED and ANNEALED, CLOTHES LINE WIRE, STAPLES, etc.

The Western Wire and Nail Co., Limited,

- London, Ont.



THE WEARING OF THE GREEN

Depends on the permanency of the Color.

LUCAS IMPERIAL FRENCH GREENS

are made by special process which insures their great permanency, their exceptional brilliancy, their great strength and their intense covering properties. The most perfect BODY GREENS produced.

Practically Un-Fading, Absolutely Non-Poisonous

The Name, the Package and the Label are closely imitated by unscrupulous manufacturers and dopsters.

Be sure you get the GENUINE LUCAS IMPERIAL FRENCH GREENS

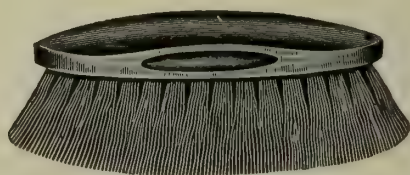
JOHN LUCAS & CO.

PHILADELPHIA

NEW YORK

CHICAGO

BOSTON



We Excel in the Manufacture of

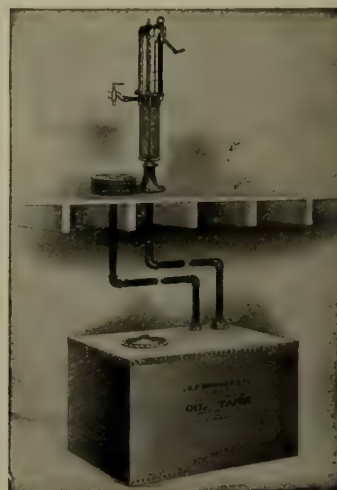
DANDY AND HORSE BRUSHES

We have recently improved the finish and style of a number of our lines. See our values before placing your Fall order.

Stevens-Hepner Company
Limited

Port Elgin, - Ontario

If you even suspected that you were losing from \$100 to \$500 a year, wouldn't you try to stop it?



Cut 15, Cellar Tank for Paint Oils

By retailing your oils with ordinary tanks, you ARE losing that much or more.

Catalogue V. shows you just how you are losing this money and illustrates Oil Tanks that will stop it. Send for it to-day.

S. F. Bowser & Co.
LIMITED

66-68 Fraser Avenue, - TORONTO

WHAT ABOUT THE PAINTER'S TRADE ?

You can't fool a good painter. When it comes to buying varnishes and finishes the painter usually knows what's what, which is the strongest reason why every hardwareman should handle

GUTTA PERCHA FLOOR FINISH

It is a high-grade floor finish which combines quick and hard drying properties without sacrificing elasticity or durability. It dries hard over night with the toughness of Gutta Percha. One coat is sufficient on properly filled old and new natural floors. It does not scratch or mar white. When you sell Gutta Percha Floor Finish, your customer knows that he's getting real good value for his money.

Sold in Sealed Cans only—Write us for Prices.

INTERNATIONAL VARNISH CO., Limited TORONTO, CANADA

Manufacturers of Lacqueret, Elastica, Gutta Percha, and Flatline Floor Finishes, and Flatline Cabinet Finish.

Branch of the Standard Varnish Works,

NEW YORK,

CHICAGO,

LONDON, ENG.,

BERLIN,

BRUSSELS.

ESTABLISHED IN 1796



English
For all

Varnish
Purposes

"LACKERITE"

An ideal finish for Floors, furniture or other woodwork in the home on new or old work.

Dries hard over night, with a brilliant and durable gloss.

It imitates the natural grain of the wood.

In 12 different Colors and put up in sizes from ¼ Pint Tins to Gallons.

Send for Shade Cards.

Wilkinson, Heywood & Clark, Limited

LONDON, England

300 Notre Dame St. West, MONTREAL

Branches:—Liverpool, Mexico City, Paris, Alexandria, Bombay, Karachi, Calcutta, Madras, Colombo, Rangoon, Hong Kong, Shanghai, Penang, Singapore, Soerabaya, Kobe, Yokohama, Melbourne, Sydney, and Agencies all over the world.

FRANCIS C. REYNOLDS, Can. Manager.

McArthur, Corneille & Co.

MONTREAL

GLUE AND GELATINE

An extensive assortment, to suit all requirements.
WILL BE PLEASED TO SUBMIT SAMPLES AND PRICES

Manufacturers and Importers of

**White Lead, Oils and Colors,
Prepared Paints, Window
Glass, Varnishes, etc.**

Selling Agents In Canada

For the GENUINE

Imperial French Green

of JOHN LUCAS & CO.,
PHILADELPHIA

And CELEBRATED

English Varnishes

of CHAS. TURNER & SON,
LONDON

Please mention "Hardware and Metal" when writing.

Do not confuse our roofing with the ordinary tar paper kind, for Brantford Roofing is a distinctly superior article. The basis is pure wool felt completely saturated with asphalt. Waterproof, fireproof, acidproof. A roofing that you can recommend with confidence to your trade. Sell on sight. Samples free. Our prices are right.

No. 1 "Asphalt" 60 lbs.
No. 2 " 70 lbs.
No. 3 " 80 lbs.
per 100 square feet

No. 1 "Rubber" 32 lbs.
No. 2 " 42 lbs.
No. 3 " 52 lbs.
per 100 square feet

Put up in rolls 32 in. wide, protected by our patent ends. Nails and cement are in the core of each roll—ready to lay.

"Brantford" "Roofing"



Brantford Roofing Co. Limited
Brantford, Canada

SELLING AGENTS:

Chas. A. Sullivan - P.O. Box 1053, Montreal
General Supply Co. of Canada, Limited - 219-221 Bank Street, Ottawa
147 Bannatyne Avenue East, Winnipeg, Man.
J. S. Mitchell & Co. - Sherbrooke, Que.
Fleck Bros., Limited - Vancouver, B.C.
Imperial Export Co. - Toronto, Ont.

Amatite ROOFING



THIS advertisement will bring to your attention the best and cheapest ready roofing on the market. Here is how we prove it the best.

In the first place Amatite is made in one standard thickness, whereas, other ready roofings range from a thin, flimsy half-ply to a three-ply thickness.

The three-ply thickness (which by the way is only one sheet of felt) is the only kind that can be compared with Amatite.

But right here is the point. Amatite is better made, has better waterproofing material, and weighs more per square foot than the three-ply grade of other makes, and costs much less.

These facts make Amatite the most desirable roofing made.

But in addition to its superiority in material and manufacture, Amatite has one distinction which makes it stand out above all others. It has a real mineral surface.

It is hardly necessary to state the advantages of such a mineral surface, the freedom from painting or coating, the perfect protection against all kinds of weather, the great durability.

This mineral surface is embedded in a layer of Pitch, the greatest known waterproofing material. Beneath this in turn are two layers of the best grade of wool felt—cemented together by more Pitch, making the whole a roofing that is absolutely waterproof.

No other ready roofing can compare with this mineral-surfaced, waterproof, weather-proof, durable roof. That's why we say—Don't buy your roofing until you have seen Amatite.

Free Sample and Booklet

Send for Free Booklet and Sample to-day. It will pay you to get acquainted with Amatite. Address nearest office.

The Paterson Manufacturing Co., Ltd.
Toronto, Montreal, Winnipeg, St. John, N.B. Halifax, N.S.

TRINIDAD ASPHALT

The attention of

CONTRACTORS

and others is called to the quality of Trinidad Asphalt, dug from the vicinity of the celebrated Lake in the Island of Trinidad. This asphalt has, for years past, proved highly satisfactory for

Street Paving
and
Insulating Purposes

Apply to
Lucien F. Ambard & Son,
Port-of-Spain, Trinidad, B.W.I.

"For the Hardwareman — reputation makes Success and the 'GALT KIND' makes reputation."



Galt Expanded Steel Lath

Builders and Plasterers are rapidly discarding wooden lath for the more easily erected and fire-proof "GALT" Expanded Steel Lath, which does not crack or stain the plaster, holds it in place forever and on account of its "key" requires far less plaster than other laths. "GALT" Expanded Steel Lath is made by the rotary process which ensures flat, rigid sheets—no bags, no bulges, no bad ends.

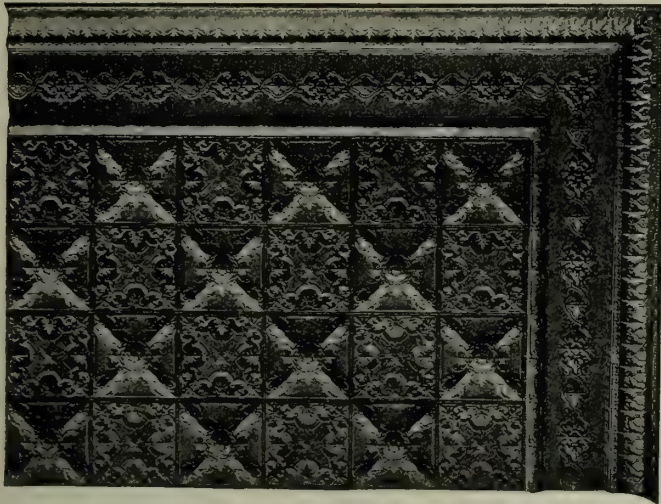
Let the plasterers in your locality know that you can supply "GALT" Expanded Steel Lath and quote prices thereon. Send us their names and we will mail them samples, etc., and refer them to you as our agent.

THE GALT ART METAL CO.,

LIMITED
GALT, - - - ONTARIO

DUNN BROS., W. D. BEATH & SON,
Winnipeg and Regina. Toronto, Ont.

Get After the Ceiling Trade!



Is there a church in your town with a cracked plaster ceiling? Are there any lodge rooms, stores or hotels which could be improved at small expense by installing our CLASSIFIED METAL CEILINGS? Of course there are! This business is waiting for you if you get after it. You make a double profit—both on the material, and on the labor of erecting it. And you can give your customers their choice of the most handsome and most distinctive designs on the market by showing them our catalogue.

"WE WORK WITH THE TRADE."

The Metal Shingle and Siding Co., Limited
PRESTON, ONT. MONTREAL, QUE.

GENERAL SALES AGENTS:

EMERSON & FISHER, LTD., St. John, N.B.

J. A. BERNARD, Quebec.

CLARE & BROCKEST, Winnipeg.

ELLIS & GROGAN, Calgary.

W. N. O'NEILL AND CO., Vancouver.

"Don't Strive Against the Current"



But strike out good and strong with the "current of popular favor" which has set in so strongly for the Spramator and you'll finish a great many dollars ahead of last season's sprayer business. A post card to us will start you right.

W. G. HEARD,

1246 King St., - - London, Ont.

Are you interested in any of the lines that are advertised?

A Post Card will bring you price list and full information.

Don't forget to mention Hardware and Metal.

BEST ELBOWS

—FOR—

CONDUCTOR
PURPOSES

BEAR TRADE MARK

F. Dieckmann

PLAIN ROUND.

CORRUGATED.

Crimps outside no obstructions
inside.

Only elbow holding in position with-
out solder.



For Sale by the TRADE

Write for prices,
catalogue and
samples to

JOBBERS AND

THE FERD. DIECKMANN CO.

1180-82-84 HARRISON AVE.,

CINCINNATI, O., U. S. A.



LONG

SWASTIKA



LIFE

BABBITT

Best Babbitt Value in the World.

SWASTIKA LONG LIFE BABBITT

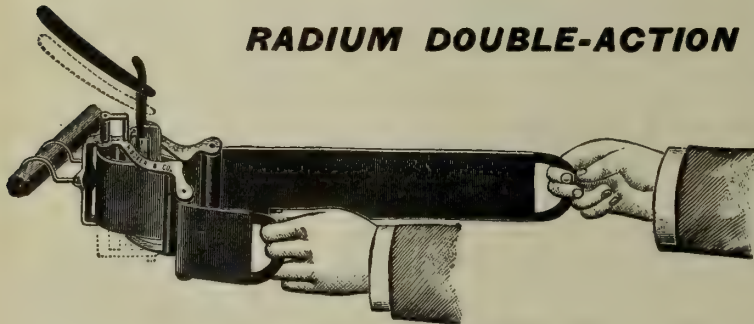
Will stand High Speed and Heavy Pressure, Grade High, Price Low. 25c. lb.

Write for Booklet

Liberal Discount to Trade.

The JAMES ROBERTSON Co., Ltd., 144 William St., Montreal

H. BOKER & CO.'S



RADIUM DOUBLE-ACTION

STROPPING

MACHINE

With the Radium Double-Action Machine, when you pull the strop the razor moves vertically, and the strop laterally giving heel to toe movement representing a perfect imitation of the skilled barber's hand.

FOR SALE BY LEADING WHOLESALE HARDWARE HOUSES

No Waste Circulation *in HARDWARE AND METAL. Try the "want columns" and see.*



**WALL
PULL SOCKET**
No. 35028

A FEW LEADING HUBBELL SPECIALTIES

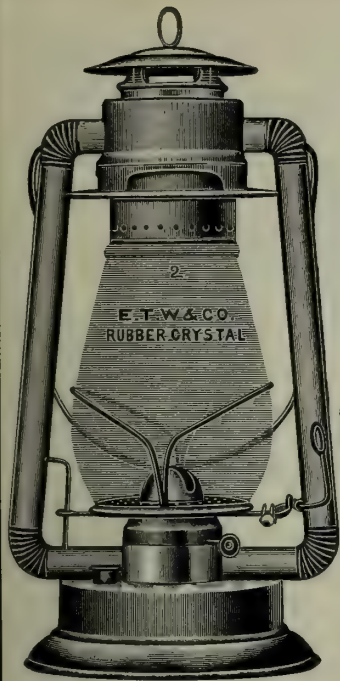
The man who buys 'HUBBELL' knows a good article when he sees it. **MERIT** makes them famous.

HUBBELL Pull Sockets and Clusters, something better than the best you have seen. Give us a chance to tell you more about them.

Write us for information and prices.

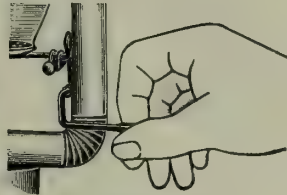
R. E. T. PRINGLE Co., Limited **PULL CLUSTER**
MONTREAL, QUE. WINNIPEG, MAN. No. 5138



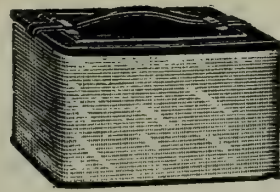


Wright's 1908 Pattern Cold Blast Lantern. Book your fall order now.

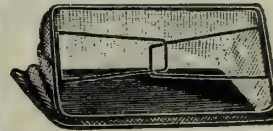
NOTE THE LIFT



Section Showing Globe raised ready for lighting.



Ready for use.

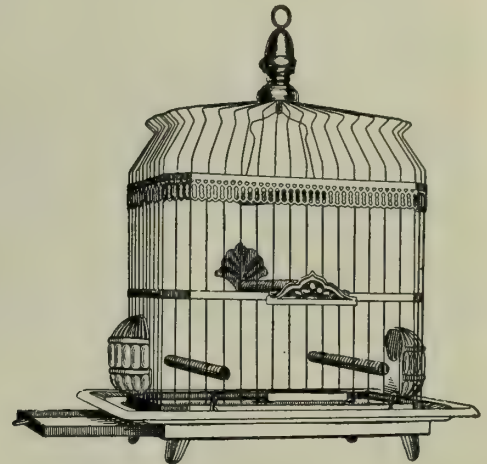


Folding up.



Folded for pocket.

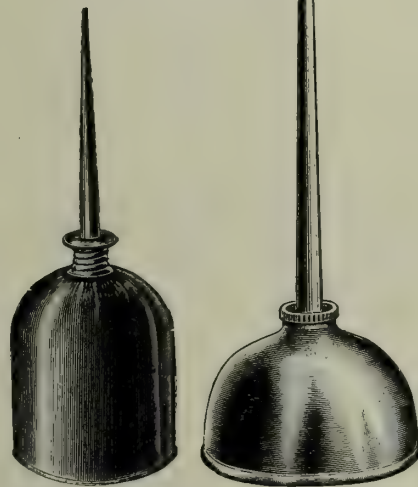
Ehies Patent Lunch Box and Food Carrier



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Oilers in all styles and sizes, plain, japanned or coppered.



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Asbestos Stove Mat. A very handy item in the kitchen.



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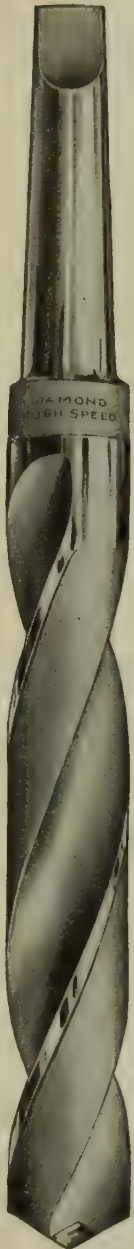


Made in Heavy I.X. Re-dipped Tin Plate, pieced, or Stamped out of X.X.X. plate and re-tinned.

Manufactured by **E. T. WRIGHT & CO., Hamilton, Can.**

(The leading specialty manufacturing company of Canada)

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"Diamond" High Speed Twist Drills make good in actual work, which is really the only test that means anything.

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"Referring to $\frac{1}{4}$ in. "Diamond" High Speed Drills recently purchased through your Philadelphia representative, would advise that same have more than met our expectations. We are drilling on an automatic 6 spindle upright drill press, ten thousand (10,000) wheels per day, each casting having a hole $\frac{1}{4}$ in. x 1 in. long.

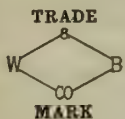
We do not find it necessary to grind the drills more than once an hour, and in that time we drill one thousand (1,000) castings. We have drilled one hundred thousand (100,000) castings with one dozen drills, using about one and one half inches of the twist, same being too short for further use.

We trust this information will prove to be of interest to you, and with best wishes we remain,"

They will do as much for you, and to convince you, all we ask is a trial order.

The WHITMAN & BARNES MFG. CO.

Canadian Factory and Sales Office



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ONTARIO



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has made OUR ammunition superior to ALL others. It is easy to say but we can prove that. **ECONOMY IN MANUFACTURE**, the sifted experience of generations enables us to lay down at your store **CARTRIDGES** that give you a **BETTER** profit and **YOUR CUSTOMERS** a **BETTER** product. **REMEMBER NITROS, BALLISTITES, WALTHAMS and IDEALS** are all **GUARANTEED**.

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For F. JOYCE & CO., LONDON, ENG.

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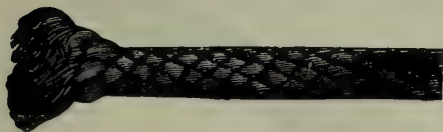
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JOBBER.



A slight
pressure of the
thumb-piece
pumps the oil
to the
bearings.

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is a new adhesive. IT STICKS EVERYTHING but it is NOT sticky. IT is described as LIQUID PORCELAIN because it MAKES as well as MENDS. That means that it will make a new knob for a teapot lid or a new handle for a milk jug.

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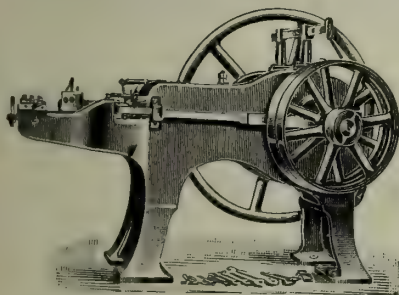
Snow-white CAEMENTIUM will neither rub off nor wash off certain substances. Let us tell you about it. To-day is the day to write for it.

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Plants working in all parts of the world. Experience extending over many years in the Wire Trade.

CORRESPONDENCE SOLICITED
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Manufacturers of
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SLEIGHS

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"BUSTER BROWN" Children's Express Wagons

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Handy around any house, store or farm



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Keep your money
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goods made
in Canada

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made from selected materials,
and are good stock for Spring,
Summer, Fall and Christmas Trade.



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STANLEY
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Price
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All that its name
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Write for samples and
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Double Barrel Guns Single Barrel Guns

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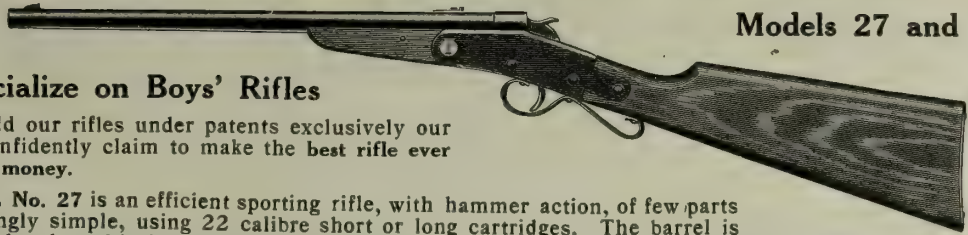
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Sellers**HAMILTON (22 Calibre) RIFLES**Money
Makers

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We Specialize on Boys' Rifles

We build our rifles under patents exclusively our own and confidently claim to make the best rifle ever built for the money.

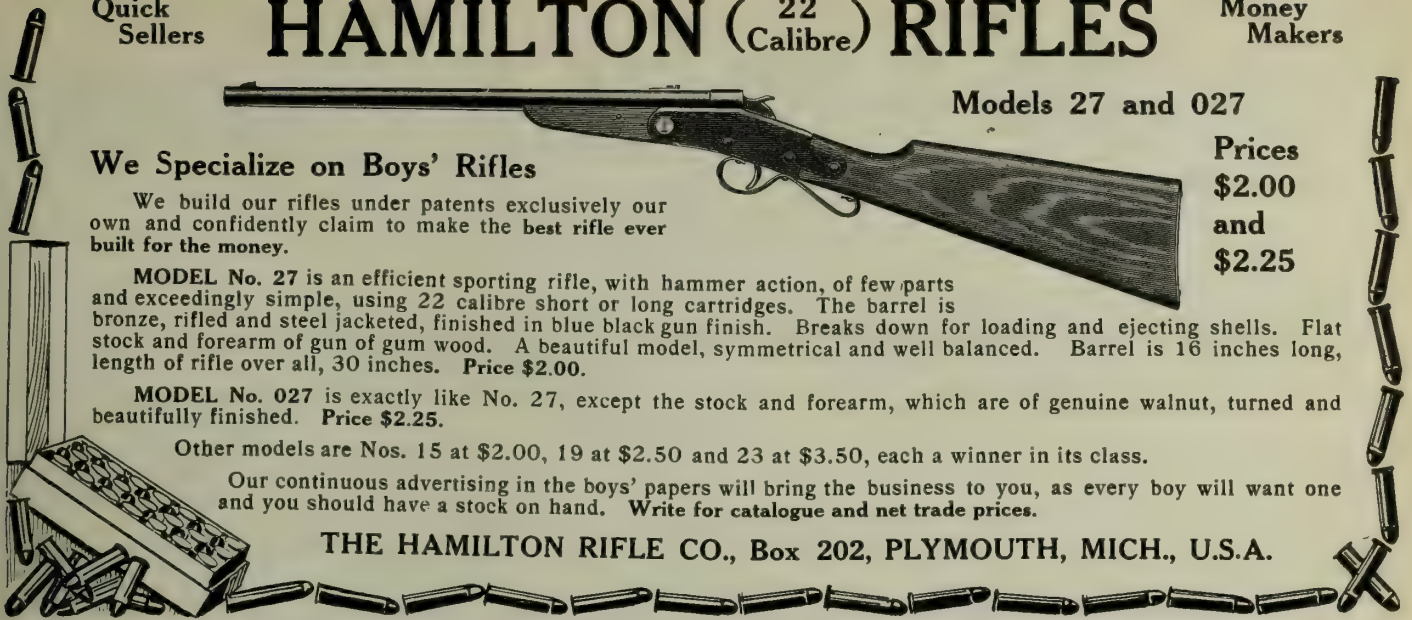
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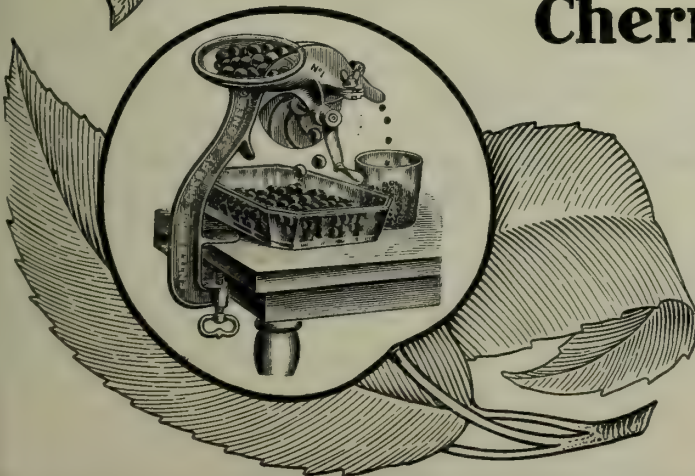
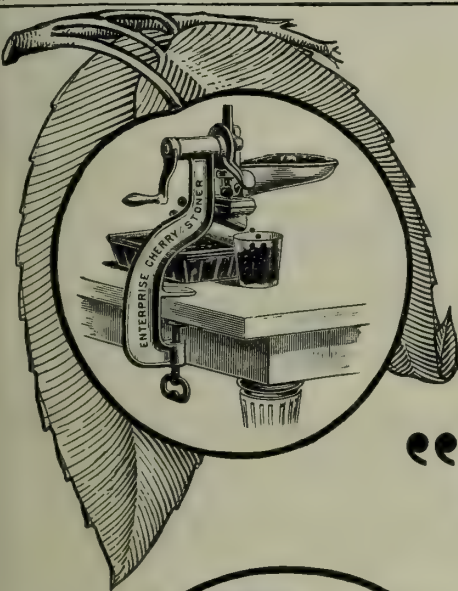
Our continuous advertising in the boys' papers will bring the business to you, as every boy will want one and you should have a stock on hand. Write for catalogue and net trade prices.

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"Cherries are Ripe"**

and women are busy at their preserving kettles, you'll gain their approval—a good thing—and their trade—better still—if you can supply them promptly with an

"ENTERPRISE"**Cherry Stoner**

Cherry season is short. Wise dealers have the "Enterprise" Cherry Stoner on their shelves in time. When a woman has her cherries ready for stoning she won't wait 'till you order it. She won't wait, either, for an "Enterprise" Fruit Press. When she wants it she wants it quick! She will go somewhere else if you haven't it. *Stir up the jobber.* Write to-day for our latest catalog.

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Philadelphia, U. S. A.

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Enjoy the confidence of the public — your customers

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Then when he takes an H. & R. Gun in his hands—examines it, discovers its simplicity, perfect balance, finish and all-round superiority compared with higher priced guns, the sale is made.

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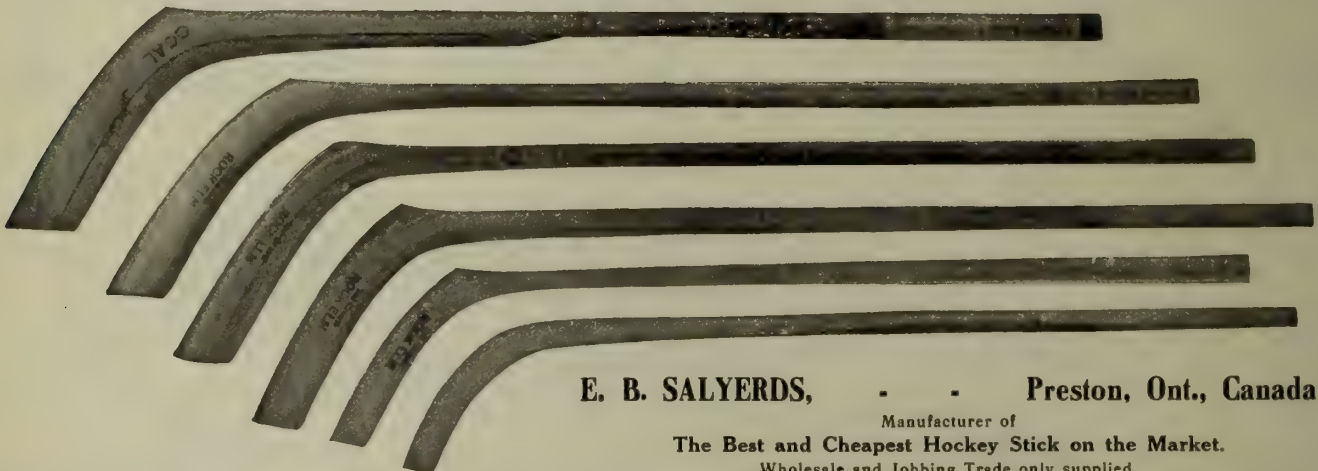
MODEL 1908 will be made in 12, 16, 20 and 28 gauge. We shall continue to manufacture and supply our popular Model 1900, with patented hinge pin, and our unequalled small frame gun, Model 1905.

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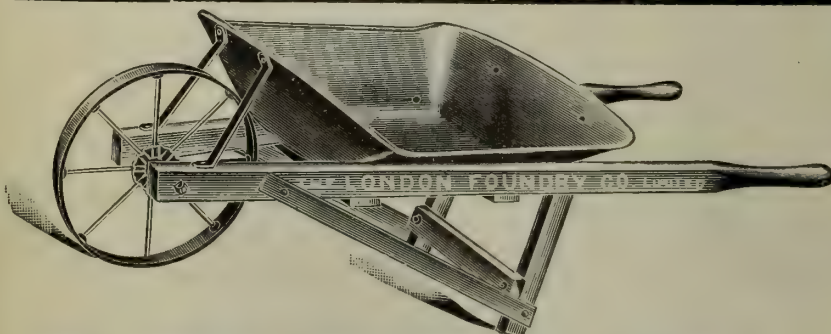
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ASK FOR BUSY MAN'S, THE
MAGAZINE WITH THE RED COVER

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The Value of Advertising Cities
The Tragedy of Business
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Education and Business Requirements

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Sir William Macdonald and Practical Education
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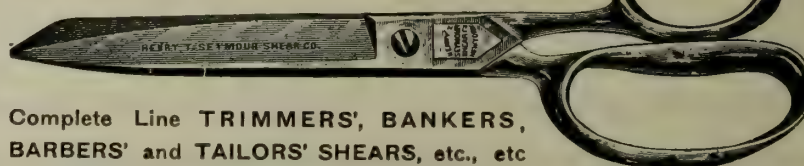
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have been the Standard for over seventy years

"QUALITY UNQUESTIONED"

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Each pair of our shears bears the above trade mark



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are unequalled for cutting and wearing qualities.



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his clothes up carefully is the man to whom you can sell an outfit of

EUREKA HANGERS

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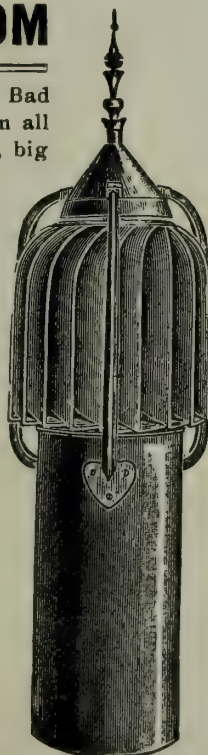
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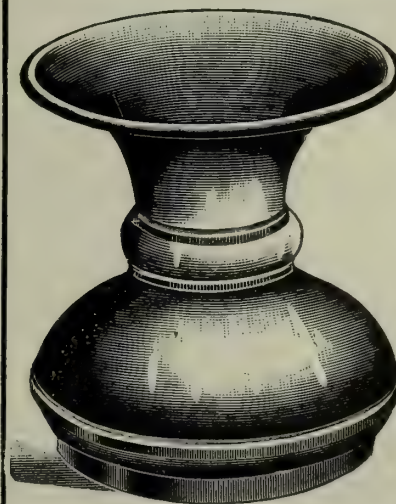
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We have them in all up-to-date designs and finishes. Have you seen our new catalogue? Send for a copy. It shows the most complete line of

WATER COOLERS, FILTERS, Etc., Etc.

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Buffalo, N.Y.

Canadian Representative :

H. F. McINTOSH & CO.

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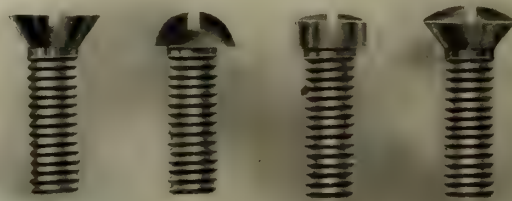
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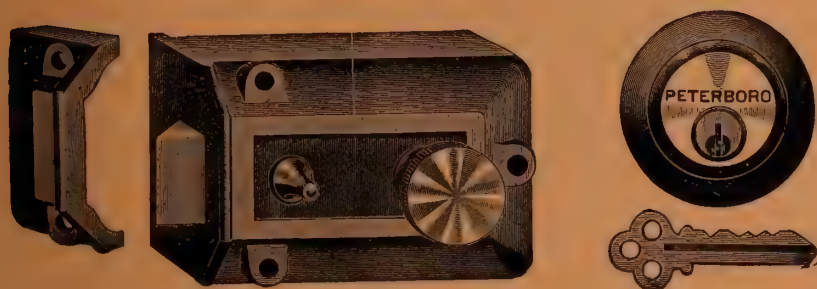
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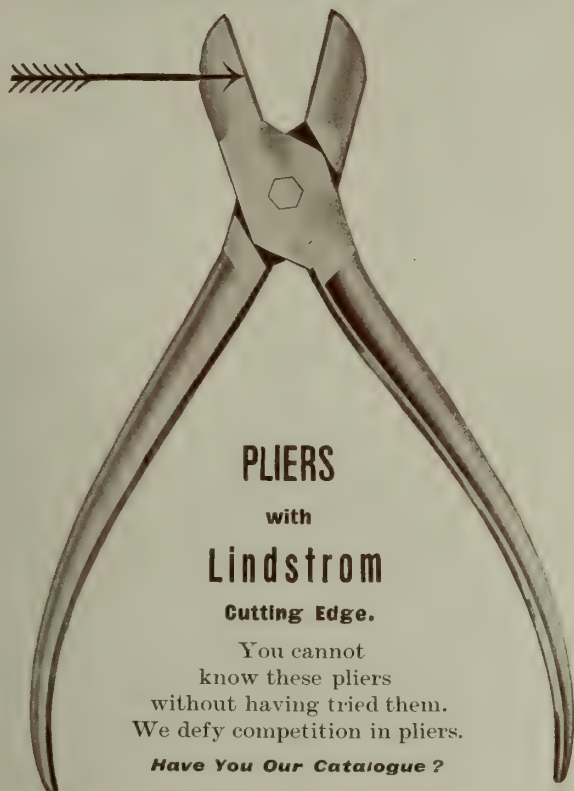
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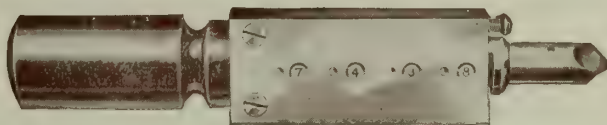
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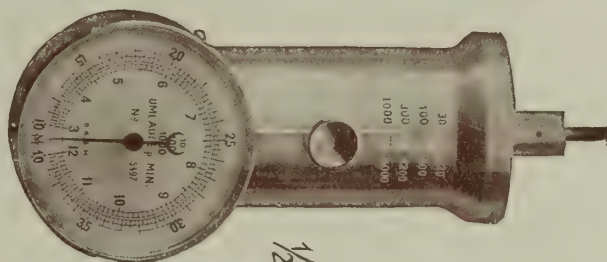
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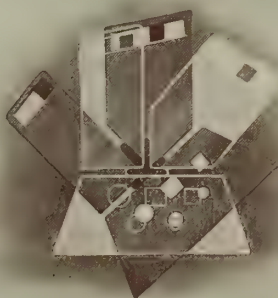
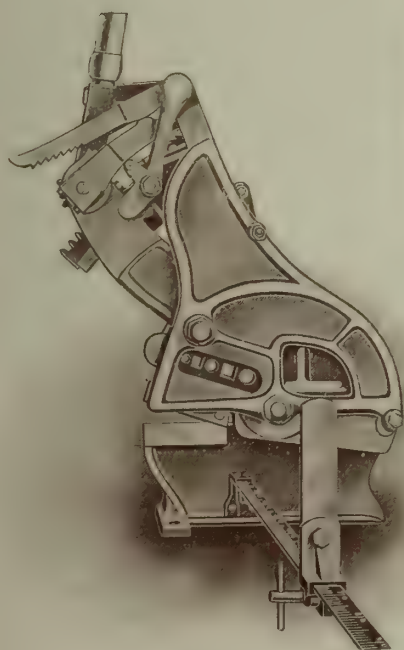
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VOL. XX.

PUBLICATION OFFICE: TORONTO, AUGUST 1, 1908

NO. 31.

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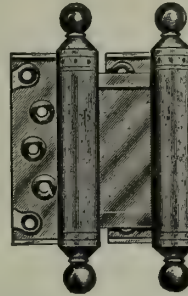
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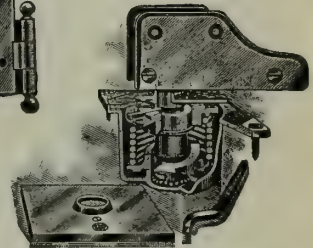
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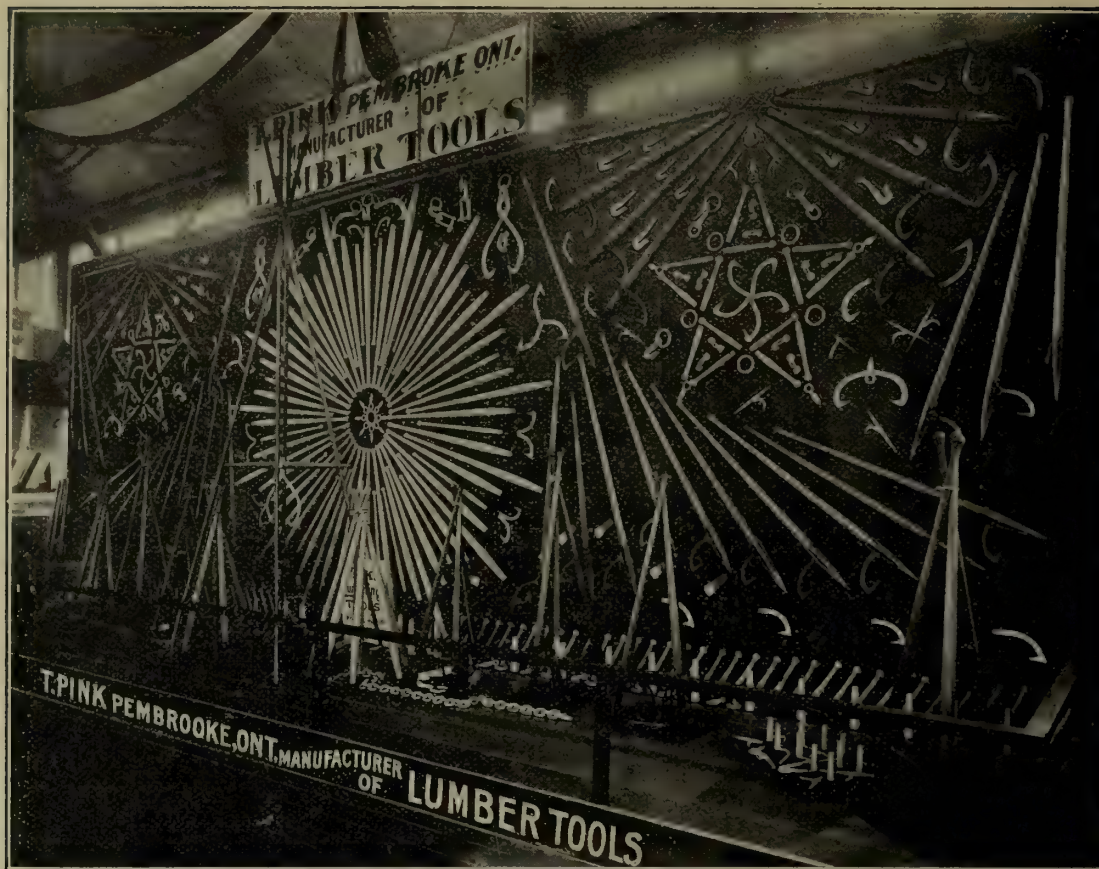
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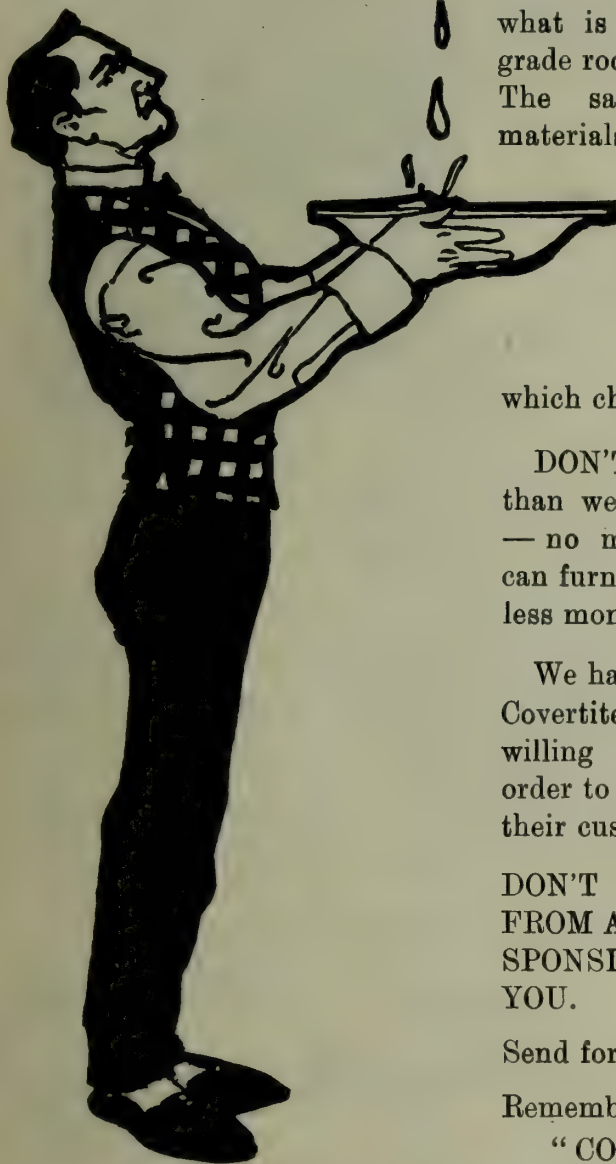
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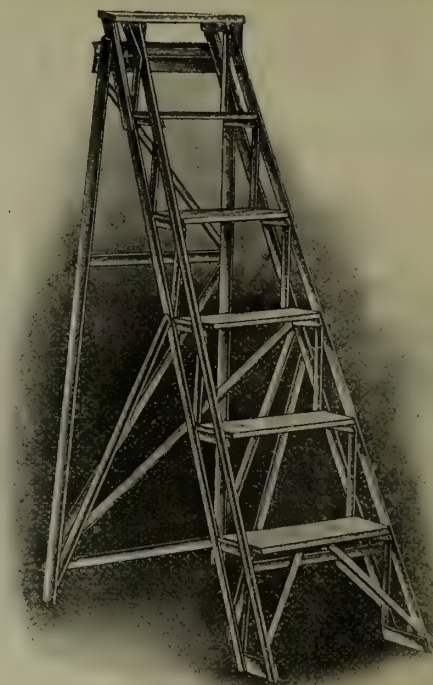
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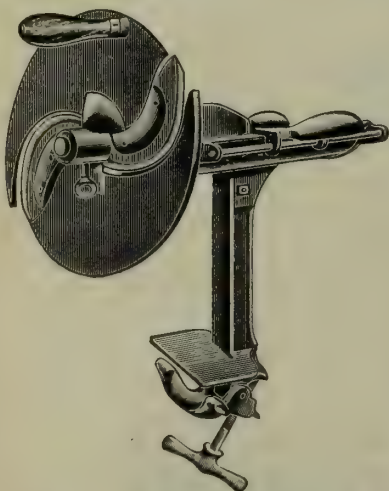
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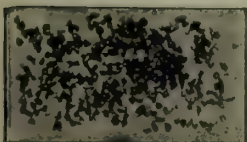
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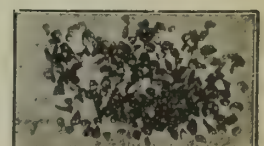


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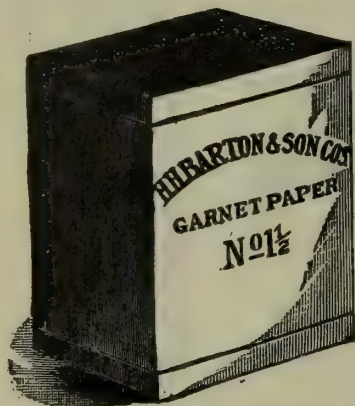
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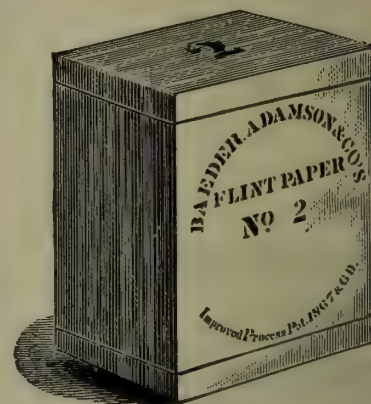
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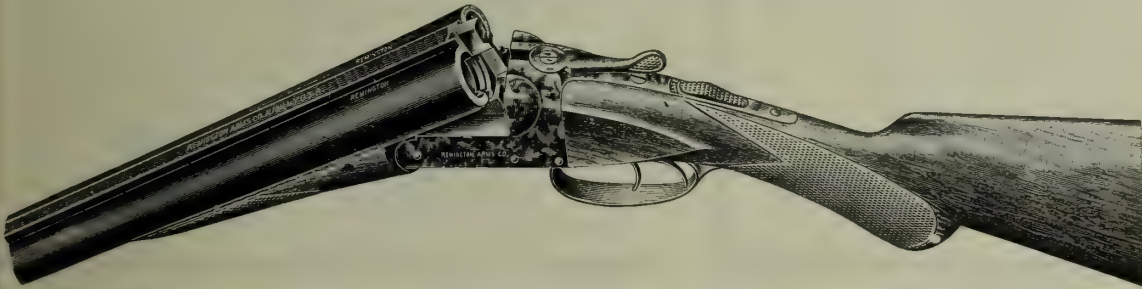
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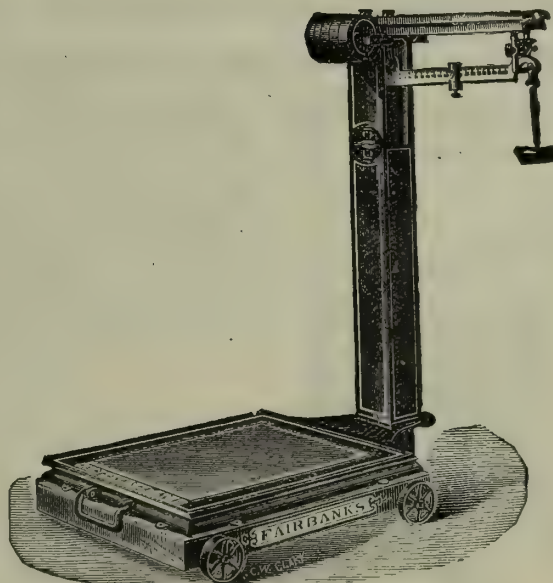
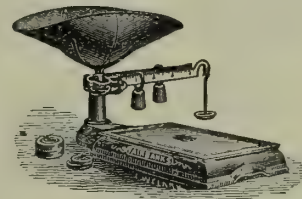
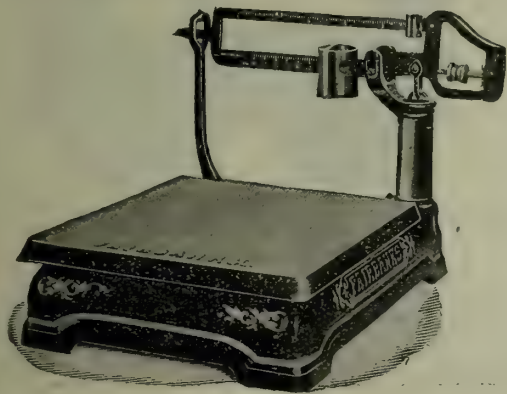
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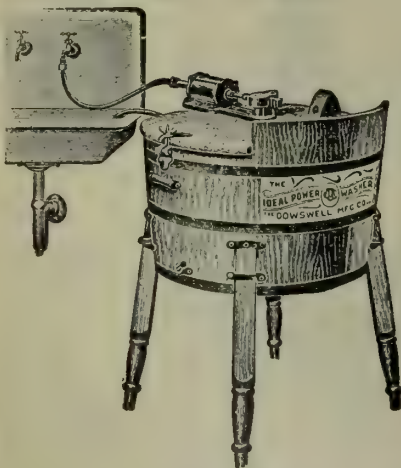
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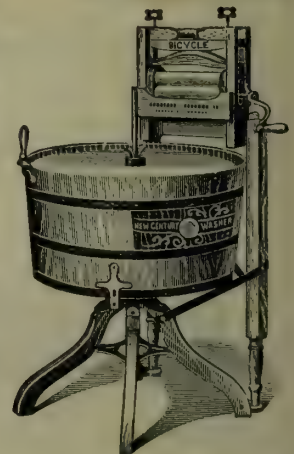
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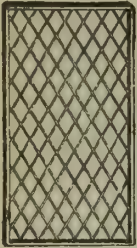
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WESTERN Incorporated 1851
ASSURANCE COMPANY.

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HEAD OFFICE—TORONTO, ONT.

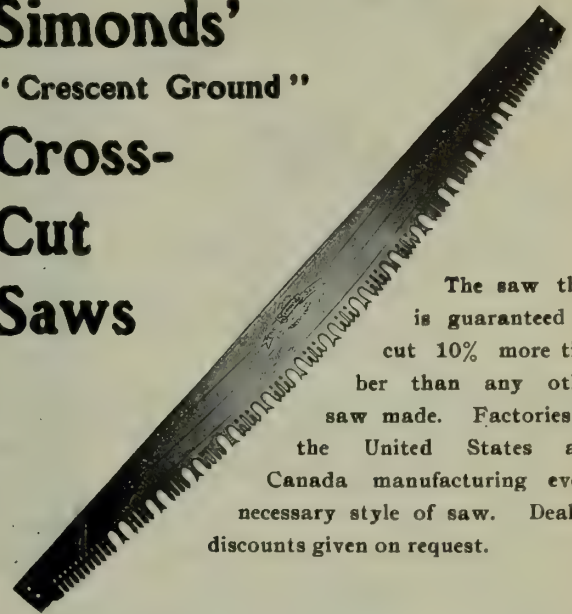
Assets over - - \$3,570,000
Income for 1906, over 3,609,000

HON. GEO. A. COX, President,
W. R. BROCK, Vice President
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Simonds'

"Crescent Ground"

Cross-Cut Saws



The saw that is guaranteed to cut 10% more timber than any other saw made. Factories in the United States and Canada manufacturing every necessary style of saw. Dealers discounts given on request.

Simonds Canada Saw Co.

LIMITED

Montreal, P.Q.

Toronto, Ont.

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WINDSOR HOTEL, HAMILTON, BERMUDA

This House is pleasantly and conveniently located on the East Side of Queen Street. The rooms are bright and cheerful. Every attention paid to guests. Billiards and pool. Hot and cold water baths. A. McNicol, Prop

TOWER HOTEL, GEORGETOWN, DEMERARA, BRITISH GUIANA.

This first-class hotel is most conveniently situated in the coolest and healthiest part of the city. Five minutes from railway station and steamer stallings, and near to all principal public buildings. Cool and lofty bedrooms. Spacious Dining and Ladies' Rooms. Billiard Room. Electric light throughout.

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JOHN McEWEN, Manager. For Rates, etc., apply Trinidad Shipping & Trading Co. 29 Broadway, New York.

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The most popular hotel in

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Opposite Victoria Park and Cedar Ave. Private Board \$12 to \$14 per week.
Open Now. Closes on May 1.

Persons addressing advertisers will kindly mention having seen their advertisement in this paper.

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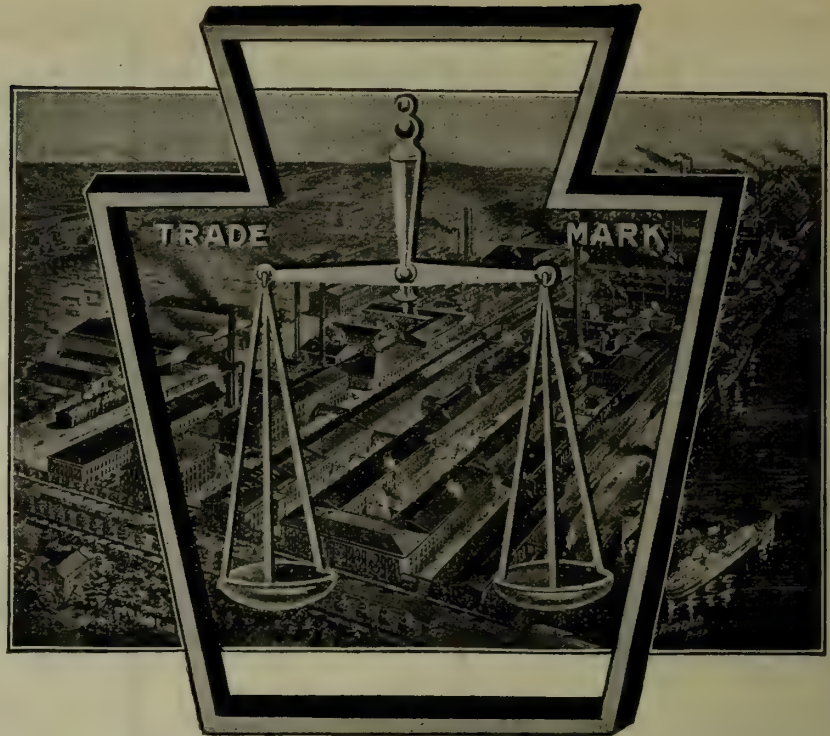
BACKED BY THE
DISSTON SAW WORKS
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DISSTON METHOD
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THIS BRAND

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will continue to be recognized
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SIXTY-EIGHT YEARS

as a guarantee of Highest
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HENRY DISSTON & SONS, Inc., Philadelphia, U.S.A.

Keystone Saw, Tool, Steel and File Works.

CANADIAN WORKS, 112 Adelaide Street East, TORONTO

*Satisfaction
Guaranteed*

A MARK OF QUALITY

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**Manila Rope
Transmission Rope
Yacht Rope
Bolt Rope**



**Sisal Rope
Lath Yarn
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Bale Rope**

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Mills: MONTREAL, QUE. HALIFAX, N.S.

Manufacturers of CORDAGE and TWINE of all descriptions,

From

Manila, Sisal Jute, Russian, Italian

AGENTS AND BRANCHES:

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Quebec, Que.

CONSUMERS CORDAGE CO., Limited,
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TEES & PERSEE, Limited, Winnipeg, Calgary and Edmonton.

Complete Stocks at Halifax, St. John, Montreal, Toronto, Winnipeg, Vancouver



SIMONDS No. 8½

This Saw is of the general style and shape which carpenters have been accustomed to using for years past. Has a carved apple handle with highly polished sides and edges, making a very pretty Saw. Holds its cutting edge and saws true. Its high quality and even temper are due to the fact that it is **Made of Simonds Steel**. Covered by the broadest Simonds warranty.

SIMONDS HAND SAWS

are good sellers. Dealers should send for 1907 Catalogue and discounts.

SIMONDS MANUFACTURING CO.

Fitchburg, Mass.

Branches Throughout The United States

Attractive Grape Pattern—Finest Electro Silver Plate—Highly Guaranteed

On high grade Nickel
Silver base



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AGENTS: J. MACKAY ROSE, 88 McGill Street, Montreal, Que. N. F. GUNDY, 61 Albert Street Toronto, Ont. DAVID PHILIP, 291 Portage Avenue, Winnipeg, Man.



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Best Babbitt Value in the World.

SWASTIKA LONG LIFE BABBITT

Will stand High Speed and Heavy Pressure, Grade High, Price Low. 25c. lb.

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Liberal Discount to Trade.

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Hardwaremen! Here's a Proposition!

We have one of the biggest and best equipped plants in Canada for the manufacture of **STRUCTURAL STEEL**. We are in a position to quote you very close prices on all kinds of **STRUCTURAL STEEL** work. So that it'll pay you handsomely to find out what steel is required in your local building trade, and let us quote you a price on it. We shall be glad to furnish you also with any other information about **STRUCTURAL STEEL** that will help you to get business. **The best time to get busy is now.**

Hamilton Bridge Works Co., Limited, Hamilton
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Reputation Assures Quality

For 'tis quality that builds reputation. We are manufacturers of

Wire Nails Tacks

Wood Screws, Bright Wire Goods, Iron, Brass and Copper Rivets and Burrs ; Stove, Sink, Tire and Sleigh Shoe Bolts ; Machine Screws ; Staples ; Corrugated Fasteners ; Wire, bright, coppered and tinned, in coils and cut to lengths. Our facilities for turning out these goods are unsurpassed in Canada.

Canada Screw Co., Limited

Toronto

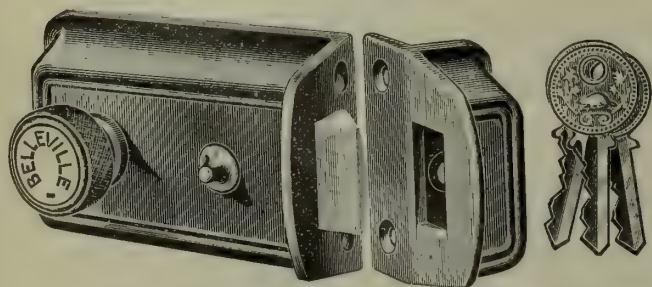
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Here is a very attractive and economical

CYL. STORE DOOR SET

The Latch and Esc. shown in the accompanying illustrations go to make up a store door set, which, by being made up in this way, makes a very cheap and attractive set. It will appeal to your customers on the grounds of CHEAPNESS, GOODNESS and ATTRACTIVENESS. There's good profit in this line.



Prices Promptly
Quoted to the
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Belleville - - - Ontario





DOMINION WIRE MANUFACTURING CO.

LIMITED

MONTREAL AND TORONTO

WIRE NAILS

Our stock of Wire Nails of all kinds, in kegs, boxes and one-pound papers, is well assorted. Shipments right.

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We have a large stock on hand of all kinds and sizes. Prompt and complete shipments can be made.

HAY BALING WIRE

There will be a big demand for this wire this fall. Get your specifications in early. Prompt shipments.

Hardware Store Business Methods.

Price \$1.00

220 Pages, Bound in Cloth.

The authors of the articles in this book are for the most part practical and progressive Hardware merchants. The embodiment in these articles of the experience of such able and enterprising men and the suggestiveness of the principles and maxims presented make this volume of infinite value to that trade. NINE of the FORTY subjects discussed are:

Rules and Regulations for the Hardware Store.

The Hardware Buyer.

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New Style H. & C. Side Wall Register.

BE A LITTLE DIFFERENT

Don't use breakable cast iron registers because the other fellow does. Use H. & C. Wrought Steel Registers and see what a strong talking point they are.

HART & COOLEY CO.,

Booth St.,
New Britain, Ct.

Davidson's "Premier Royal" Cooking Range



The design is attractive and well-planned for convenience and fairly bristles with good points and labor-saving devices.

Every Range is fitted with these improvements :

Heat Indicator

Single Damper

Detachable Guard Rails

Ventilated Oven

Oven Door Pedal

Duplex Grate

Simmering Cover

Nickeled Towel Drier, etc., etc.

A Thoroughly High-class Range

Made in

Three Sizes and Seven Styles

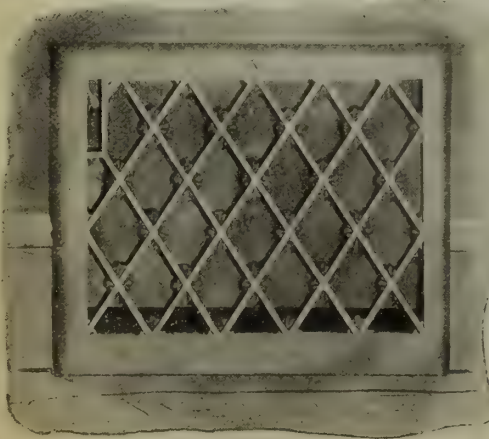
Commands a Good Price
and Sells Without Trouble.

In special features of excellence—ease of keeping clean, freedom from repairs, perfect cooking, and also in material, workmanship and finish, these ranges are unequalled.

Cut illustrates Style F with steel high closet.

WRITE FOR DESCRIPTIVE CATALOGUE.

The Thos. Davidson Manufacturing Co., Limited
Montreal and Winnipeg



SIDE WALL REGISTERS OF CAPACITY

IMPERIAL SIDE WALL REGISTERS have a greater out-flow capacity than any Register made.

IMPERIAL SIDE WALL REGISTERS take a pipe 2" to 3½" deeper than the studding.

Varying designs for all styles of decoration.

Your trade need not be wearied by the monotony of a single design.

All sizes, shapes and styles of floor and side wall Registers made in Iron, Wrought Steel, Brass and Bronze.

Ferrosteel Company,

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Cleveland, Ohio

HECLA FURNACE GRATE BARS

Each bar is turned separately, making it possible to clear all the ashes from the fire without shaking down any live coal. To do this in furnaces where the grate bars turn together, requires the use of a poker.



No poker is necessary with **HECLA GRATE BARS**. They also reduce the sifting of ashes to a minimum.

HECLA GRATE BARS are easy to take out. No tools are necessary and the operation only requires a few minutes.

Prospective buyers appreciate such points. That is why it is easy to sell **HECLA** furnaces.

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CUNNINGHAM & WORTH, Vancouver, B.C.

THE MECHANICS SUPPLY CO., Quebec, Que.

HERE IS A PROPOSITION

Are you quite satisfied with the results of your stove business in the past? Have you ever thought it likely that a better line of stoves and ranges might bring more satisfactory results? Why not get in touch with us and handle the

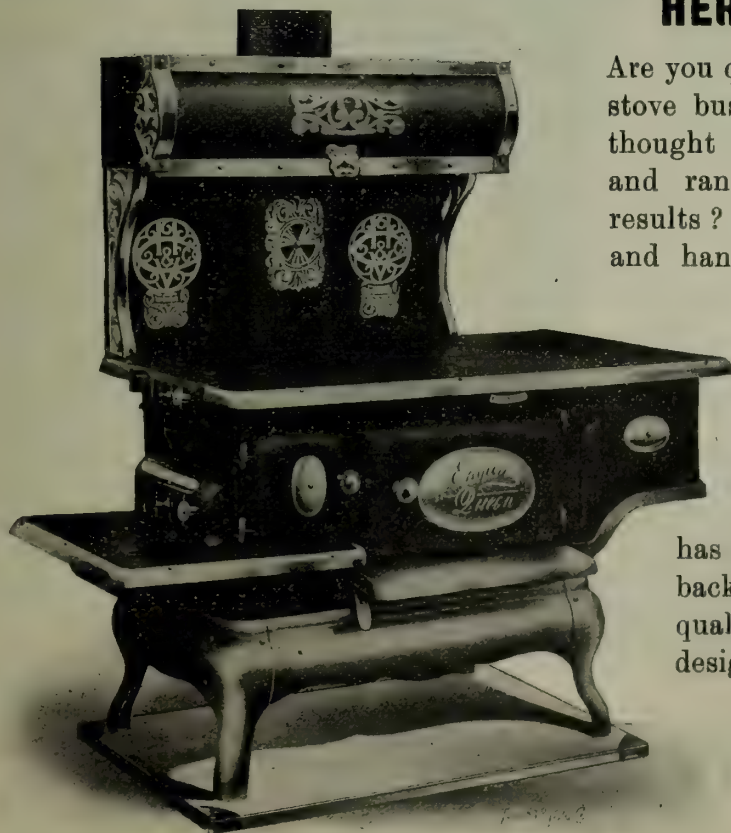
EMPIRE STOVES and RANGES

Everyone of the extensive variety of size and style in the Empire line has a **customer-attracting** appearance, backed up by sound **customer-keeping** quality in every pound of material, design and workmanship.

A Glance at our Catalogue will make you want more particulars, so send for the Catalogue to-day.

**CANADIAN HEATING AND
VENTILATING CO., LTD.**

OWEN SOUND, - - ONT.



HARDWARE AND METAL

McCLARY'S

LONDON, TORONTO, MONTREAL, WINNIPEG, VANCOUVER,
ST. JOHN, N.B., HAMILTON, CALGARY.



Now, gentlemen, I'm going to take this money out of this can!

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MENSURATION FOR Sheet Metal Workers

By Wm. Neubecker

This new exhaustive book gives in detail examples in computing the circumferences, areas and capacities for various shapes arising ordinarily in shops, including the areas of heating and ventilating pipes making them equal to those of pipes of other profiles. All the rules and tables are fully explained and easily understood.

72 Subjects 75 Figures

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If you will read through one copy of Plumber and Steamfitter of Canada, you will decide that you could not afford to be without it, if the subscription price were \$5.00 per year instead of 50c. per year, which is the rate to Hardware and Metal subscribers.

The fact that we hold practically all of our subscribers, shows the strong hold we have on their good will.

Our editors and correspondents are on the look out for every job that is worth describing and illustrating. We show our readers the best work that is being done by Plumbers and Steamfitters in the various provinces of the Dominion; tell them of the difficulties that have been encountered, and explain how they have been overcome.

Subscription price 50c. per year to subscribers of Hardware and Metal.

Is not this paper worth one cent per week to you?

**Plumber and Steamfitter
of Canada**

MONTREAL TORONTO WINNIPEG

WHEN YOU TALK HOT AIR



Radiator with dome removed. Note the series of cast iron air tubes surrounding firepot. All steel is deep cup jointed.

Furnace to a prospective buyer

Have Some Good Strong Points

in your argument. The kind which will clinch quick and sure. For instance, look at the opportunities afforded in the radiator of the

GOOD CHEER FURNACE

Radiators of many furnaces are but as a drum on an Oak Heater in comparison with that of the Good Cheer, but here is one which your prospective customer can see at a glance is the real business end of a most powerful, economical and durable furnace—and how easy it is for you to demonstrate the fact.

We have THE furnaces, four sizes of them—and we know it. Many dealers know it and are profiting by handling them. A constantly increasing number of well satisfied users know it, but—what about you? If you are not posted, we shall be much pleased to have your inquiry for literature and prices.

We carry a full line of these furnaces at our Winnipeg warehouse.

The James Stewart Mfg. Co.
Limited

Woodstock, Ontario

Western Warehouse : James Street, Winnipeg, Man.

NICKEL

The Canadian Copper Co.

**NICKEL FOR
NICKEL STEEL**

The Orford Copper Co.

WRITE US FOR
PARTICULARS AND PRICESGeneral Offices
43 EXCHANGE PLACE
NEW YORK CITY**NOVA SCOTIA STEEL
& COAL CO., Limited**

NEW GLASGOW, N.S.

Manufacturers of

**FERRONA
PIG IRON**

and SIEMENS-MARTIN

OPEN HEARTH STEEL**"MIDLAND"**

BRAND

FOUNDRY PIG IRON

Made from carefully selected Lake Superior Ores, with Connellsville Coke as Fuel, "Midland" will rival in quality and grading the very best of the imported brands.

Write for Price to Sales Agents

Drummond, McCall & Co.,
or to MONTREAL, QUE.
Canada Iron Furnace Co.,
MIDLAND, ONT. Limited**Jardine Hand Drills****New Designs**

Get samples of these machines for your show room. They will interest your customers and prove a good investment.

It pays to sell the best Tools.

A. B. JARDINE & CO.
HESPELER . . . ONTARIO**OAKEY'S**The original and only Genuine
Preparation for Cleaning Cutlery. 6d. and 1s. Cansisters**'WELLINGTON'
KNIFE POLISH****JOHN OAKEY & SONS, Limited**

Manufacturers of

Emery, Black Lead, Emery, Glass
and Flint Cloths and Papers, etc.

Wellington Mills, London, England

Agent:

**JOHN FORMAN, 644 Crag Street
MONTREAL.****TINPLATES**

All made out of the

BEST SIEMEN'S MARTIN STEEL

Brand

Best Coke or Charcoal	"Rhyd"
Good Charcoal	"Edith"
Second Charcoal	"Sawel"
Best Charcoal	"Dryw"

We are ready to offer the Canadian Trade very best value and finest quality in Tinplates.

Baglan Bay Tinplate Co., Limited

Briton Ferry, South Wales

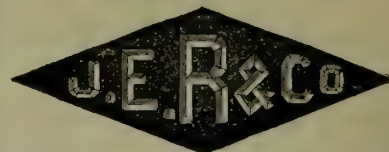
Please mention above brands in your indents and inquiries.

Slow Collections Cured

Our business is to collect overdue accounts owing to our clients. No need to bother yourself with slow collections—send them to us. For the year we've been in business we've made collections to the entire satisfaction of a large number of clients.

WE KNOW HOW!**The Beardwood Agency**

313 New York Life Building - MONTREAL

Letters**Numbers**

White Enamelled, Solid Brass

and Boston "Brilliant"

Letters and Numbers

Enamelled Iron Signs

Write for Prices

J. E. RICHARDSON & CO.

18 Victoria St.

TORONTO

'Phone Main 7363

**CANADIAN ORNAMENTAL IRON CO.**
SPECIALTY --- IRON FENCES.
35 YONGE ST. ARCADE.
TORONTO.**THE OPPORTUNE
MOMENT**

"If your tailor should call on you just when you had decided that your clothes looked shabby, he would have an extra good chance of an order; if a book agent should offer you a pocket dictionary, just at a moment when you were wondering how to spell 'embarrassment,' he would probably land you.

"The best time to put your claims before a consumer is when his mind is already interested in the subject,"

Clerks and Hardware Dealers read Hardware and Metal each week looking for just such opportunities and business chances as you have to offer. If you have any proposition for men in the Hardware business try a "Want Ad." and you will be surprised at the results.

Rates 2c. per word for first inser'n
1c. " " subsequent "
5c. additional each insertion
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GOVERT MFG. CO., TROY, N.Y.



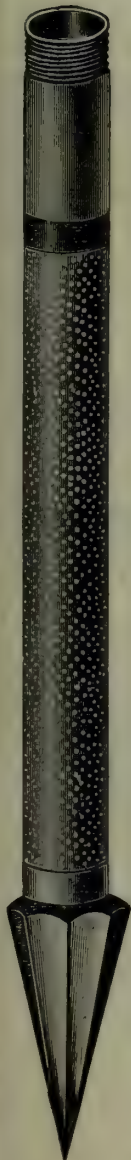
No. 70 Polo
The Steel Spring Snap
that has a "snap."

No. 400 King
The Snap without a
peer.

ALEXANDER GIBB

Manufacturers' Agent and Metal Broker,
13 St. John Street, Montreal

Representing Canadian, British and American
Manufacturers. Correspondence invited from
firms wishing to be represented.



Where do
You Buy
Drive Well
Points?

We have them in stock
in all sizes. 60 gauge,
finer gauges supplied to
order.

Where Do
You Buy
Porcelain
Lined
Cylinders

for Wood or Iron Pumps?

We also carry a large
stock of these.

Our prices are right
and we guarantee satis-
faction.

Write for lists and discounts.

Aylmer Pump and
Scale Co., Ltd.

Aylmer, Ont.

When writing to advertisers, kindly
mention having seen the advertisement
in this paper.

It Costs Less

to buy what you need in Emery and Corundum Scythe
Stones, Razor Hones, Knife Sharpeners, Axe and Slip
Stones, Grinding Wheels, etc., from us. And our goods
being fully equal to the very best imported lines, it
stands to reason that you can therefore

Make More Profit

by selling our goods. We make stones that are sound
in quality and attractive in appearance. When you deal
with us you have no duty to pay, no customs bother
and no delays.

Catalogue on Request.



Canadian Hart Wheels, Limited

440 Barton St. East, Hamilton, Ont.

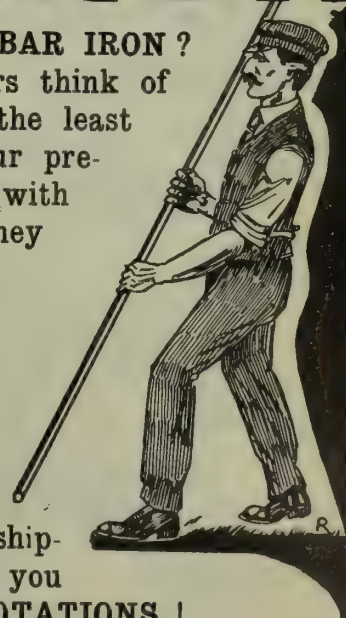
Operating { CANADIAN CORUNDUM WHEEL COMPANY, Limited
HART CORUNDUM WHEEL COMPANY, Limited

BAR IRON

Where do you get your BAR IRON?
What do your customers think of
its quality? If you are the least
bit dissatisfied with your pre-
sent source of supply or with
the quality of the iron they
sell you,

GIVE US A TRIAL

The quality of our Bars
is absolutely satisfact-
ory; and the close-
ness of our prices
and promptness of our ship-
ments will appeal to you
strongly. ASK US FOR QUOTATIONS!



LONDON ROLLING MILL CO. LIMITED
LONDON - CANADA

STANDARD CHAIN COMPANY of CANADA, LIMITED
SARNIA, ONTARIO



COIL, RAILROAD, LOGGING, DREDGE, STEAM SHOVEL, WAGGON and BRIGHT CHAIN of all kinds.

EVERYTHING IN WELDED CHAIN.

Write for prices

Prompt shipment.

Selling Agent: ALEXANDER GIBB, 13 St. John St., MONTREAL

THE MORRIS & BAILEY STEEL CO.
PITTSBURG, PA.

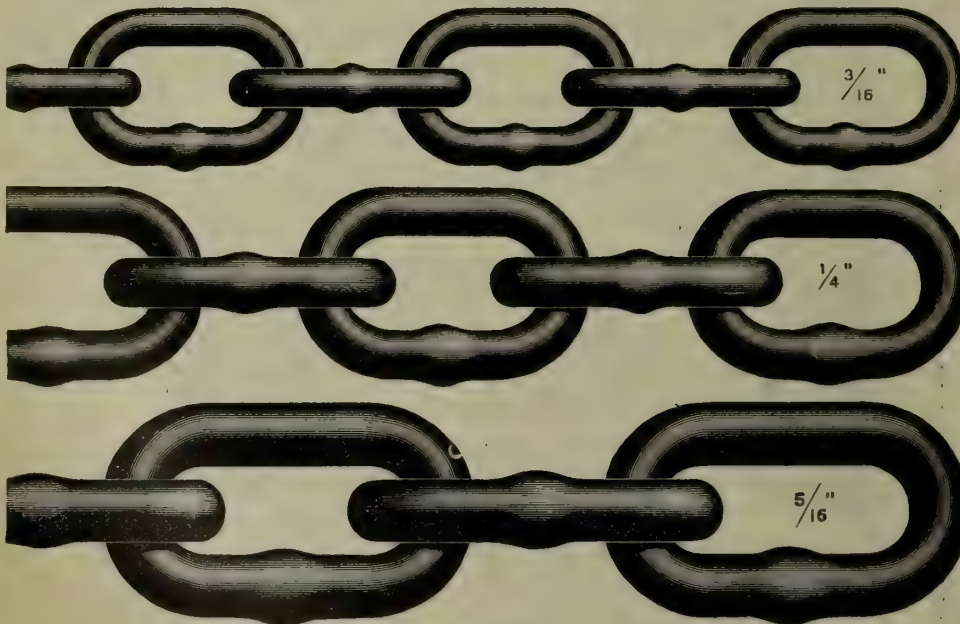
Manufacturers of

COLD ROLLED STRIP STEEL

For Deep Drawing, Blanking, Forming, all kinds of Bending. Has Bright Finish for Nickel Plating, Rolled accurate to Gauge. Made in all tempers and in any thickness from .002" to .250".

McKINNON

Electric Welded Coil Chain



Design Patented

Notice the

SWELLED WELD

We guarantee our Electric Welded Common Chain of any stated size to pull more than one size larger of any other make of common chain. Our BB and BBB qualities are similarly guaranteed.

See that you get the **SWELLED-WELD.**

Cuts Exact to Size

McKinnon Chain Works

**ST. CATHARINES
ONT.**

FLAT BRIGHT

COLD ROLLED STEEL

We can supply flat Bright Cold Rolled bessemer steel, coppered, tinned or galvanized, in coil, or cut to any desired lengths, to the most exacting specifications, and guarantee to produce a perfectly true and homogeneous steel, free from all surface defections, suitable for fine plating work, made in five styles of edges and seven classes of tempers, from the hardest for facings, to the softest for difficult cuppings.

Your Enquiries Solicited.

UNITED STATES STEEL PRODUCTS EXPORT CO.,
MONTREAL



How Many would avail themselves during this hot weather of the refreshing and invigorating effect of a cool shower if they only knew that they could get a complete outfit like the one shown by cut?

A screw-driver is the only tool necessary to place it in position.

We are selling these at a special price of \$12.50, should retail from \$18.00 to \$20.00.

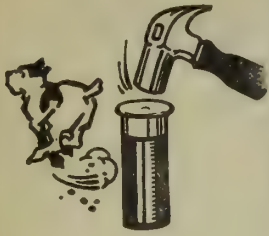
BETTER ORDER A SAMPLE—NOW'S THE TIME



No. 6368 Nickel Plated Shower made of heavy Seamless Brass Tube, complete with Rubber Curtain, Chain and Hook and Rubber hold-fast connection for Faucet.

The **JAMES MORRISON BRASS MFG. CO., Limited**

93-97 Adelaide Street West
TORONTO



*Our Daily Paper
Ads. Help Retail-
ers. Write to us.*



MR. DEALER,—

Our advertisement is here to attract **YOU**.

Our advertising runs daily in your home paper (in **ALL** leading Canadian papers) to attract the sportsman—your customer.

We know there is a great and a steadily increasing demand for

DOMINION AMMUNITION

We know that this demand is based upon the fact that right here in Canada we are making the best ammunition in the world for all guns.

Our price is the right price for the best. There is no duty to pay.

We believe in co-operating with the dealer. Will you co-operate with us—for more trade and fair profits?

Write to us for details.

Dominion Cartridges
(Sure Fire)

Regal Shells
(Ballistite Dense)
(Smokeless Powder)

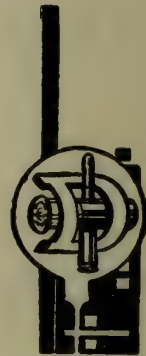
Sovereign Shells
(Empire Bulk Smoke-
less Powder)

Crown Shells
(Best Black
Powder)

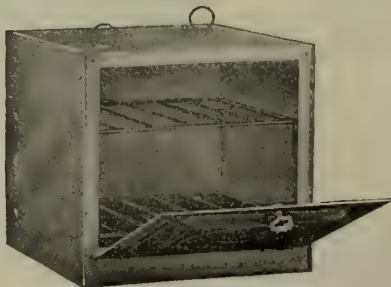
Dominion Cartridge Co.
Limited
MONTREAL



*Our Daily Paper
Ads. Help Retail-
ers. Write to us.*



KEMP'S Oil Stove Ovens



No. 25

Size, inches - - - $12\frac{3}{4} \times 12\frac{3}{4} \times 11\frac{3}{4}$
Price per dozen - - - \$22.22
Packed 3 in a crate; weight, 30 lbs.



No. 33

Size, inches - - - $16\frac{3}{4} \times 12\frac{7}{8} \times 11\frac{3}{4}$
Price per dozen - - - \$30.00
Packed 3 in a crate; weight, 40 lbs.

Fits both 2 and 3-burner Oil Stoves

WRITE FOR DISCOUNT

KEMP MANUFACTURING CO.

CORNER GERRARD AND RIVER STREETS,

TORONTO, CANADA

THE KEMP MFG. AND METAL CO., LIMITED
111 LOMBARD STREET, WINNIPEG, MAN.

THE KEMP MFG. CO. OF MONTREAL
39 ST. ANTOINE STREET, MONTREAL, QUE.

Retail Hardware Association News

MICHIGAN CONVENTION AT DETROIT.

The following letter from Porter A. Wright, Vice-President of the Michigan Retail Hardware Association, to Secretary Wrigley, of the Ontario Association, is interesting in showing the desire of the Michigan hardwaremen to work in co-operation with the trade in Canada. Mr. Wright, it will be seen, also intends to bring before the Detroit convention the question of adopting a similar collection department to that so successfully conducted in Ontario. Mr. Porter writes:

"The Michigan Retail Hardware Association will hold its next convention at the Hotel Cadillac, in Detroit, on Aug. 12, 13 and 14, and I shall be more than pleased to meet any of you at that time and can assure you that we will do all we can to make your stay a pleasant one while in the city. We have as good a programme as we have ever had, and I am informed that the Committee of Jobbers and Manufacturers have planned to raise \$15,000 to defray the expenses which will enable them to go some. The arrangements now provide for Wednesday evening, Thursday morning and evening, and Friday morning and evening, including a boat ride Thursday night.

"Our sessions will be held each afternoon, and we expect that there will be something doing all the time from start to finish. I have been asked to give a little talk on my trip to your city last winter, and I can assure you that it gives me much pleasure to relate my experiences at your convention as I was so very well impressed with my visit with you that I shall want to go again. I would be very much pleased if you would send me one each of your collection blanks that you use for delinquents, as I want to lay the matter before our convention at our next meeting and try and have them adopt same as I am firmly convinced that you have the proper method, and I think it will also help us to increase our membership as well.

"From what I could see and learn while in Toronto your people are thoroughly awake to their opportunities, and if you keep up the enthusiasm that was shown at your last convention it will only be a short time before you will have a very large association and one that

will result in great good to all as the nearer the retailers and jobbers can get to each other the better they will all be as the interest of one is identical with the other.

"I trust that you will find it convenient to meet with us in August, and that I may have the pleasure of an early reply. Please give my regards to Col. MacLean and any others I met while in your city."

A party consisting of President Hambly, Vice-President Ballantyne, Treasurer Caslor and Executive Member Richardson are arranging to take advantage of the offer of hospitality extended by the Michigan hardwaremen, and possibly one or two others may find it possible to join the party. Certainly all who go will enjoy the holiday and learn much by associating with the members of the Michigan Association.

TRADE SYNDICATES IN GERMANY.

The annual report of the Berlin Chamber of commerce refers to the rapid increase in the number of trade syndicates in all branches of business in 1907. In fact, the entire report of this foremost commercial body in Europe is devoted to the subject of commercial trusts, so called. A long list of active kartells, or syndicates, is given, and it is stated that a good many others exist. The report says that all have a common feature in their constitutions—the endeavor to improve the position of their members by strengthening relations with their customers, and by customers the middlemen are meant. The agreements all aim at unity of sale price. When the quality and price of an article differ with different manufacturers, the agreement aims at other commercial conditions which, though less important than price, may be improved by co-operation. For instance, deliveries, methods of payment, discounts, free delivery of samples, taking back unsold goods and other such matters are subject to agreement. Very often agreements as to price are supplemented by understandings as to sales conditions. Some of these do not aim at fixing a minimum sale price, but reach the end indirectly by restricting competition in the district or by regulating the output. If a retailer sells an article below the syndicated price no other goods manufactured by the syndicate are sold him.

The kartells act powerfully in bringing non-syndicated industries under a similar system. In some cases the less profitable types of business trusts have been gradually eliminated, and in others an indirect but very effective pressure is exerted. Customers are bound to pay their debts to syndicate members within

a strictly limited period, so that they have very little cash left at their disposal for their non-syndicated creditors. The latter have to wait a considerable time for their money, and end up by organizing kartells on their own account. The report also says that numerous associations have been formed to secure for members the advantages of buying on wholesale terms; they are largely composed of employes and officials of public and private institutions.

At first these trade organizations were looked upon in Germany as a sort of noxious excrescence upon the commercial body, which it was the Government's duty to suppress. But to-day public opinion has become used to them and sees nothing amiss in their development. The principal grievances brought against the kartells are summarized as follows: Concerning price policy, those dealing with raw materials and semi-manufactured products are constantly accused of putting difficulties in the way of exporting German manufactured products, because they sell more cheaply abroad than at home. Complaints are also made that the kartells raise or lower the price suddenly without giving any warning, while with free competition such changes only take place gradually. It is stated further that the influence of a single governing body on a whole syndicated product has a very bad effect upon its manufacture from the technical point of view. Customers often receive quite other manufactured goods than those they ordered and often are compelled to accept brands different from what they ordered, merely to "keep in" with the governing body of the kartell.

WHO ARE PHILANTHROPISTS?

Patrons of catalogue houses should realize that they cannot get something for nothing, except in a few rare instances, and even then not from the successful mail order houses whose profits make millionaires. If something must be gotten for nothing it may be had from the small store which has not perfectly systematized its selling cost, but certainly not from the large corporation. They do not know the meaning of philanthropy any more than any one else.

Ask your editor to urge that before sending out of town, customers ask the local dealer what his price is. They will not have to pay any more at home, quality considered, and will see the goods before they buy.

EXECUTIVE MEETING.

Arrangements are being made for a meeting of the Executive Committee of the Ontario Retail Hardware and Stove Dealers' Association during the first week in September. Members having matters to bring before the association officers should write the Secretary, 10 Front Street East, Toronto, at once.

"Men Who Sell Things"

The Value of Faith in Salesmanship—Faith in Oneself and to One's Firm—Power of Persuasion Depends Earnestness and Enthusiasm—The Dynamo and Its Practical Application to the Business of Selling—Look Out for New Ideas.

By Walter D. Moody—Serial rights for Canada purchased by the MacLean Publishing Co. from the publishers, A. McClurg & Co., Chicago.

CHAPTER XII.—(Continued.)

Believing the opportunity was at hand to arouse Mr. S. O. R. Van Winkle from his state of selling-lethargy, I asked him whether or not he had found the statement issued by the sales department just before he left of any use to him on his trip. He looked perplexed, scratched his head, and remarked that he could not remember just what statement I referred to. There were many statements issued. He thought he could find it in his grip, where he carried all current mail from the house; he would look it up when he returned home that evening.

"No matter. Let it go, let it go," said I. "It's too late to use it now, but let me remind you that that little piece of paper you misinterpreted to your fellow-salesmen as 'An idle dream of an office man' helped one of our men to increase by a goodly margin, while you have been idling along in an atmosphere of self-satisfied self-efficiency, which has amounted to nothing more than inefficiency."

The salesman who hopes to get on in the world comes to know sooner or later that

Knowledge is proud that he has learned so much;
Wisdom is humble that he knows no more.

The salesman who succeeds believes that his position implies that the firm puts its trust in him, that it calls for the best work in him, and that he should perform it to the best of his ability. That is the only view that brings any satisfaction to the doer.

The salesman who skimps his work not only runs an excellent chance of being detected, but he is constantly injuring himself.

The position of the salesman at the top of the sales sheet may seem to be up-hill, but to the salesman on the down-grade it only increases the opportunities of the up-grade man to try to cheat.

No salesman ever built his house upon the sands but some hurricane came along and blew it over. In this age of lightning-like business changes, who can predict when the next hurricane will arrive? When it comes to the salesman it is better for him to be living in a secure place.

No salesman can tell to what test his salesmanship will be put. It is better, then, to fortify himself against the day of trial with true knowledge, so that no matter what strain is put upon it, his professional skill will pass through triumphantly and bring to him promotion and honor.

The most selfish salesmen agree that it is poor policy, if nothing worse, to

cheat oneself. The best is none too good to attempt.

It is sometimes necessary to have nerve enough to lose some business, in order to gain the best business that is to be secured on your territory. A great many salesmen form the practice in sales-building of holding a dime so close to the eye that they fail utterly to perceive the dollars beyond.

Self-restraint Brought Success.

One of the most successful salesmen of my acquaintance employed the quality of self-restraint in his work on the road to a marked degree.

At the time of my first meeting with him he was very much cast down because his house had intimated a desire to let him go, for the reason that his sales did not seem large enough for the territory he was covering—mostly in large cities.

He related his experience to me, and his plan was one of the most logical I have ever known; but during the two years he had been representing that house he had not been able to secure their confidence to the extent the he could frankly confide in them his plans for ultimate success.

We talked things over, and I encouraged him to persist in his methods, maintaining that they were bound to win, because, whether he knew it or not, he was working along highly scientific lines. I urged him to take his managers more fully into his confidence, which he was shortly afterwards able to do through a fortunate combination of circumstances. And then I watched him advance, which he did by leaps and bounds. To-day he enjoys an enviable reputation for high-grade salesmanship in that very house that wanted to let him out a few years since.

On first entering his territory, his plan was to look the ground over carefully. He then commenced to build, always with an eye to the future. The prospect of immediate sales failed to dazzle him, unless they were of the sort that would make good timber for erecting his superstructure as a whole.

When calling on the trade in a large city, it was entirely foreign to his policy to jump right in and sell to every dealer that had a Bradstreet or Dun rating that would pass muster in the credit department. Instead, he cautiously laid his acquaintance among a limited number of the very best merchants, and began by trying to secure their confidence, and thus draw their sympathy largely to himself and his house. He believed that the best way to do that was not by selling them the largest possible bill every time he had a chance, but by often selling them the smallest bill possible.

Frequently on his return visits, if conditions were not just right, he would not

attempt a sale at all, preferring to cement his relations by helpful suggestions, and otherwise strengthen his position in their confidence.

In starting a new customer, he highly favored the plan of selling merely a sample or "sorting up" order. From the small vantage-point gained, step by step he followed up his work, never permitting himself to betray a confidence once reposed in him by overloading a customer.

He was clear-headed, patient, honest, logical, courteous, always on his guard, and extremely tactful. Finally, when his preliminary work was complete, he moved in and took possession of his own. He sells the very best accounts in his territory, and no competitor can either undermine or wrench away from him the confidence his customers repose in him.

To sum up his work from start to finish, he succeeded because he was not over-anxious, and knew the value of making his work fit a set plan.

Playing a Waiting Game.

It is a great thing to be able to play, not a dull game, but a waiting game in salesmanship. The salesman gets what he goes after, provided only he is not afraid to work and sweat. But he must not forget that it is a good thing to sweat mentally once in a while, as well as physically.

There are no dull months for the intelligent salesman. Dull months are for dull salesmen, not for live ones. If you were a carpenter and your saw was dull, would you say, "I can't work this month; my saw is dull"? No. You would get up early in the morning and file that saw before breakfast. You would make it eat its way through an oak board like a ten-year-old boy through a piece of pumpkin pie.

The live salesman does exactly the same thing. At the first sign of approaching dullness he sharpens up his business tools and goes after business. And he gets it, too.

The salesman who expects trade to be dull, and is willing it should be dull, will have it dull.

Likewise the salesman who expects his customers to have no more confidence in him than in the ordinary salesman will find just what he expects.

The salesman who lags back on the straight and narrow path of rectitude, and says, "I've got my customers just where I want them now, and I'll take pretty good care that they get enough of my goods to keep them from buying elsewhere," just because he has succeeded in winning their confidence for the time being will get just what he is looking for—lost prestige, by the shortest possible route. You can have lost prestige, like dull months, if you want

it. But you'll be out of date if you get either, because confidence is the basis of all right trade.

The right kind of salesman believes in doing his duty every day, and in doing each duty faithfully.

Overlooking an Opportunity.

President Roosevelt tells a good story to urge duty and emphasize his oft-repeated declarations that opportunities are often overlooked.

"I remember down in the village where I lived there was a decent but dreamy young fellow, and a little apt to spend his time thinking how well he could have led his life under other conditions. His mother was a hard-working woman. One day he was reading in the paper an account of a fire in New York and the heroic deeds of a fireman in rescuing people from the burning building. His mother was busy around the room. Soon he put down the paper and said, with a sigh, 'Oh, how I would like to rescue somebody from a burning building!'"

"His mother answered, 'Well, I'll tell you. This building is not on fire, but if you will get in the kindling wood, I'll be obliged to you'."

There is a good moral lesson in that for all salesmen.

The way to be a good salesman is to be a good neighbor to your customers, then a good neighbor to your fellow-salesmen in your own establishment, and to act toward your firm so that you become the kind of man they are glad to have work for them, or for whom they are glad to work. The business life of the employer and that of the employe should go hand in hand, supporting one another. Make your firm feel glad to have you in their business family; feel that you are a good man to do business for them, and a good man for them to do business with.

A Salesman's Creed.

That's what the right kind of salesman does. His creed for all day, and every day in the year except Sunday, is:

"I believe in the goods I am selling, in the firm I am working for, and in my ability to get results.

"I believe that honest goods can be sold to honest men by honest methods.

"I believe in working, not waiting; in laughing, not weeping; in boosting, not knocking; and in the pleasure of selling goods.

"I believe that a man gets what he goes after; that one order to-day is worth two orders to-morrow; and that no man is down and out until he has lost faith in himself.

"I believe in to-day and in the work I am doing; in to-morrow when it comes, and in the work I hope to do; and in the sure reward which the future holds.

"I believe in courtesy, in generosity, in good cheer, in kindness, in friendship, and in honest competition.

"I believe there is an order somewhere for every man ready to take one. I believe I am ready right now."

(To be continued.)

HARDWAREMEN IN UNIFORM

No. 4.

Twenty-one years of active, arduous service in one regiment—a service which grew more and more responsible as time went on—is a record which Lieut.-Col. Robert Starke, Vice-President of Starke-Seybold, Limited, Montreal, can justly regard with pride. Twenty-one years is a long period for a busy man to devote to onerous military duties, but Lieut.-Col. Starke does not regret the time he has spent in soldiering, or the attention he has given to the welfare and discipline of his regiment, and he looks forward to many more years of command.



LIEUT.-COL ROBERT STARKE,
MONTREAL.

It was in June, of 1887, that Robert Starke joined the 3rd Regiment Victoria Rifles as a private. Coming from a military-loving family—his brother, George Starke, having served contemporary with him—he threw himself heartily into his duties, and soon made himself a qualified soldier. After between eight and nine years hard service in the ranks—gaining an experience which well fitted him for his future command—Private Starke received a commission in his regiment, and continuing the same unabated interest in everything appertaining to the welfare of the corps, steadily secured the coveted steps of captain, junior major, senior major, until last year he achieved the reward of his many years' hard service, and was promoted to the command of

the regiment. The appointment was most popular with the men, for they knew that under Lieut.-Col. Starke there would be no slacking of discipline, and no falling off in encouragement to the regiment to maintain its reputation of being one of Montreal's crack corps. That this has been the case was shown by the commendation of General Lake at the annual inspection in Montreal of the various city regiments on May 25th, who said he was highly pleased with the men on parade, and with their discipline and enthusiasm.

Lieut.-Col. Starke takes a great interest in shooting, and encourages this important branch to the utmost extent. It is not surprising, therefore, that the regiment has a high standard of shooting, making them formidable opponents to other regiments in Canada. The Victorians won the majority of matches at the Province of Quebec Rifle Association meet last year, and shot very well at the Dominion Rifle Association meet. The regiment is also represented in the Bisley team this year.

Lieut.-Col. Starke recently secured the long service medal, and Brigadier-General Buchan, in making the presentation before the regiment at full strength, emphasized the excellent example that their commanding officer had set the men. He had climbed the ladder steadily, going from private to command. "Such a career was an enviable one, and it was just such men that the King wished to reach in bestowing his honors."

NEW CO-OPERATIVE ASSOCIATION

The Dominion Co-Operative Association is being organized in Toronto to establish co-operative stores throughout Canada if the undertaking is successful. The scheme is being floated by the British-Canadian Securities Co., a company-promotion concern, of which Hiram Kiteley and Hugh Macdonald are joint managers.

The capital aimed at is \$1,000,000, divided into 200,000 shares of \$5 each. Business will be transacted on a cash basis and the profits will be divided as follows: 50 per cent. as bonus to members, 20 per cent. as dividend on stock, and the remaining 30 per cent. to create a fund for the extension of the business. Every variety of merchandise will be handled.

A meeting was held on July 16, at which the following provisional directors were elected: Alex. Fraser, Provincial Archivist, Toronto; H. Macdonald and H. Kiteley, financial agents, Toronto and London, Eng.; Wm. H. Holtby, Holtby Bros., contractors, Toronto; Charles E. Anderson, C. G. Anderson Lumber Co., Toronto; Wm. Laing Malcolmson, capitalist, London, Eng.; Albert Chamberlain (President British Welcome League), Toronto; Robert J. Goudy, Canadian Weber Gas Engine Co., Toronto.

What To Do In August

It should not be a difficult matter for the retail merchant to plan out his programme for this month. Like January, August marks a dull period of the year. It is the breathing time between the finish of the summer trade and the commencement of the autumn, and offers a splendid opportunity for the wideawake man to put his store in order so as to secure the best results. On this occasion, especially should thorough preparation be made. A marked business revival is expected, and it is founded on perfectly reasonable grounds. There has been a long period of quiet consumption. People have all allowed their household stocks to become very low. With unnecessary economy they have done without articles that in the ordinary course of events they would have bought, with the result that when the money nervousness has entirely departed they will be inclined to go to the other extreme.

That this nervousness is rapidly departing is apparent on all sides. Industrial enterprises in the cities and towns are working at increased pressure. Stock transactions are resuming old time activity, while the great farming community have a harvest facing them which will probably be unequalled in the annals of the country. Can it be wondered then, that a strong revival in consumption is believed to be assured. On the face of things there seems nothing to prevent it. The period of dieting is at an end, and the convalescent man is ready to enjoy those things which he has denied himself. The consumer is in a fit state to be tempted and the retail merchant, by being well ahead with an attractive and comprehensive stock can stimulate this feeling, and at the same time forestall the mail order house. Every effort to induce trade, stimulates trade, and the merchant who prepares for a good demand encourages the whole purchasing movement of the country.

Clear Out Summer Stock.

During this month, therefore, the merchant should set himself an active programme. In the first place, he should make a special effort to clear off the remnants of his summer stock. There are probably many broken lines that cannot profitably be carried over until next year. Hold a bargain week. Offer special inducements that will not only tend to sell the articles, but will also induce customers to visit the store and see the general lines that are carried. A cut on odd sporting goods may sell a staple article of hardware. Clear the shelves so that there can be room for a good autumn display. Then when the travelers come round, as they soon will, do not be too conservative in the buying. Remember that this is going to be an active autumn, and that the man who orders early is the man who gets the goods in time, which in these days

of competition is the secret of successful trading. No customer likes to wait for what he wants. Nothing is more irritating to a man than to be told that any particular article is not in stock especially when denial for some time has made him anxious to possess it. The reputation of the store suffers, the business capabilities of the merchant are disparaged, and some other competitor in the end probably reaps the benefit.

Stock Up for Fall.

Order a comprehensive stock of autumn lines. Go over the order sheets for the same period last year. See what was bought then, and remember which line went well, and which line hung fire. Draw well upon the experience of last fall, and be guided accordingly. Probably there were some articles which, bought in a limited way because the merchant had doubt as to whether they would sell, proved themselves to be more active sellers than other articles bought more liberally, which turned out non-productive. Here the merchant can hardly fail to go wrong. There are probably other lines on the market which he has often thought of carrying, but has not, up to now, made up his mind to do so. Take courage at the confidence that is being shown in the coming autumn trade, and speculate. The merchant who is not progressive in his buying, who will not try lines that are novel to his store though not to other stores, is in a groove that cramps his success.

Do not forget the stoves and ranges. These necessities could be made a much stronger selling force than many merchants make them. Carry a good stock, and let the dealer make up his mind to start on a good pushing propaganda. Advertise their merits well, and follow this up with an active personal canvas. Then there are other lines, such as lanterns, cow ties, snow shovels, axes, horse blankets, sleigh bells, lumbering tools, guns and ammunition. Go carefully over the stock as soon as possible during the month so that there shall be little trouble when the traveler calls, and no necessity to say sometime afterward, "There I forgot to order such and such a thing and now it's wanted." Buy confidently and buy wisely. Remember that your district is probably a growing one, and that if the store is to grow too, the stock must increase in advance of it.

During the month an active campaign can be conducted against outstanding accounts. Go over the books carefully, and have no pity on those who have outstayed their welcome. There need be little fear of offending a customer by a polite but firm note calling attention to the fact that the account is over due. The man who intends to pay will not be offended by a perfectly just reminder. Only the customer who does

not intend to liquidate his debt will be displeased, and it is well for the store that he should be displeased. His custom confers no benefit.

HIGHER FREIGHT RATES.

James J. Hill, the Canadian, who is head of the Great Northern and Northern Pacific Railroad Companies, on his return from his annual fishing trip to Labrador, gave an important interview to the New York Herald, in which he emphasized the urgent need for higher freight rates, which, he said, would not only enable the railways to rehabilitate themselves but would stimulate the great manufacturing industries.

"Railroads," said Mr. Hill, "are the main arteries of this country's industrial life. The money they expend affects all branches of trade, but especially the lumber and steel industries, which are called upon for the material used in new construction and equipment."

"Freight rates must be advanced, otherwise the railway corporations will not be in a position to expend the millions they place in circulation every year through purchasing rolling stock, needs for terminal facilities, or in new construction and improvements."

"This sum annually expended is often as high as \$1,000,000,000. But let us estimate at the minimum amount of \$600,000,000. That sum represents about one-fourth of the value of the country's yearly manufactures. It means keeping the lumber and steel industries going. Now all that railroad work has stopped."

"Some short-sighted manufacturers say this is no time for an increase in rates. That means in effect that this is no time for them to improve their own business. They don't seem to realize that one-fourth of their business is provided by the railway companies. This \$600,000,000 is lost to the manufacturers and the wage earners. It is felt by the producer of raw material, the farmer who supplies products, the lumberman, the mechanic, the laborer."

Danger in Cutting Wages.

"It is a question of either advance in rates or of cutting wages. The latter is a dangerous expedient. The cost of living is high and the prices of commodities are very high. Workmen need good wages to live. If you cut them the roads would break up their organizations and lose valuable men. But we need skilled men, experienced men, and we would have to break contracts with the unions."

"No, I can't tell whether rates will be advanced or when they will be advanced. I haven't the slightest idea of what will be done. But I am aware of the necessity for taking that step."

"Railroad rates are too low. That is seen in the fact that the railroad companies pay only five per cent. on their securities. The manufacturer gets fifteen per cent. on his capital invested. And yet the railroads are the best customers of the manufacturers. See what they lose when the railroads stop purchasing supplies."

Work of Railroads.

"The railroads in this country are called upon to do impossibilities. The American systems are created at a cost of one-half to one-fifth as much as sys-

HARDWARE TRADE GOSSIP

tems of other countries, and yet they charge rates only one-half to one-third as great, while they transport nearly twice the amount of business per mile and pay double the rate of wages. Their returns are so small in comparison with the railroads abroad that the latter could not live under similar conditions.

"Yet where are the railroads going to get the money for carrying on the work that is necessary? Their credit has been impaired and still they must be assured of an adequate return on their capital investment. Until the public is assured that the returns will be satisfactory investors will continue timid about placing their money in railroad securities.

"The curtailment in business is directly due to the stoppage in the buying power of the railroads. And look at the further results. See the thousands of immigrants going abroad. Look at the people out of employment. These are the results of the predicament in which the railroad corporations are placed. Freight rates must be increased."

LETTER BOX.

Flux for Soldering Aluminum.

W. R. Keys, Lindsay, asks: "Can you let me know through Hardware and Metal if there is a flux for soldering aluminum with half-and-half solder? If so, where can it be purchased?"

[We are informed that there is no such flux. A German metallurgist some three years ago, however, is said to have discovered or invented a special kind of solder which could be used for the purpose. We have not been able, though, to find where it is sold in America.—Editor.]

Portable Bake Ovens.

Jordan Steeves & Son, Hillsboro, N.B., write: "Can you give us any information as to where we can procure portable bake ovens; something suitable for a small bakery?"

The Middleby Oven Co., 196 State Street, Boston, Mass., and the Warren Mfg. Co., 90 York Street, Toronto, are makers.—Editor.

Cement Block Machine.

D. Courville, Vankleek Hill, Ont., asks for the names of manufacturers of cement block machines in Canada.

The James Stewart Manufacturing Company, Woodstock, have been successfully making the Dunn machine for about three years.—Editor.

Height of Windows.

"A Subscriber" writes: "Do you think it advisable to put price tickets in show windows and what height do you consider a window base or floor should be?"

Hardware and Metal has on many occasions advocated the use of price tickets in the show window. The experience of Rice, Lewis & Son, for example, is that the productiveness of their windows have been greatly increased by lighting at night and pricing the articles displayed. We prefer a window base from 16 to 18 inches above the sidewalk as this allows the best display of goods of all kinds.—Editor.

Ontario.

The McClary Mfg. Co.'s Toronto warehouse is being renovated and brightened up.

The sheriff is in possession of E. S. Townsend & Co.'s hardware store, Harrow.

John Robertson, of John Robertson & Son, hardware and stoves, Strathroy is dead.

S. J. Frame, of Jenkins & Hardy, Toronto, is holidaying until August 1 in the north.

B. Thompson, of the Toronto warehouse of the Canada Screw Co., is spending a holiday in Montreal.

E. W. Kingsnorth, of J. P. Scott & Co., metal men, Toronto, is away from the city spending his annual vacation.

J. Armstrong, buyer and manager for W. S. Piper, Fort William, is in Toronto on a business and pleasure trip.

W. H. Manning, Coldwater, was in Toronto this week on his return from a trip to the Tercentenary at Quebec.

John Campeau is under arrest in Belleville charged with burglarizing Mowat's hardware store at Trenton on July 25.

A winding-up order has been granted against the Jas. Warnock Co., manufacturers of edged tools and axes, Galt.

Samuel, Benjamin & Co. will on Aug. 1 remove from their present temporary quarters, 56-58 Front Street West, to their handsome new warehouse, corner King Street and Spadina Avenue, Toronto.

L. G. Sterling, for several years with Rice, Lewis & Son, Toronto, but for the past four years residing at Cleveland as traffic manager of the Pennsylvania-Ontario Transportation Company, operating a railway car ferry between Ashabula and Port Burwell, has been spending a week at the King Edward Hotel, Toronto.

W. J. Kilpatrick, a London hardware merchant was charged by Chief Williams with selling an air rifle to a little boy. Mr. Kilpatrick pleaded ignorance of the law in respect to air rifles. Magistrate Love imposed the lightest fine possible, \$1 and 2.60 costs, and warned Mr. Kilpatrick not to sell weapons to minors any more.

D. Hall Sutherland, hardware merchant, Canora, Man., has been visiting his old home at Carleton Place after an absence of five years in the West. Mr. Sutherland attended the Winnipeg Fair and expects to take in the Tercentenary at Quebec this week. He carries on a successful business in the West, and has 340 acres of choice farm land four miles out, of which he has forty acres this year in crop.

Quebec.

Lessard & Talbot, tinsmiths, St. Joseph, have assigned.

E. Archambault & Co., hardwaremen, Montreal, have assigned.

Bacon Bros., wholesale hardware merchants, Montreal, have dissolved.

J. B. Loranger, hardware merchant, Three Rivers, offers to compromise.

H. W. Aird, treasurer of the Canada Paint Co., Montreal, is spending his holidays at Sprouts Neck, Maine.

Cote & Frere, hardwaremen, St. John's, are asking an extension of time.

J. Hewitson, of Toronto, passed through Montreal on his way back from Quebec and visited the works of the Canada Paint Company, where he was invested with the noble order of the "Elephant."

Robert McComb, 21 years of age, son of J. H. McComb, of Lockerby & McComb, was drowned at Ste. Rose through the upsetting of a canoe. Mr. McComb was out on the river with a friend, when in making an effort to reach a paddle that had been dropped, both occupants were thrown into the river. Although deceased was a good swimmer he disappeared beneath the water. His companion managed to reach the land. The funeral took place from the residence of his father, Fort St. to Mount Royal Cemetery, Rev. Dr. Young, of St. James' Methodist Church, officiating. The chief mourners were J. H. McComb, father; J. H. McComb, brother; T. McComb, A. J. Fisher, T. Fisher, uncles; Arthur Richey and Donald McReay, brothers-in-law; Lieut.-Col. D. W. Lockerby and Miles Birkett.

Maritime Provinces.

E. A. Tweeddale (Gus), one of the best-known hardwaremen in New Brunswick, died at his home in Fredericton last week, aged 58 years. He had been in the hardware business in Fredericton for 40 years.

Western Canada.

A. J. Falconer, Deloraine, Man., was in Winnipeg last week on a short business trip.

Spencer Sanderson, Vancouver, has sold his hardware business to Baird & Bonnell.

Coil Bros., hardwaremen, Maple Creek, Sask., are having a cement sidewalk built in front of their store.

The Penticton, B.C., Hardware Co. have greatly improved the appearance of their store by enclosing it with metallic siding.

I. Walden, North Vancouver, has sold his hardware and plumbing business to J. B. Paine and E. MacMillan. The purchasers of the business are hardwaremen with fifteen years' experience who will greatly extend and enlarge the store and stock.

HARDWARE^A METAL^N

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THE FARMER IS KING.

In another column appears an interview which the chairman of the U. S. Steel Co. gave the New York Herald. Mr. Gary's grasp of the business situation is so great that any opinion he may express is of value, but it is of special importance at this time when every man of affairs is waiting and watching for developments. It is of special interest to readers of the MacLean newspapers, which have for some years been urging business men—merchants and manufacturers—to draw closer to the farmer and take an active part in any movement for improving the conditions of the agricultural classes and developing the productiveness of the land. In other words, we should not be content with making and selling what is actually required, but we should be creators of business by increasing the buying power of our customers. The farmer is the business man's best friend but there are a lot of the latter who do not rise to it.

MUST PUSH FOR BUSINESS.

During the summer months more than at any other season of the year there is an inclination on the part of the merchant to take things easy. When summer dullness has set in and business seems dead merchants are tempted to let

matters take their course without trying to make trade.

Few hardwaremen make a special endeavor to attract trade during the summer months. From long custom merchants have grown accustomed to take the quietness of the summer as something inevitable, and he makes no effort to turn what he terms the dull season into a satisfactory period. Tourist trade is not cultivated, or, if so, in an extremely desultory manner, and the business system generally is allowed to relax. Instead of making every effort to attract trade, the proprietor takes it for granted that trade must be small—that the situation cannot be improved.

The key note to the whole thing is industry. Ask your clerks for suggestions; do some thinking yourself, and then let everybody get busy. There is business obtainable if only it is sought after. Try it during August and see if there is not some truth in the foregoing.

INTERESTING PAINT MARKET.

The inactivity in the paint market this season has caused more price changes of interest to hardwaremen than have occurred in any of the other markets with the exception of metals.

Take white lead, for instance. Prices a year ago for genuine were \$7.65 in Toronto while to-day the nominal figure is from \$5.90 to \$6 with quotations easily half a dollar lower for large quantities of certain brands. The reduction is due chiefly to the drop in pig lead, but the establishment of two lead corroding works at Montreal and their efforts to get sufficient business to keep their plants in operation is also given as an important factor. That the reduction has caught jobbers as well as retailers is certain, as from \$6.10 to \$6.50 was quoted by paint jobbers in Hamilton and London during the past week, their stocks having evidently been bought at considerably higher than prevailing prices. Red lead has declined from \$6.25 to \$4.40 during the year.

Turpentine, which has sold for \$1 and over on several occasions during the past couple of years and which was quoted at 83 cents in July, 1907, is down to 57 and 58 cents in Toronto, the lowest point touched for several years. Trade is dull and the present is undoubtedly a favorable time to purchase stocks.

Linseed oil too, has declined during the year from 68 cents to 52 and 53 cents for single barrels in Toronto.

the past week having seen the Canadian Linseed Oil Company reduce its prices from 55 to 53 cents to again meet the lower prices which have been quoted all season by the Montreal paint manufacturers who also operate crushing mills and who quote 52 cents for their oil in Toronto.

Prospects are for an enormous crop of flax seed in both Canada and the United States and while India's product was disappointing the Argentine more than made up for the difference. Imports into Great Britain from January to June, 1908, were 4,910,000 quarters the largest amount since 1904. Yet Europe absorbs all this with apparent oversupply and reports from London are bullish.

THE WEST AND THE RAILWAY COMMISSION.

Speaking in Montreal last week Mayor Ashdown, of Winnipeg, gave expression to a feeling of discontent in the West with the working of the Railway Commission and argued that a section of the Board of Commissioners should sit in Winnipeg to hear the complaints of western shippers. He protested against being put to the inconvenience of having to travel to Ottawa on every occasion when he had something to lay before the Commission. Similar sentiments were expressed by several speakers at the Western Canada Boards of Trade Convention in Medicine Hat last month. It was stated that many matters of vital importance to western interests have been before the Commission for months and that consideration of these questions was delayed by the rush of work originating in the province where the Commission sits. One or two speakers urged that there should be a western section of the Board to hold its sessions in the West and attend only to western matters, but the general opinion of the delegates was that this would be impracticable. If there were practically two Boards, one for the East and one for the West, dealing often with the same questions there might be a conflict in decisions which would lead to inconvenient results. The convention came to the conclusion that the situation would be very much relieved by the appointment of a western man on the Railway Commission and a resolution to this effect was adopted unanimously.

There is no doubt that western sentiment demands the appointment of a

western man well versed as to conditions in the West and determined that western problems and complaints shall have their full share of the attention of the Commission. Such an appointment would increase the public confidence in a Board which already possesses the favor of the people of Canada in a marked degree. That such an appointment is in contemplation at the present time there is good reason to believe and it is likely that the new appointee will be able to do very much to relieve the situation about which complaints are now heard so frequently and for which Mr. Ashdown has proposed a remedy which is scarcely practicable.

A BUYERS' WEEK.

It has been suggested that a buyers' week for Montreal should be organized. In many American cities such a week is held, when the various merchants give special terms to visiting buyers and the railways run excursions. The plan, in the majority of cases, has proved most successful, and it is held regularly year after year. There is no reason why such a week should not be held, especially as nothing is done at any time to induce buyers to come to the city. It is pointed out that Toronto has its annual exhibition, by which means out-of-town consumers are attracted and merchants command sales that they would not otherwise do. This is a good time for the City of Montreal to organize a buyers' week. The purchasing power of the people in the surrounding districts will probably be greater than ever this fall. They have been economizing, and their wants will be greater. It is natural that they would seize the opportunity to come to a big centre like Montreal if the railways would give reduced fares. Stores might be kept open at night, concerts given and other special attractions held. The idea has been favorably commented on. Hardware merchants would assuredly be pleased to co-operate in any such project.

CAN THE RAILWAYS HANDLE THE CROP?

There is now no reasonable doubt that within a few weeks' time the farmers of the Canadian West will harvest the biggest and most profitable crop in the history of the country. This is a cause of congratulation, but it is one thing to harvest safely a bumper crop and another thing to market it quickly. After the disappointing crop of last year and the months during which the

lack of money has been keenly felt there is no doubt that as soon as threshing operations can be commenced the grain will be rushed to the elevators. On every line of railway and at every station in the three western provinces the cry will be for cars and then for still more cars. The railways have at the present time some 3,000 idle cars in the west, but these and many more will be required to handle quickly the big grain crop that will be ready in a few weeks' time. It is the duty of governments and boards of trade to interest themselves to see that every possible preparation is made by the railways to handle the big rush of traffic so soon to commence.

That the railways are alive to the

needs of the situation there is good reason to believe but a lively interest manifested by governments and boards of trade will do no harm. It is a matter of vital importance that there shall be no grain blockade this year and every possible precaution should be taken to prevent any such disastrous contingency.

The big crop this year will require the best facilities in order that it may be handled quickly. Moreover, it will be the means of attracting many new settlers and from year to year the transportation problem will become of more and more importance. It is the big question for Canadian statesmen to solve.

THE SITUATION IN THE WEST

The Western Viewpoint, by our Special Winnipeg Correspondent.

Winnipeg, July 25.—The situation of the crop, which is the big factor at the moment, continues to be of the most satisfactory character, in fact, it could hardly be more so as the weather throughout the week has been hot with light, cool winds and occasional showers, and the reports are continuous that the wheat is well headed and beginning to fill in a most satisfactory manner. There are damaged spots, of course, but just at present the most cautious are figuring on a crop of from 105 to 110 million bushels, and this would be more than sufficient to set the country humming like a hive of bees. Indeed, it is pretty well doing that at the present time for trade is certainly brisk with the wholesale houses, the railways are getting everything ready for a rush movement once the harvest is on, and the Free Press of Winnipeg is getting everything underway for its annual inspection, which has now begun to be regarded as the authoritative statement on crop conditions for the year. The fact that the election for the Province of Saskatchewan has been set for the 14th day of the month, is an indication of the time when harvest is expected to be general in that Province, which is always a little later than in Manitoba.

Barley harvest will be general in Manitoba in another ten days, and there are a few barley fields that will be cut during the coming week.

The live stock market is active, but with lower prices. The receipts for July have been enormous, running in some instances over 5,000 a week, and though the drop in the British market has lowered prices, more especially for export cattle, there is still a good margin in the prices offered. The drop has had one good effect and that is to keep back on the ranges some of the cattle that were not too well finished and which ranchers had a tendency to rush forward while prices were high. The market for butchers' cattle is depressed owing to heavy receipts, for, of course, the steers

spoken of as too light for export, when they get to Winnipeg are thrown into the butchers' class and there is not at present sufficient consumptive demand to clean up the stocks coming in.

Hogs are coming in in fair numbers, but the demand is good and the price advanced another $\frac{1}{4}$ on Friday, making the price for tops $5\frac{3}{4}$, off cars Winnipeg, with 6c paid for occasional lots of extra choice.

Winnipeg is feeling the effect this summer of the mad rush to sell feed and dairy cows last fall, of which mention was made at some length in these columns. The make of butter has been very light all season, and the prices high, and it looks as if butter would be both scarce and dear next winter.

The make of cheese is also light and prices have held high all season. There are not wanting signs that the lesson of the cows has been laid to heart, for there are a large number of farmers not only trying to buy cows this season and making preparations to go into butter making for another season, but those who have cows show a determination to hang on to them. There have been larger exhibits of choice dairy cattle at the fairs and the owners of pure bred dairy stock report a very good demand for both cows and heifers.

The milking shorthorn is receiving more attention than has been the case for some time, and there were some very successful sales of Holsteins following the Winnipeg, Brandon and Regina Fairs. The present shortage will be worth putting up with if it brings forth fruit such as this.

The general revival of trade seems to have stimulated interest in Western stocks, and the inquiry has been good all week, while a number of Western stocks were listed in London. This comprised £1,500,000 four per cent. City of Winnipeg bonds, and £113,700 five per cent. City of Regina bonds. Several Western school districts are calling for tenders for their debentures.

Hardware and Metal Markets

(For detailed prices see Current Market Quotations, page 58.)

MARKETS IN BRIEF.

Montreal.

Leather Cut Soles and Heels—10 per cent. increase.
Iron—No change.
Tin—Same quotations.
Copper—Firmer.
Spelter—Steady.
Lead—Unchanged.

Toronto.

Turpentine—Down 2c.
Linseed Oil—2c lower.
Leather Soles—10 per cent. advance.
Copper— $\frac{1}{2}$ c higher.
Tin—Advancing.
Lead—Firmer.
Spelter—Firming up.

MONTREAL HARDWARE MARKETS.

Montreal, July 31.—Trade continues on the quiet side, with very little booking ahead. The mid-summer dullness is now practically at its height. Cities and suburbs are full of empty houses, while the agricultural community are so busy attending to their crops that their purchases for the time being are naturally restricted. There is no interruption to the flow of gratifying reports as to the crop. The recent rains have done an immense amount of good in the east, and no note of complaint is being struck from any quarter. There seems to be general confidence all the way round as to great trade activity in the fall.

During August most of the travelers will be out on the road, and a good idea will then be gleaned as to what the country generally thinks of conditions. There is no doubt that with the grain marketed well, there will be a great stimulation in the demand. Household stocks are low and dealers' stocks are low, and jobbers, therefore, anticipate a pretty busy time. The great thing necessary is for dealers to recognize the advisability of ordering well up to their prospective requirements. Let him show that he possesses some faith in the prosperity of his country.

All lines are now somewhat quiet, although hose has shown a stimulation this week, due to the hot weather. Household utensils are naturally slow as so many houses are shut up, while in the seasonable lines sorting-up orders are on the light side. There is very little booking being done, but this is expected to alter when the travelers are on the road again. Prices generally remain firm. Leather cut soles and heels have advanced 10 per cent.

Builders' Hardware—Orders, if somewhat on the light side, are steady. Building, although behind last year, continues to be active. Some good transactions have gone through the property market, and the building returns for the latter half of the year are expected to be much heavier than for the first half. Lock sets, escutcheons, sash lifts, bolts, push plates and butts are in fair demand.

Harvest Tools—Fair sorting orders are going out in rafter brackets and harpoon forks. Consumption is now naturally falling off, and the dealer should make an effort to clear out all his lines this month. A good call exists for binder twine. Prices generally remain unchanged.

Summer Goods—Hose has been stimulated again by the hot weather, but the other seasonable lines are quiet. Food cutters continue to move well, and washing machines and wringers have shown greater strength. Household utensils generally, however, will not commence to show stimulation for some little time.

Sporting Goods—Booking in guns and ammunition is improving, as well as in shooting jackets, and hunting knives. A few sorting orders have come in for the ordinary sporting lines. Camp enamelware is still in steady call.

Preserving Goods—Sorting-up orders in apple parers, fruit presses, and kettles are fair. The season has been a very good one, and dealers report satisfactory trade. Preserving utensils are lines that could be pushed much more extensively than they are.

Wire Goods—The price of 35c to 40c per gross still obtains on hat and coat hooks. The demand is good owing to the stimulation of the cut. Gate hooks and eyes are unchanged in price. The demand is quiet.

Railroad Supplies—The various lines, such as hammers and shovels, are moving steadily. Construction work, if not so heavy as it was thought would be the case, is being pushed forward energetically. Small tools are in fair demand.

Bolts and Nuts—A fair demand for bolts and nuts exists. Inquiries seem to point to a stimulation in the fall. Nails are moving steadily at unchanged prices.

Enamelware—General assortment orders from the Northwest are improving. Stocks were undoubtedly allowed to run down very low, and considerable buying will be necessary before the shelves are anything like filled again. There has been a good call from the east for preserving kettles, and for camp enamelware. Prices are unchanged.

Screws—The call is steady at the following discounts: 85 and 10 off for flat head, bright; 80 and 10 off for round head, bright; 75 and 10 for flat head, brass, and 70 and 10 for round head, brass.

TORONTO HARDWARE MARKETS.

Toronto, July 24.—With most of the travelers on their holidays trade has been confined to absolutely necessary goods ordered by mail and the volume, therefore, has shown a decrease from previous weeks. It compares favorably, however, with the vacation weeks a year ago which, by the way, were set later. The advancing of the vacations from August to July is a sign of the belief jobbers hold that trade will pick up be-

ginning in August, and with the salesmen back at work the decks are cleared for as much business as may develop.

With the exception of an advance on sole leather, cut heels, etc., prices are unchanged. Notice of this change has been made but the new figures are not yet given. It is understood, however, that there will be a ten per cent. advance.

Summer Goods—Considerable sorting is still being done in lines for which a demand is created by this warm weather. Hose and lawn goods have been given a slight impetus. Refrigerators, gas and oil stoves have also found an increased sale.

Harvest Tools, Etc.—With the grain crops about to be harvested the supply of tools is being replenished and a good sorting trade is reported. Binder twine is in decidedly strong demand.

Builders' Hardware—Many buildings are being got ready for the finishing touches and the demand for knobs, locks, door sets, etc., is increasing. Tools are in steady demand.

Heavy Goods—Rivets and burrs are being called for more freely while bolts and nuts are also in better demand. Nails and screws are having a seasonable sale.

Kitchen Ware—Preserving utensils are still selling freely and fruit presses and food cutters are moving well. Enamelware for camps has had a brisk demand.

Sporting Goods—Fishing tackle has had a splendid season and is still inactive demand. Motor boat and auto supplies are a big selling line at present, with a steady trade in ball, tennis, golf and bowling supplies. Shooting materials are not selling with the exception of small arms.

MONTREAL METAL MARKETS.

Montreal, July 31.—There is very little change of importance to note in the metal situation this week. Quotations have not altered, although the market in the case of tin and especially copper is stiffer. About the same relative volume of business has been done locally, and although merchants would naturally like to see an improvement every week, they are quite satisfied that the stronger tone noticeable for some time past is being maintained, and not lost. The fact that despite the mid-summer dullness and the continuance of the light buying, there is no trace of sagging, seems to show that the markets are working for stability. A momentous time is drawing near, and it is well that the metals are bracing to meet it. If the harvests turn out to be bumper ones, as we have every grounds to believe they will, and the product is marketed with the same degree of success, the metals will be in a good position to

withstand any extreme boosting, and whatever the increase, it will have the advantage of being strongly supported by a good foundation.

On the other hand, if through any misfortune, the promise of the fall is not fulfilled to the extent expected, the stronger the position of the metal market now the better will it withstand later adverse influences.

Generally the trend of the markets are in the direction of higher prices, even when the bulling movement in tin in the Old Country is discounted. Apart from the evidences of a better demand, the whole situation, both industrial and agricultural, tends to give merchants a more confident feeling, and their belief in a coming strong revival is shown by their reluctance to sell too far ahead.

Users would be well advised to consider their position as regards their requirements, remembering the fact that once the metals advance they will do so strongly. But whatever is done, there should be no wild buying or excessive speculation. What is wanted all the way round is steady buying, and a steady market. If users depart from their conservative purchasing, go to the other extreme and overload, then the chance of giving stability to the markets will be lost, and the only people to reap the benefit will be the speculators.

The bull party in London have continued to make merry with tin, and quotations have been both up and down during the week, the New York prices going with them. Users, however, are wise to the game and are taking very little concern in the movement. Locally the high price this week has not stimulated figures. Copper is firmer and apparently this is due to better buying. The English market is showing surprisingly good strength after a long period of fluctuation, and this no doubt has helped to make copper firmer generally. Lead is much stronger in the English market, while spelter remains the same. Altogether the markets seem in a good position.

Pig Iron—It cannot be denied that the situation in the Old Country seems to be weaker than it was. Cleveland warrants are steadily declining, the quoted price being now about 50s, a fall of 3d on last figures. Still the metal could not always be expected to keep up the concert pitch note that has been struck so long. Iron must have its reaction, like other metals. The market, however, is a very staple one, and with stocks low there is no reason why the decline should continue. Probably there has been a falling off in demand, but then the demand up to now, compared with that in other metals, has been exceptional. The time has not yet come to be nervous of the English pig iron situation. Conditions in the States are somewhat hard to arrive at. Some statements report stimulated business, others vice versa. As a matter of fact, business has improved, but not to the extent that some state. Locally there is good business doing, and prices are unchanged at: Middlesboro No. 3, \$18 Summerlee No. 2, \$20 for carload lots, shaded 25c for 100 tons or over.

Tin—Despite the continued bulling movement in the English market, prices locally are unchanged this week. Some fair shipments have gone through, and the outlook seems promising. The de-

mand in the primary markets appears to be on the quiet side but steady. If the bulling movement continues no doubt local prices will strengthen again, but at present quotations remain at \$32.50.

Copper—Copper is much stronger in the primary markets, both London and New York showing good improvement. The European demand still continues, and this combined with a stronger domestic consumption is responsible for the increase. It is announced that one very large order went through in New York at 13c, but this is probably a slight exaggeration, still there is no doubt that all grades have improved. The various users of copper appear to be buying more freely, and the metal seems to be working towards a more staple basis. Prices have not advanced locally, and we still quote 14c.

Spelter—Spelter continues steady, the St. Louis market showing stronger improvement than the English. There seems to be more activity in the English galvanizing trade, and hopes are expressed that the heavy stocks which have kept the metal back will disappear before the better consumption, allowing the metal to show a legitimate advance. Quotations locally have not changed under a fair demand.

Lead—Lead shows an improvement in the Old Country, but as yet no dependence can be placed on the figures, as the metal has been so unstaple in the past. The demand locally is about the same at unchanged quotations of \$3.60 for imported pig.

Old Metals—The demand is quiet, and there are no changes to report. Heavy copper and wire, 10½c; light copper, 9c; heavy red brass, 9½c; heavy lead, 2½c; wrought iron, \$11; No. 1 cast, \$12; No. 2 cast, \$9.

TORONTO METAL MARKETS.

"The past week saw, perhaps, the best week's business in all ingot metals since the beginning of the year," said a prominent Toronto metal man in speaking of the local metal situation. There was an especial demand for ingot tin for plates and sheets. One manufacturer in Eastern Ontario telegraphed both Toronto and Montreal jobbers for stock, but was unable to get immediate supplies. The representative of Hardware and Metal was shown the telegram and was told that this same manufacturer was offered stock in May at a very low quotation, but ridiculed the idea of picking it up then.

Copper and tin have advanced in the primary markets, and locally copper has gone up from one-fourth to one-half cent per pound. Lead, spelter and zinc are firming up, and though no advance is quoted, all metals are expected to go up shortly.

The upward turn has come. The only quiet market being iron, and that metal is showing signs of renewed energy. The idle cars on all railroads, Canadian and United States, are decreasing at the rate of nearly five thousand per week. There are, however, nearly 300,000 cars still idle, though the wheat will take a great many of these. Acknowledged authorities in New York expect to see a continued revival of business after the

Presidential elections. The country is bare of stocks; money is cheap; confidence is being restored, and activity in the country is being resumed.

Chicago agricultural implement interests are making just as heavy shipments of machinery as in former seasons, and other industrial establishments using metals all over the continent are coming to the front wonderfully well. Railroads continue to make improvements, and in this regard the Canadian roads are doing their full share.

An improvement in pig iron inquiry is noted, but sales are not any too frequent. The American June output was 1,088,634 tons, which is a little below that for May, though furnace capacity increased. The total production for the first half of the year was about 6,900,000 gross tons.

Pig Iron—So far as local consumption is concerned trade is quiet. In fact, were it not for the increasing number of inquiries, iron and steel would be quiet all over the country. The U. S. export trade in these two metals, however, is showing more animation. India and China are buying more liberally, and South Africa is a good customer. Southern iron sales have been good, even recently, one firm's sales amounting to double its accumulation of stock. A pleasing feature in the iron and steel situation has come to light. By a new process these metals are being used in the making of office furniture, which is finished to resemble oak or mahogany. This steel furniture is said to have many advantages over wood. There is no change in prices, and Toronto quotations remain at \$18.75 for No. 2, Canadian Foundry, and \$20.25 for Middlesboro No. 3, Summerlee No. 2 and Cleveland No. 1.

Tin—Firm and active with large business being done. Ingot tin went well in Toronto during the week. While New York and London report a firming-up, and it is expected the Canadian markets will follow suit, there has been no change in the local quotations as yet. They still remain at \$32 to \$33. That the prices will hardly drop again may be judged from the fact that at the bank sales next year practically the same quantity will be offered as this year. The Cornish mines, too, have been decreasing their output, 1906 having declined 4½ per cent. below 1905, and 1907 nearly 3 per cent. below 1906.

Copper—Active and higher locally and in foreign markets. The quotations are now 13¾c to 14c. There is a better demand for brass and also for manufactured copper. India is taking some from the United States, but the big buying demand must come from domestic consumers. It is believed that the world's production of copper is nearly 20 per cent below what it was a year ago, and the world's consumption is probably 25 per cent smaller. However, the danger point is past, and if steel was selling a little more freely copper's recovery would be rapid.

Lead—Active and firm at \$3.65, the same quotation as last week. The pre-



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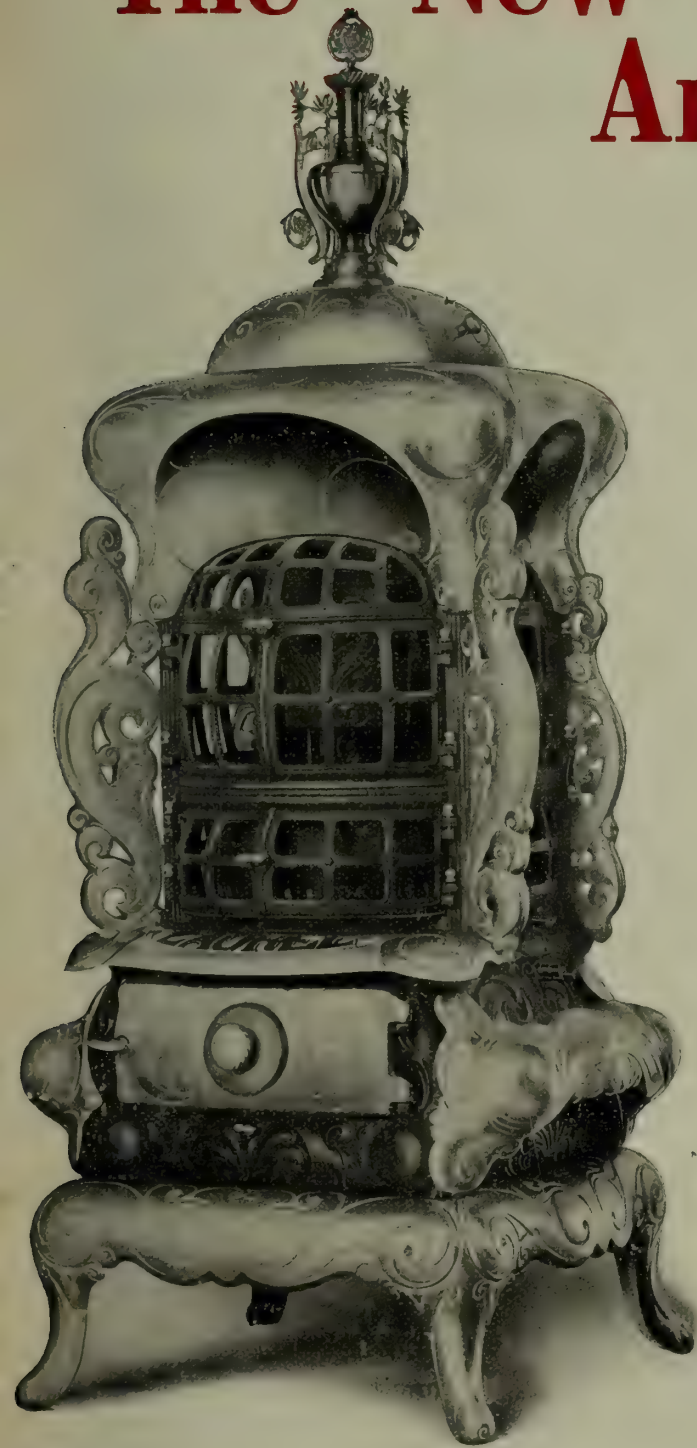


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sent hot weather was expected to deter buying somewhat, but an agreeable disappointment has come to all the metal men.

Spelter—Like lead this has been a good selling line. \$5.10 continues to be the local price, unchanged from a week ago. Lead and spelter are firming up in the primary markets.

Plates and Sheets—Manufacturers are looking for basic materials now that ingots have advanced. Some jobbers were caught rather light, so they must now start in to replenish their stocks. If manufacturers had but bought earlier in the season they would have had the advantage of lower prices, and the pick of the stock offering. Prices of plates and sheets remain unchanged, and some good business is expected in a month's time.

Old Materials—Locally, old materials are stocking up, and July's business has hardly come up to the standard, set by June. There is, however, a vast improvement over conditions earlier in the year, and more men are employed in handling the stocks. New York reports considerable activity, though in moderate-sized orders only; and Chicago says there was a spurt in scrap iron. Prices on all lines are those prevailing a week ago. Heavy copper and wire are 11c; light copper, 9¾c; heavy red brass, 10c; heavy yellow brass, 8½c; light brass, 6c; heavy lead, 2½c; zinc, 3c; No. 1 wrought iron, \$9; stove iron, \$10.50; machinery cast iron, \$14; rubber, 6½c.

U. S. METAL TRADE.

New York, July 30.—The Iron Age says: A more cheerful tone pervades the iron markets, even Pittsburg, for so long the bluest spot in the country, developing some optimism. The volume of business, taking it as a whole, is slightly better, but prices still display irregularity and in some branches are even a little lower. There has been some gain in the rate of operations since specifications are coming in more freely, but mills are often forced to lie idle for considerable periods, to wait for the accumulation of sufficient specifications to justify a brief period of running. So it happens that press reports again and again refer to the starting of the same plant, while the intermediate stoppages are passed over in silence.

In some sections the pig iron markets are easier, while in others they are steady. Pittsburg reports sales of Bessemer at \$15.65 Valley furnace, so that the market which was nominally at \$16 for large quantities, and \$15.75 for small lots for a considerable period, is now squarely lower. In the East, a Pennsylvania structural mill and bridge shop bought 12,000 tons of basic pig at close to \$15, for delivery over four months. In the Central West an Ohio car builder purchased about 5,000 tons of different irons, one-half thereof being Malleable Bessemer. A Pittsburg producer of plumbing castings is in the market for

about 8,000 tons for different works, which will test the foundry iron markets.

Inquiries for rails for export are coming in more freely. A Canadian line is in the market for 20,000 tons. The Grand Trunk business has not yet been placed.

In the lighter lines, wire continues to make a good record, the business being better maintained in the summer than is usual. The sheet mill capacity of the leading interest has gone up from 47 per cent. last week to 51 per cent. this week. The tin plate industry is showing signs of tapering off in activity. The canners are now supplied for the season.

The most important buying movement since the panic has occurred among domestic consumers of copper. Still, it is only fair, and has been much exaggerated. Sales of electrolytic copper have been made at 13¼c, and 13.07½c, and of lake at 13¼c. Lead is slightly stronger, at 4.55c and 4.60c, spot, New York.

U. S. IRON TRADE.

Cleveland, July 30.—The Iron Trade Review says: There is some ground for encouragement in the developments which the iron and steel industry is now presenting, but the very existence of this fact is permitting of ready exaggeration and of the spreading of ill-advised reports. It is scarcely expected that the recent improvement which has been felt by some companies, particularly those of the United States Steel Corporation, will be maintained week in and week out, by reason of the unsettled conditions that still prevail throughout the country. Confidence is slowly returning to consumers, generally, but from the railroads, the largest users of iron and steel products but little additional buying of rails and supplies is expected this year.

The activity in tin plate, which for months during the business depression remained almost the only bright spot in the whole iron and steel industry, is now on the decline because the market's main support, the canning interests, have about covered for their seasonable requirements. The excellent fruit and vegetable prospects have enabled the American Sheet and Tin Plate Co. to dispose of practically 80 per cent. of a normal season's output and the independents have done about as well. Mill operations in tin plate may now be expected to be greatly curtailed.

Reports of mill activities show the Carnegie Steel Co. now to be running 29 of a total of 55 blast furnaces or about 53 per cent. and two additional stacks will probably be blown in shortly.

The public buildings of Quebec will have the following sums spent on them in improvements: Westmount, \$15,000; Knowlton, \$15,000; Lachute, \$8,000; Magog, \$10,000; Sherbrooke, \$1,800; St. Johns, \$15,000.

HOW SANDPAPER IS MADE.

The various grades of sandpaper, otherwise known as glass-paper, are numbered from 3 to 0 (and even finer), and there are corresponding sieves to divide the various grades, or to "size," as it is technically called. These sieves are numbered from 140 to 30, the numbers representing the number of meshes per lineal inch; the finer sieves are covered with Swiss silk, the remainder with woven wire. In this part of the process considerable care must be exercised, as one large particle of glass on a sheet of finer paper would scratch the work upon which it was used, and would produce an uneven surface.

The placing of the glass on paper requires considerable skill and experience. The workman has delivered to him plain paper in reams of 120 sheets, each sheet making four sheets of ordinary size. The appliances used are a copper tank holding 56 pounds of glue, a table, a bench on which the sheets, are laid to cover them with glass, a hot plate for firing the sheets, a drying room, a cutting machine, and a press for packing and tying up. A ream or two of paper is placed on the table, and the top sheet is coated with glue by means of a brush resembling a shoe-brush, but with longer hair. The sheet is lifted by two corners and laid on the bench, glue side uppermost; the bench has a border standing up some seven or eight inches high on three sides, with a narrow fillet in front. Powdered glass is simply thrown or scraped over the sheet, which is then raised from one side so that the superfluous glass runs off onto the bench and is used again. The sheet is then placed on the hot plate, a hollow flat iron bench heated with steam; this causes the glue to boil up and thus securely fix the particles of glass on the paper.

All this is done much more quickly than it can be described. After drying, the sheets are cut up and arranged in quires and reams ready for the market. Glasspaper has entirely replaced the old-fashioned sandpaper. This was made in the same way as glasspaper except that sharp, fine sand instead of glass was used. Custom, however, has perpetuated the name of sandpaper and we hear but seldom the name "glasspaper."

HOUSEHOLD ARTICLES OF WIRE.

Wire is being twisted into a variety of ingenious formations for the mutual benefit of the housewife and the enterprising manufacturer. At a recent exhibition of housefurnishings goods a large floor space was occupied by a specialist in wirework household articles, and women found it an interesting centre.

The most attractive feature of the wire articles is their cheapness. They are sold at "car fare" prices, and yet they fill numerous wants in the household. For the summer cottage or for all purposes where a light, one-season article is required, these cheap wire articles are desirable.

One of the new, or rather improved, articles in wire is the ice tongs. No woman can handle heavy ice tongs without straining her strength. The ice itself, even if it is a small piece, is heavy enough without adding to its weight with unnecessary heavy lifters.

The light wire tongs are very convenient. They will support a large piece of ice, and no knack is required in handling them. They are made from one piece of stout wire, the strength of grip being obtained from the twist given the wire in its formation. These tongs are also useful for the summer cottage, as they can be carried easily with the family belongings, and if they get rusty with use in the course of the summer they can be left behind, for they cost little.

The folding wire coat hanger is another of the small and apparently insignificant things of which women well know the value. A coat hanger that doesn't fold is an awkward thing to pack, the folding ones can be carried in a handbag if necessary. A man can put one in his inside pocket and never know it is there. Half a dozen of them can be tied in an unobtrusive hand parcel.

For the summer cottage the wire stands for tumblers are handy. They are fastened to the walls by the screw attached, and there is your tumbler, always in its place and not likely to become the acrobatic article that its name suggests. These are useful for a bathroom, where a tumbler is easily broken if left on the same slab with the soap dish.

A wire toasting fork is another novelty. The bread is placed between wire holders and held in place by the simple means of running a wire band down the stem of the toaster. When the bread is toasted it is released by running the band up the other way, allowing the wire ends to come apart again. The use of the toaster is not restricted. It can serve as a broiler for campers and makes a first rate gridiron for impromptu use.

Almost everything in the line of potato mashers and batter beaters are now being made in wire. They are not intended for use in palaces, but they serve the purpose of a more expensive article when a cheap and serviceable appliance is needed.

A batter beater that can be made into a general utility article for use in the summer cottage kitchen or in the camp, is a large spoon with a bowl of wire.

It is part of the delight of camp life, where nothing conventional is in favor, to discover new and eccentric uses for an article like this. The wire spoon can be used for lifting eggs from a saucepan, for beating the same wholesome articles of diet, as a vegetable strainer, and for almost as many purposes as can the proverbial woman's hairpin.

ASBESTOS HAS MANY USES.

The sporadic use of asbestos can be traced back to ancient times, but it was not until about forty years ago that investigations were begun in Europe to develop its application on a commercial scale. About the same time specimens of fine Canadian asbestos were exhibited abroad. In 1878 fifty tons were shipped from Canada to England, and after that date the advances in the application of asbestos in commerce became rapid.

Asbestos was at first used only for spinning and weaving, to make incombustible thread, yarn, rope and cloth, and this use has continued to be its most important application ever since the

days of the Greeks and Romans. Of late, however, it has been widely used in the electrical arts as a basis of insulation which must withstand rather high temperatures, and also as a fibrous binder for a great number of insulating compounds. It is practically the only fibre of a refractory nature that is at the same time an electrical insulator of high order. Further, asbestos is not affected by many of the active chemical agents likely to attack most insulators. It is also extensively used for boiler and pipe coverings, to prevent heat radiation, as well as for theatre curtains and other fireproof cloths or fabrics. Mixed with other substances it forms various incombustible and insulating pastes and moldable or solid materials suited to many different purposes.

A mass of asbestos broken into fibres and then compressed is highly porous, yet it may be rendered not only water-proof, but an especially effective insulator under conditions of varying moisture by being saturated with certain varieties of asphalt.

As a non-conductor of heat it is used not only in the preparation of fireproof safes and vaults, but also for cold storage and cooling structures. Houses made of asbestos materials or coated with asbestos throughout are not only warmer in winter, but cooler in summer.

BURGLAR SCARING DEVICE.

Chief of Police Devery, New York, has invented a device consisting of a percussion cap, to be attached to a door or window which, when opened from the outside by a burglar or other intruder, explodes, making a report like a revolver shot. An office has been established at 240 West Thirteenth Street.

PLATINUM NOW HALF-PRICE.

Platinum, which sold at \$40 an ounce a year ago has been declining since and yesterday was quoted at \$20 an ounce. The silver-like metal is extensively used by jewelers as a backing for diamond settings because it is more durable than gold and increases the brilliant effect of the stones. The manufacturers of electrical and photographic supplies are large consumers of platinum and it is also used in making plates for the more expensive kinds of artificial teeth.

Platinum sold as low as \$8 to \$10 an ounce fifteen years ago and the upward movement which then began continued until last year. The decline is attributed to depression in the jewelry business. Nearly all platinum comes from the Ural Mountains and the Russian Government exercises a close control over the mines, but as recorded for the first time in Hardware and Metal, about four years ago a form of this metal was found by Joseph Wharton, Philadelphia, a director of the International Nickel Co. in the nickel refuse dumps at Sudbury and in one year nearly \$750,000 was recovered.

TIN OUTPUT FROM MALAY STATES

The following table shows the output of tin from the Federated Malay States during the first three months of 1908, in comparison with the same period in 1907:

	1908. Tons.	1907. Tons.
Perak	7,183	5,875
Selangor	4,523	3,836
Negri Sembilan	1,019	1,045
Pahang	502	460
Total	13,227	11,216

The increase in the 1908 period was 2,011 tons of 2,240 pounds each. While the export of tin and tin ore has increased 16 per cent., the duty collected has decreased by \$358,656, owing to the low price of tin.

STEEL BELTING.

The use of steel bands to take the place of leather belting for the transmission of power is stated to have proved practicable after repeated tests.

The points of superiority claimed for this new method for the transmission of power are the following: On account of its solidity a much narrower band can be used, one-sixth of the width of the usual leather band being sufficient; as a result of this the steel band is not so heavy as the usual leather band, and, as it can be very tightly adjusted, the distance between the engine and the machine is not a matter of importance, as is the case with the leather belting, where the transmission of power is dependent upon the weight of the hanging belt; by a unique contact, the slipping is much reduced, experiments having shown that this does not exceed one-tenth of 1 per cent. Careful and repeated experiments have shown that the entire loss of power is very small, and as far as can be ascertained will not exceed 1 per cent. Further, owing to the lightness of weight of the steel belting, it is claimed, the influence of the centrifugal force is not so great and allows of a much increased velocity.

SPEND MONEY AT HOME.

No greater fallacy ever existed in the minds of some people than the idea that they economize by buying goods far away from home, entirely upon the representation of a catalogue. It is a well-known fact that nobody can misrepresent like an advertisement or catalogue writer, when they choose to do so, and while misrepresentation is not the custom among honest merchants, it has not yet been established that the enormous mail order concerns are conspicuous for their honesty. Suits now pending against one of the largest of the U. S. mail order concerns, alleging the use of the mails in misrepresenting the goods advertised in their catalogues, prove this.

For the week ending July 18 permits numbering 25 and valued at \$160,700 were issued in Toronto.

Trade News From Atlantic to Pacific

Hardware Merchants, Travelers and Clerks Are Invited to Forward News for Publication and Express Their Views on Topics Discussed by Other Correspondents.

Maritime Provinces

Sackville Merchants Inaugurate a "Merchants' Day"—Cement Trade at St. John—Foundry Being Erected at Sydney—New Buildings at Halifax.

HALIFAX.

July 25.—The hardware jobbers say that business at the present time is particularly brisk. Crops of all kinds are coming along in a highly satisfactory manner, and the fishermen are now beginning to realize on their large spring catch. This will in all probability have a tendency to improve collections which have been a little backward of late. This has been a banner year for all kinds of haying implements, and stocks are now very greatly depleted. There has been a very heavy demand for Sibley scythes and tubular bow rakes, the natural result of a big hay yield, which is now practically assured throughout the province. The demand for tarred cotton lines is quite brisk and many jobbers are now completing their stocks for delivery in the Autumn. Builders hardware is somewhat easier in price. Canadian white lead is lower and is now quoted at \$6.00. Ingot tin is also down one cent. per pound. Turpentine is also very low being quoted at 70 cents in cask lots and 75 cents in smaller quantities. Linseed oil in cask lots is 58 cents and in smaller quantities 63 cents.

Steady progress is reported in connection with the construction and operation of the Marine and General Engineers Company, at Sydney. Quite a staff of men are engaged in excavating for the foundation of the foundry and other buildings. These will be hurried forward as rapidly as circumstances will permit. The forge department is now in operation, and machinery in the large general machine shop is being installed. President Dickenson states that it is the policy of the company to develop by steady steps.

Work is now rushing on the local government's \$125,000 technical school building. The contractors conceded an eight-hour day to the bricklayers, and a large number of union men are now employed on the building.

The \$60,000 addition to the Queen Hotel is rapidly nearing completion. The plumbers will start the work of installing the baths, etc., next week.

A proposition is now on foot to establish a big summer hotel at the Arm. If the scheme goes through work will be started next year. The contract will probably be a large one.

The Halifax Hotel also intends to erect a large addition early next season. An expenditure of probably \$50,000 will be made.

Prof. J. E. Woodman, of Halifax, is visiting Sydney. He is engaged in investigating into the iron and lime resources of Nova Scotia for the Government.

The Sydney Cement Works has been placed on double shift. The increased output is needed to keep up with the demand which is growing rapidly. Sydney cement is being used for the foundation of the new technical school in this city, and it is likely that some of it will be used by the Grand Trunk Pacific in its construction work.

George Todd, who for the past two years has been rail inspector at the Dominion Iron and Steel Company's works, has left for Ainslee, Ala., where he will occupy a similar position.

J. H.

ST. JOHN.

July 28.—The hardware trade here is about as usual at this time of year. As there is not a great deal of building going on at the present time the demand for builders' hardware is not very brisk.

The cement trade in St. John is a line that none of the hardware dealers can claim to have a monopoly in. Practically every hardware dealer here handles cement of one kind or another, and all do a fair business with it. In addition to the hardwaremen, a leading shipping broker and a wholesale feed house also handle quite large quantities. According to the dealers about every brand that is made is sold here, and there was no inclination on their part to say what one kind more than another had the larger sale.

The Town of Sackville, N.B., has inaugurated what they term "Merchants' Day." The merchants of the town aim on this day to give their patrons reduced prices on all lines of goods carried in stock. Special inducements are offered for out-of-town customers. The idea met with such success on the first day set apart that a second day has been arranged for—to-day, Tuesday, the 28th. The merchants, through the newspapers, advertise bargain lists for this day, and it is probable the arrangement will be continued.

The members of the Master Painters'

and Decorators' Association and their friends held a most successful outing on Tuesday last to celebrate the twenty-fifth anniversary of the organization. The day was spent at the summer home of John H. Tonge, the president of the association.

The shingle sawyers in the St. John mills who have been out on strike for higher wages since the opening of the season, will probably be out all summer, as the mill-owners say they will not accede to their demands. At present shipments of shingles are being brought from Fredericton mills at the rate of three hundred thousand per day.

W. E. H.

Ontario Items

American Cement a Factor in Market at Hamilton — Enormous Sales of Binder Twine Reported—Hobbs Plate Glass Co.'s New Factory — Investigation Into Peterboro Plumbing.

PETERBORO.

July 28.—At the last meeting of the Board of Education the report of W. Meadows, the Toronto expert who was employed to look into the charges of defective plumbing work in local schools made some time ago by Edward Stocker, was considered. Stocker had contended that Duranceau, the plumber, used lighter pipe than the specifications called for, and therefore the work was investigated. D. W. Dumble, the chairman of the committee appointed to investigate, reported that the plumbing in the Queen Alexandra school had not been finally passed nor taken off the contractor's hands.

Harry Bridge, representing the Ozone purification system of supplying water, was in the city this week to explain the workings of such a plant to the water commissioners. The latter are contemplating the removal of the old dam now supplying the city water and building a new cement one.

Edward Page, city, has secured the contract for the erection of a new rectory in connection with St. John's Anglican church. The amount of the contract is estimated at \$7,000.

G. A. Young, an employee of the Canadian General, sustained a severe injury on Monday morning. He was carrying an adz, when he slipped and fell, the adz cutting his foot badly. He was removed in the ambulance to his home.

B. T. H.

HAMILTON.

July 28.—The sale of cement by hardware dealers is a general practice here, but it cannot be said to be a bonanza, taking the local business as a whole. Quite a large percentage of the local cement consumption is supplied by the hardware dealers. Three firms do the bulk of the cement trade among the hardware dealers and two of these sell the same kind of cement. Thomas Ramsay, Market Square, is practically the sole agent for the Edison Cement Company, of Stuartsville, N.Y., and he does a large wholesale and retail business. His trade is not confined to Hamilton, but embraces many outside places, to which he sells by the carload. The Alexander Hardware Co., and Wood, Vallance & Co. do a large wholesale and retail business also. They handle chiefly the Portland cement, made by the Lehigh Cement Co., of Allantown, Pa.

There is keen competition in the cement trade here, which is due, in addition to the local competition, to the inroads of the representatives of outside cement agencies and manufacturers. Dealers report, however, a comparatively small margin of profit on cement.

None of the local hardware dealers handle wall paper. In few centres of the size of Hamilton is wall paper carried by hardwaremen because of the presence and competition of stationery stores. In the smaller centres, however, wall paper is a very profitable line to carry in a hardware stock.

Local retailers report a continuance of the quietness in trade because of unfavorable shopping weather. The intense heat has a discouraging effect on shoppers and has a tendency toward laziness, so that the average person does not feel disposed to do any more than they have to. The result is that only goods which have the constant call are receiving the demand.

There is a rumor afloat that the Canadian Northern Ontario Railway will endeavor to get a line into Hamilton at some not far distant date. The rumor has it that the Canadian Northern is negotiating for running rights over the Burlington Beach line of the Grand Trunk, which for some years has ceased to be used for passenger traffic, and that it is trying to get use of the Grand Trunk King Street station, which would run it almost into the heart of the city. The entrance of the Canadian Northern would be welcomed by all the merchants in Hamilton, for it would afford a new avenue for the delivery of goods from this city and would prove a great boon to the city in many respects.

The city aldermen have turned down the offer of the Hydro-Electric Power Commission for the city's supply of power and have closed a deal with the Dominion Power and Transmission Co. for an annual supply for five years. The city agrees to take not less than 1,500 horse-power annually. However, the by-law was passed by the aldermen in the face of two by-laws passed by the ratepayers in favor of closing with the Government commission and as the result of this, the mayor, who has taken the side of the ratepayers, has refused to sign the by-law and through the action of a private citizen, who will contest the by-law passed in favor of the Cataract Company, efforts will be made to upset it.

The annual picnic of the employees of the Canada Screw Company was held to Niagara Falls on Saturday last.

D. L.

GUELPH.

July 28.—Dan Bailey, hardware merchant, Macdonnell Street, is having a new barn and implement warehouse erected on the site of the one burned down by fire some time ago. The foundation is of cement blocks and the upper portion frame.

N. O. Philip, who for the past two years has been on the road for the wholesale department of the Bond Hardware Co., has resigned to take a position as traveler for the Kennedy Hardware Co., Toronto.

C. H. Coney, pavement contractor, has returned from Shelburne, where he has landed a big contract for cement sidewalk construction in the town.

Under the management of Peer and Wideman, two well-known Guelphites, the Peerless Generator Co. have started the manufacture of the Peerless gas generator. The machine is a device in which carbide is automatically added to the water in small quantities as required, the supply of carbide being regulated by the pressure of the gas in such a manner that when the pressure falls below a certain point, fresh carbide is added to the water in a systematic way. The carbide, being kept in a separate reservoir to that containing the water and gas, is always kept in the best condition to procure satisfactory results. The inventor, R. H. Peer, claims that a large saving is effected by the machine. It is now being placed on sale.

Chas. Fairweather has given up his position in the Drayton Hardware store and has returned to his home in Alma.

Bernhardt & Gies, Preston, have a large staff at work on the new heating and ventilation system, which is being installed in Preston's new school, and which amounted to \$3,687—the largest contract ever awarded in Preston.

McMillan Bros.' north window is a handsome one this week, and one that will undoubtedly draw a large amount of trade during Old Home week.

LONDON.

July 28.—Hardware trade, wholesale and retail, continues satisfactory. Jobbers report enormous sales of binder twine, repeat orders being unusually large. The only lines in which there appears to have been any falling off this season are builders' supplies.

Travelers for jobbing houses start off on their holidays next week.

McClary's travelers from all over the country will assemble here next week and discuss matters of interest to the trade and plans for the future. Interesting papers will be read and there will be demonstrations in the tinware and foundry departments.

The Grand Trunk Railway Company have completed a deal by which they have secured the property on which the Hobbs Plate Glass Works stood before the recent fire. The railway now owns the land east of Ridout St. for a distance of sixty feet north of the present tracks. The Hobbs Company has

to clear the land of all debris. The yard from Ridout to Talbot St. is the narrowest on the Grand Trunk system, and this purchase will enable the company to considerably widen it. Now that negotiations for the purchase of the property have been concluded the plate glass works will be rebuilt without further delay. The firm owns the adjoining property for some distance around where the burned works stood and intends building one of the largest glass factories in the country. The structure will likely be a one-storey building and will cover a large area. Plans are now being prepared and work will be commenced at once.

The annual picnic tendered by the McClary Manufacturing Company to their employees was held at Port Stanley on Saturday and proved most successful in every way. An immense crowd was in attendance, the programme was varied, the various events were keenly contested and the weather was perfect. Fun was fast and furious throughout the day, the pillow fight affording the greatest amusement. The contestants sat astride an iron bar and slugged each other with pillows until one was knocked out. The game of old-fashioned "rounders" between sides chosen from the young women of the office staff and the works also caused much merriment.

CHATHAM.

July 27.—Preparations are being rapidly made for the forthcoming Merchants' picnic to be held at Erie Beach on Aug. 19.

C. R. Bowers was in Dresden last week, where he had the contract for the plumbing of Dr. Jeffs' new residence.

Jas. Richards, foreman of the Chatham Malleable Iron Works, has quite recovered from his recent illness.

The proposed deal whereby English capitalists were to acquire control of the larger portion of the Tilbury oil fields has fallen through. The would-be purchasers raised the objection that most of the properties were on Canada Company land, but the local men believe that the price was the chief difficulty. The report of the Department of Lands and Mines for the past year shows that the Tilbury wells are producing more from about 250 wells than the old Petrolia field does from 6,500.

A deputation representing the Blenheim and Wheatley independent telephone companies waited on the City Council on Monday evening and asked that body to reserve the right to grant them the privilege of placing a toll station in Chatham. Connections with the independent companies would place Chatham in touch with a large and growing field, and should prove valuable to local merchants. The deputation left the matter of a municipal independent 'phone system to Chatham capitalists to take hold of, should they so desire.

The Chatham Steam Heating Company have decided to discontinue all flat rates, and will next season put all their ser-

vices on meter rates. This change is due to the fact that certain flat rate users have wasted the steam. There is a prospect of the city putting in its own heating system in civic buildings where the steam heat has hitherto been used.

Competition is likely in the near future for the Chatham Gas Company. The Maple City Oil & Gas Company have applied for a franchise to pipe the city streets on the same terms as the present company.

The baseball fever, which has raged throughout all classes of citizens this year, has struck the hardware clerks. They put a cracking good team in the field recently, and have been winning victories right along. Jules Perrott, of Geo. Stephens & Co.'s hardware store and former president of the city league, is chief push in the hardware team.

"The outlook is for a good trade in stoves this fall, provided the molders are in shape to meet it," was the comment of one retailer this afternoon. That the outlook is good is the consensus of opinion. Last fall's stove business wound up in a rather peculiar fashion, such as retailers had never before experienced. Usually the sale of stoves continues right through till March, to a certain extent at least. Last year it ceased right after Christmas; from January 1 on, few, if any, stoves were sold. The trade prior to that date was probably exceptionally good. This sudden stop was due to two things. The introduction of natural gas affected the city trade, and the hard times talk led the farmers to hang onto their money. The Chatham Gas Company made a strong campaign, backed by lots of advertising, with a view to getting all its gas services in before the ground froze. Moreover, gas could be burned in an inferior type of stove and yet produce results which were at least apparently good. The introduction of natural gas had prepared stove dealers for a falling-off in the regular stove trade, and as a result, they had less unsold stock on their hands than might have been anticipated.

Optimistic crop reports from all parts of the county indicate that money will be much freer this coming fall, and the country trade may, therefore, be expected to pick up. The city trade will probably continue good, particularly in gas stoves, since the natural gas has "made good," both for cooking and heating. Many who last year would not have put it in, fearing a failure of the supply, may be expected to put in gas services this year. At the same time, regular ranges and coal heaters will be in good demand, since, however, inexhaustible the gas field may be, the average householder cannot forget the experience of the Leamington field, and hence prefer a heater which may be converted at a moment's notice so as to use coal.

For the country trade, the wood stove, particularly within Chatham's sphere of influence, is practically obsolete. A retailer, whose trade is probably one of the largest in the city, states that during the past six months he has sold just two wood stoves. The farmers are buying base burners for heating. This is due to the fact that in this section there is little wood available for fuel. For cooking they use ranges taking both coal and wood.

Competition from peddlers and mail order dealers is not seriously felt. To quote one dealer: "We can sell the same style of range the peddlers handle just \$20 cheaper. Hence, how can they compete?" To a slight extent they do compete, from the fact that the peddlers go right at the prospective purchaser, leave the stove, and besiege him till he surrenders or else sics the dog on them. The fact that, in securing repairs, the local dealer offers not only a quicker service, but better terms, is one which has been driven home to the public by past experience, and which they are coming more and more to appreciate.

Ald. W. H. Westman was in Detroit last week, interviewing the men behind the proposed new industry which is to locate a branch here. Ald. Westman is quite optimistic as to results.

On Wednesday, July 16, Robt. J. Riddell, of the firm of Robt. Riddell & Sons, was united in marriage to Miss Tena McMillan, of this city. The ceremony took place at the bride's old home, near Botany. Mr. and Mrs. Riddell are spending their honeymoon at the Quebec Tercentenary.

Reports from Wallaceburg indicate that mechanics and builders are very busy in that town, owing to new buildings at the factories and many renovations. Jas. Watt & Son, plumbers, of this city, have had a large gang of men at work there steadily for some time.

Enquiry among the trade shows that cement is not handled by local hardwaremen. It practically never has been. The cement trade of this city is divided between the two firms who deal in lime, sand, and similar building materials. These firms, or their predecessors, have had control of the business ever since cement first came into extensive use. Hardware dealers are very much disinclined to tackle the proposition; in fact the general feeling is that it is more profitable to specialize on a limited number of lines than to attempt to sell everything—particularly with competition as keen as it is at present. Some years ago the firm of Geo. Stephens & Co. (now Stephens & Douglas) handled cement for a short time. The business was subsequently abandoned, however. The feeling among dealers unquestionably is, that the firms previously mentioned have the cement trade cinched, and that to capture a portion of it from them would be an uphill struggle.

The same holds good to possibly an even greater extent with regard to wall paper. From time immemorial wall paper has been looked on by the public at large as a perquisite of the bookseller and stationer. The city's wall paper business is thus divided among three stationery stores. So far as can be learned, no hardwareman has ever attempted to invade this portion of the stationer's realm. The exceptional profit which the trade offers may, however, tempt someone to take it up, though hardwaremen look on wall paper much as they look on cement, and for the same reason. The public have been through many years educated to go to a certain line of dealers for their wall paper and the hardware trade have scarcely ever considered the prospect of diverting the wall paper business into a different channel.

Dealers in kitchen utensils seem quite able to meet the new 5, 10, 15-cent

stores on their own ground. Westman Bros. this week have a handsome 10c. window devoted to kitchen goods.

Jas. A. King's hardware store has now a striking red front, due to a new coat of paint. W. P. Drew, formerly of Drew & McCallum, is once more associated with Mr. King, having recently joined his staff.

W. E. P.

The Prairie Provinces

Railway Extensions Begun at Saskatoon
—Farmers Impatient Over Delay in
Extending Railway Into Territory on Which Crops Have
Been Sown.

SASKATOON.

July 25.—Railway operations took another active turn when steel-laying began on the Goose Lake branch of the Canadian Northern Railway on Tuesday of this week. A big outfit and men arrived from Regina and began operations at once. About two miles of steel and ties are laid per day. Just how many miles will be in operation this fall is not yet definitely known, but the ultimate destination of the route will be Calgary. Much anxiety was felt by the farmers living fifty and a hundred miles away that the railway would not be completed in time to handle this year's crops. Delegations were sent to interview not only the railway magnates, but the Provincial and Dominion Governments. The city council was also appealed to and to hasten matters the commissioner of the Board of Trade, F. M. Sclanders, got into communication with Sir Wilfrid Laurier. Manager McLeod then visited the scene himself and things began to hum. Nor will the railway be completed any too soon. Anticipating its coming the farmers in many cases doubled the acreage under crop, hence their anxiety at its non-appearance. The road means much to them, for hauling grain to town and bringing back necessities long distances makes expensive living. Not only will the railway export the grain, but fuel, lumber, implements, etc., will have to be imported. Elevators will also follow the route of the railway thus the development of the country is assured.

The plumbing, heating and ventilating contract on the Alexandra school has been let by the school board to Elford & Cornish. The Gurney system of heating and ventilating will be installed. The price of the contract was not divulged.

D. G. R.

The citizens of Winchester have formed a company with an authorized capital of forty thousand dollars and a paid-up capital of twenty thousand to build a new hotel. The plans are already out for a forty-room building with all modern conveniences, and when completed it will be one of the finest hotels on the line. Building operations will be commenced at once.

British Columbia

**Vancouver May Get Asphalt Industry—
—New Blasting Powder Company
Organized at Vancouver—Tenders
for Pumping Machinery
for Victoria Waterworks.**

VANCOUVER.

July 25.—The George Hunter Hardware Company has had Prof. Becker demonstrating the Majestic range at its Hastings Street store this week. The Majestic is manufactured in St. Louis, Mo., and is not new in the west. The special agent, J. H. Schroder, has been in attendance, and reports that displays of this kind attract considerable attention and result in business. Everything baked with the stoves were served to the ladies who attended, so that housewives were able to test the work while at the same time being able to see it done.

J. B. Paine and E. MacMillan have purchased the hardware and plumbing business of I. Walden, North Vancouver. The purchasers are hardwaremen of 15 years' experience. Mr. Paine has been manager of the logging and mill department of McLennan, McFeely & Co., and has been with the firm for seven years. Mr. MacMillan has been traveling for the same firm for five years, and has resided in Vancouver for ten years. Possession of their new store will be taken on August 1st.

J. R. Tacey, of Vancouver, has completed the installation of a heating plant in the new Victoria West school, Victoria. It is the fan system with automatic regulation which has given such satisfaction in the schools in Vancouver.

Machinery firms were numerous in tendering for the new pumping machinery to be installed in improving the system at Victoria. No decision was arrived at, the tenders being left with the engineers for report. Those putting in bids were: For the engine and pumps—Halliday Machinery Co., Victoria, \$21,761; George A. Walkem & Co., Vancouver, \$22,000; John Inglis & Co., Victoria, \$17,850; R. P. Rithet & Co., Victoria, three tenders, of the following makes, Laidlaw, Dunn, Gordon, Corliss, \$20,672, Laidlaw, Dunn, Gordon, Meyer, \$17,308, Snow Corliss, \$29,675; Vancouver Engineering Works, \$14,500; Lenfield & Kennedy, I.O.B. Glasgow, £2,305, shipment within nine months; Allis-Chalmers-Bullock Co., \$29,500; R. J. Knott, Victoria, alternative tenders, \$18,663, \$12,352, \$15,281; John McDougall, Victoria, \$20,000, and two alternative bids of \$16,000 and \$28,000. The tenders for the high level tank were: McDougall & Jenkins, Victoria, \$17,520; John Inglis & Co., Victoria, \$9,775; Hutchinson Bros. & Co., Victoria, \$8,800; Westholme Lumber Co., Victoria, \$11,400, steel and concrete, \$16,500; Vancouver Engineering Works, \$16,000, steel and concrete, \$25,000; Ontario Wind Engine and Pump Co., \$6,777; C. Lennon, Victoria, concrete and steel, \$10,515; Marine Iron Works, Portland, Ore., \$7,500; Halliday Machinery Co., \$8,226; Willamette Iron & Steel Co., Portland, \$8,495.

W. J. Chance, of Dawson, who has invented a new style steamer propeller, has send down for a new wheel and ma-

chinery to demonstrate his discovery. The trial trip of a boat equipped with his invention was a great success. Mr. Chance feels that his device will prove far superior to the old fantail style of wheel for inland waters. It is a sort of paddle scheme, placed forward where the fantail operates, but lifted and dropped into the water on the perpendicular. The advantage is claimed to be that it offers no resistance in coming from the water as does the fantail wheel.

A new blasting powder that is attracting attention on the coast, where large blasting operations are continually carried on in clearing and in construction, is that invented by J. A. Goldsmith, of Edmonton, after experiments extending over two years. The points are that it can only be exploded by ignition and is smokeless, odorless and flameless. It consists of pure white grains about quarter the size of ordinary rice grains. Satisfactory tests have been made in the coal mine of the Standard Coal Company, which operates near Edmonton. A company has been formed to promote the manufacture of the invention, which is known as the G. & J. safety blasting powder, Messrs. Goldsmith, W. A. Magoon and Jex being the directors. It is claimed that this powder has nearly twice the blasting power of the ordinary black powder. A plant has already been purchased.

Power to supply electricity for the lighting of Chilliwack will be generated at the Chilliwack Manufacturing Company's mill at Sardis until such time as the B. C. Electric Railway Company has its lines extended to that city.

G. C. Hinton, of the Hinton Electric Company, of this city, has been at Vernon in connection with the installation of an electric fire alarm system there.

The Penticton Hardware Company has greatly improved the appearance of its store by enclosing it with metallic siding.

The last shipment of the auxiliary power plant to be installed at Revelstoke, consisting of a gas producer supplied by the Canadian General Electric Company has been received, and the machinery will be set up at once.

W. H. Warswick, of Fresno, Cal., a member of the Warswick Paving Company, is on the coast. He will investigate the petroleum fields north of Edmonton, with a view to establishing a plant at that city for the manufacture of both asphalt pavement and roofing material. After experience in California, where asphalt is used for paving and crude oil for laying the dust on macadamized streets, he is of the opinion that deposits in western Alberta and in the north can be used to advantage in all the coast cities. On the prairie it will be of especial benefit, as he says in a few years the oil would become so mixed with the gravel that mud would not form. In the spring and fall, the rain makes a great mess of streets, and if crude oil could be obtained close at hand the application of it would be very cheap.

R. P. P.

Tenders are called for the building of three isolation cottages at the Royal Columbia Hospital, New Westminster.

A new public building to replace the one destroyed by fire recently will be erected at Three Rivers. It will cost \$50,000.

SQUIRE GRIGGS' KICK.

I was loafin' in Squire Griggs' store on Wednesday afternoon
When Griggs spoke up, some grouchy like, "There'll a drummer be here soon
That I've a notion for to break his blamed old back in two,
He's sellin' hardware, stoves and sich, an' keeps me in a stew.

"Says he, when he was out here last (I didn't need a thing)
He'd stoves an' kettles, ropes an' traps, enough to do a king.
But he began to talk an' smile, an' show his catalogue,
An' tell good jokes an' jolly me—ar' how he praised my dog!

"Now, I'll be honest and confess that dogs is my weak spot,
An' I've got one that can't be beat from here to Polkadotte.
I'll bet a cent that Israel Brown, that runs the store at Wood,
Give him a pointer how to talk—he certainly fixed me good.

"He left a copy of the bill, shook hands and drove away,
An' when I kinda come to myself I looked at it, an' say!
I'd bought eight gross of mouse traps, twelve stoves, a ton of rope,
Nine thousand pounds of barb wire fence, just account of his soft soap.

"Oh, yes, the price was real low, an' everything come right,
But when that stuff showed up out here it gave me such a fright
That I began to hustle 'round to sell out all that fence,
I had good luck an' sold it all; had repeat orders for it sence.

"I sold them measly mouse traps, too, by talkin' of 'em strong,
An' all twelve stoves, an' all that rope, in five weeks they was gone.
I made a bully profit, too, but it makes me awful sore,
'Cause I had to hustle 'round so fast, 'stead o' sittin' 'round the store."

—E. L. Baker.

A stove guessing contest was recently conducted by the Wheeler Hardware Company, Topeka, Kan. Guesses to the number of 5,000 were made on the number of stoves in the store and warehouses of the company on May 1, and the number of guesses is some indication of the unusual interest attracted by the contest. Prizes of \$20, \$15, \$10 and \$5 for the first, second, third and fourth guesses were offered. The actual count showed 489 stoves on hand, and two guesses filed a guess of 490 and divided the first prize.

WESTERN CANADA HARDWARE MARKETS

Corrected by telegraph up to 12 noon Friday, July 31, Room 511, Union Bank Bldg, Winnipeg.

There is nothing of special interest in the Winnipeg hardware markets to be noted this week. Business is showing some revival of activity and while sales are not quite so heavy as at this time last year the outlook is considered very good. Until the crop is harvested there is a disposition on the part of all branches of the trade to "stand pat" but a big spurt is sure to come in the fall. In the meantime prices have been maintained very well upon the whole. There has been some cutting in a few lines and quantity buyers have been able to get concessions which a year ago would not have been obtainable but upon the whole there has not been the disturbance of values which might have been expected under the circumstances.

Wire—Barbed wire, 100 pounds, \$3.25; plain twist, \$3.40; staples, \$3.40; annealed wire, \$2.90 base; oiled, 10c extra; bright iron, \$3.10 base; brass spring wire, 32c base; plain galvanized wire, 6, 7, and 8, \$3.70; No. 9, \$3.40; No. 10, \$3.70; No. 11, \$3.80; No. 12, \$3.45; No. 13, \$3.55; No. 14, \$4.10.

Poultry Netting—57½ per cent.

Horseshoes—Iron, No. 0 to No. 1, \$4.65; No. 2 and larger, \$4.40; snowshoes, No. 0 to No. 1, \$4.90; No. 2 and larger, \$4.65; steel, No. 0 to No. 1, \$5; No. 2 and larger, \$4.75.

Horsenails—M.R.M. cold forged process—No. 3, 36c; 4, 32c; 5, 30c; 6, 28c; 7, 26c; 8, 24c; 9, 23c; 10, 11 and 12, 22c. Discounts 50 and 10 p.c. Capewell brand list prices on application; "C" brand list prices per box 25 lbs.; No. 4, \$5.25; 5, \$4; 6, \$3.50; 7 to 9, \$3.25; 10 to 14, \$3. Discounts on application.

Wire Nails—\$3 Winnipeg, and \$2.55 Fort William.

Cut Nails—Now \$2.90 per keg.

Pressed Spikes—½ x 5 and 6, \$4.75; 5-6 x 5, 6 and 7, \$4.40; ¾ x 6, 7 and 8, \$4.25; 7-16 x 7 and 9, \$4.15; ½ x 8, 9 10 and 12, \$4.05; ¾ x 10 and 12, \$3.90. All other lengths 25c extra, net.

Screws—Flat head, iron, 80, 10, 10 and 10; brass, 75c; round head, iron, 80; brass, 70; coach, 65.

Bolts—Carriage, 3-16 and ¼, 65; 5-16 and ¾, 60; 7-16 and larger, 55; machine, ¾ and under, 60 and 5; 7-16 and over, 55; bolt ends, 52½; sleigh shoe, ¾ and under, 55; 7-16 and over, 45; machine screws, 60; plough bolts, 50; square and hexagon nuts, cases, 2½; small lots, 2½; stove bolts, 70 and 10 per cent.

Rivets and Burrs—Iron rivets, 60 and 10; copper, No. 7, 29c; 8, 29½c; 9, 30½c; 10, 31½c; 12, 34c. Copper burrs, No. 7, 39c; 8, 40c; 10, 43c; 12, 46c. Copper rivets and burrs. No. 8, 30½c; 9, 33c per lb.

Green Wire Cloth—\$1.75, 100 sq. ft.

Coil Chain—¼, \$7; 3-16, \$5.50; ¾, \$4.90; 7-16, \$4.70; ½, \$4.40; ⅝, \$4.20; ⅞, \$4.05.

Shovels—40 and 5 p.c.

Harvest Tools—50, 10 and 5 p.c.

Axe Handles—Turned, s.g. hickory, \$3.15; No. 1, \$1.90; 2, \$1.60; octagon, extra, \$2.30; 1, \$1.60.

Axes—Bench, 40 and 5; broad, 5½ to 7½; \$21 per dozen; 7½ to 8½, \$23 per dozen; Royal Oak, per dozen, \$6.25; Maple Leaf, \$8.25; Model, \$8.50; Black Prince, \$7.25; Black Diamond,

\$9.25; Standard flint edge, \$8.50; Copper king, \$8.25; Columbian, \$9.50; handled axes, North Star, \$7.75; Black Prince, \$9.25; Standard flint edge, \$10.75; Copper King, \$10.50 per dozen.

Auger Bits—"Irwin" bits, 47½; other lines, 70 and 10 p.c.

Blocks—Steel, 35; wood, 60 p.c.

Hinges—Light "T" and strap, 65 p.c.

Hooks—Brush, heavy, per dozen, \$8.75; grass, \$1.70.

Files—Arcade, 75; Black Diamond, 60; Nicholson's, 62½ per cent.

Stove Pipes—6-in., \$9.25; 7-in., \$10.

Builders' Hardware, etc.—45 p.c.

Tinware, Etc.—Pressed, retinned, 70; plain, 75 and 2½; pieced, 25; japanned ware, 35; Famous enamelled ware, 50; Imperial, 50 and 10, one coat, 60; Premier, 50; Colonial, 50 and 10; Royal, 60; Victoria, 45; White, 70 and 5; Diamond, 50; Granite, 60 p.c.

Galvanized Ware—Fails, .37½ p.c.; other galvanized lines, 33 1-3 p.c.

Solder—21c per lb.

Lanterns—Cold blast, per dozen, \$7; coppered, \$9; dash, \$9.

Wringers—Royal Canadian, \$36; B.B., \$40.75 per doz. Churns, 45 and 5.

Rope—Sisal, 10½; pure manila, 14¾c. British manila, 11¾. Lath yarn, 10¾c.

Building Paper—Sunrise, plain, 50c; Surprise, plain, 50c; Lion, plain, 55c; Anchor, plain, 60c; Cyclone, plain, 60c; Victoria, plain 67½c; Triumph, plain, 67½c; Buffalo, plain, 67½c; Anchor, Joliette and Buffalo, tarred, 62½c; Victoria, Triumph and Joliette, tarred, 84c; Cyclone, tarred, 78c; Perfection Sulphite, \$3.75 per 100 lbs.

Corrugated Iron and Roofing, Etc.—Corrugated iron, 28 gauge, painted, \$3; galvanized, \$4.10; 26, \$3.35 and \$4.35. Pressed standing seamed roofing, 28, \$3.45 and \$4.45. Crimped roofing, 28, painted, \$3.20; galvanized, \$4.30; 26, \$3.55 and \$4.55.

Ammunition—Cartridges, rim fire, Canadian, 50; American, 33; pistol sizes, Canadian, 25; American, 5; military, Canadian, 20; American, 10 p.c. advance. Primers, \$1.55. Loaded shells, English and Canadian makes, 12 gauge, black, soft, \$18; 10, \$22.50; 12, smokeless, chilled, English, \$24; Canadian, \$23; 10, smokeless, chilled, English, \$28; Canadian, \$27. Shot: Drop, per 100 lbs., \$6.25; chilled, \$6.60; buck, \$6.95; 28 ball, \$7.30. Powder, F.F., keg, Hamilton, \$4.75; F.F.G., Dupont's, \$5. Iron and Steel—Bar iron, \$2.50.

Swedish iron, \$4.95; sleigh shoe steel, \$2.75; spring steel, \$3.25; machinery steel, \$3.50; tool steel, Black Diamond, 100 lbs., \$9.50; Jessop, \$13.

Pig Lead—\$5.50. Lead pipe, \$7.

Sheet Zinc—Casks, \$8; broken lots, \$8.50.

Copper—Planished copper, 29½c per pound; tinned, 26½c.

Iron Pipe—Black pipe, ¼ in., \$2.50; ⅜, \$2.85; ½, \$3.50; ¾, \$4.65; 1, \$6.60; 1¼, \$9.00; 1½, \$10.75; 2, \$14.40; 2½, \$24.40; 3, \$31.50; 3½, \$39.50; 4, \$45.00; 4½, \$52.00; 5, \$58.00; 6, \$75.00. Galvanized: ¼-in., \$3.50; ⅜, \$3.80; ½, \$4.25; ¾, \$5.75; 1, \$8.50; 1¼, \$11.50; 1½, \$13.90; 2, \$18.50; 2½, \$30.50.

Fittings—Wrought couplings, 55; nipples, 70; classified malleable fittings, 25; malleable bushings, 50; malleable unions, 55 p.c.

Galvanized Iron—Apollo, 16-gauge, \$4.15; 18 and 20, \$4.40; 22 and 24, \$4.65; 26, \$4.65; 28, \$4.50; 30-gauge or 10¾-oz., \$5.20; Queen's Head, 20, \$4.60; 24 and 26, \$4.90; 28, \$5.15.

Tin Plates—I. C. charcoal, 20x28, full box, \$9.50; ½ box, \$5; IX. full box, \$11.50; ½ box, \$6; IXX., full box, \$13.50; ½ box, \$7.

Terne Plates—I. C. plates, \$9.

Canada Plates—Half polish, 6 and 7 inch, \$3.25; 8-inch, \$3.50; full polish, 6 and 7 inch, \$4; 8-inch, \$4.25.

Lubricating Oils—600 W. cylinders, 80 cents; Maple Leaf cylinder, \$1 per gal.; 700 A. cylinder, 75c; Sterling cylinder, 55c; 600 A. cylinder, 50c; Capital cylinder, 59c and 54c; Solar red engine, 32c; Atlantic red engine, 29c; heavy castor, 29c; medium castor, 28c; Ruddy harvester, 30c; standard gas engine oil, 36c. Renown engine oil, 38c.

Petroleum and Gasoline—Silver Star, in bbls., per gal., 20c; Sunlight, 22c; case, \$2.45; Eocene, gal., 24c; case, \$2.60; Pennoline, gal., 25c; Silver Light, 22c; Starlight, 20c; Sterling Light, 24c. Engine gasoline, gal., 24c; f.o.b., Winnipeg, cases, \$2.60.

Paints and Oils—White lead, pure, \$6.50 to \$7.50, according to brand; bladder putty, in bbls., 2½c; in kegs, 2¾c; turpentine, barrel lots, 74c. Linseed oil, raw, 32c; boiled oil, 3c per gallon advance on these prices.

Bluestone—7c lb.

EDMONTON MARKETS.

July 31.—Barb wire, \$4 per 100 lbs.; plain twist wire, \$4.25; brt. wire staples, \$4.20; poultry netting, 50 p.c. Horseshoes, M.R.M., \$5.15 base; C. horse nails, in 25-lb. boxes, No. 4, \$4.95 per box net. In less quantities than 25-lb boxes add 1c per lb.

Wire nails, \$3.55 base.

Screws, flat head, bright, 85; brass, 75; round head, bright, 75 and 10; brass, 70 p.c.

Bolts, carriage, 3-16 and ¼, 60 p.c.; 5-16 and ¾, 4-inch and shorter, 55 p.c.; ¾ (longer than 4-inch), 50 p.c.; 7-16 and up, 45 p.c.; machine, ¾ and under, 55 p.c.; 7-16 and over, 45 p.c.; plow, 45 and 5 p.c.; stove, 70 p.c.

Green wire cloth, \$1.85, 100 sq. ft.

Shovels, first grade, \$11.55; fourth grade, \$7.60 per dozen. Harvest tools, 50-10 p.c.

REVILLON BROTHERS LIMITED

WHOLESALE ONLY **HARDWARE** ONLY WHOLESALE

The Largest { Buyers
Sellers
Stock }

of Shelf and Heavy Hardware in Alberta

Leading Lines at Leading Prices

Our customers lead in the Hardware Trade of Alberta.

WRITE FOR QUOTATIONS

REVILLON BROTHERS LIMITED
EDMONTON, ALTA.

Fire Escapes

Circular Stairs

Coal Chutes and

Ornamental Iron for Buildings

Are lines which local hardware men should look after. We are pleased at all times to submit tenders on work of this kind.

THE MANITOBA IRON WORKS Limited
WINNIPEG, MAN.

Brush hooks, \$9 per dozen.
Files, Arcade or Eagle 70-10-5 p.c.
Solder, 23c per lb.
Lanterns, No. 2 cold blast, \$8 doz.
Wringers, Royal Can., \$38 per dozen.
Churns, 45 p.c.
Rope, sisal, 11½c per lb.; British manilla, 12½c; pure manilla, 15½c.
Building paper, plain, 62c per roll; tarred, 82c per roll.
Linseed Oil—Boiled 75c; raw, 72c per gal. in barrel lots.
Ammunition—Primers, \$1.55 per M.; loaded shells, English and Canadian make, 12 gauge, black, soft, \$19 per M.; 10, \$23.65; 12, smokeless, chilled, English, \$25; 10, \$29; 12, Canadian, \$21; 10, Canadian, \$28; shot drop, \$7.50 per 100 lbs.; chilled, \$7.90; buck, \$8.30; 28 ball, \$8.70; powder, F. F., Hamilton, \$5.25 per keg.

Building operations are advancing in Vancouver. For the week ending July 11 permits totalling nearly \$100,000 were issued.

Ross Bros.
LIMITED

**Harvest
TOOLS**

Edmonton, Alberta

Our stock is complete,
our prices are right and
we make shipment within
twelve hours of the re-
ceipt of your order.

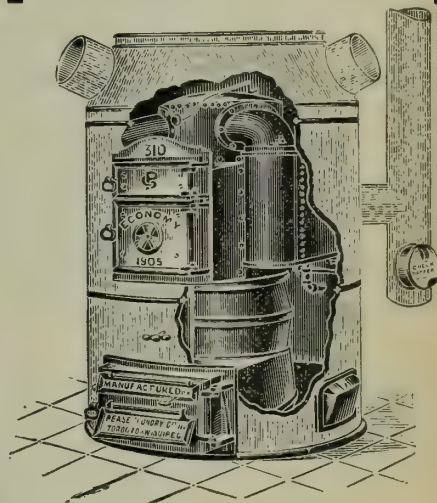
WIRE-NETTING MARKET.

The apparent impossibility of making much headway against the rabbit pest is causing farmers in this part of the world to look with increasing favor on the use of wire netting to protect their fields against the destructive encroachments of these animals. About 1,500 miles of wire netting, selling at from \$122 to \$146 per mile, was imported last year into the Commonwealth, most of this wire netting being of English manufacture. The new tariff act admits wire netting free of duty. The duty on wire-netting machines is now 15 per cent. ad valorem, while under the old tariff they were admitted free of duty.

PEASE

"ECONOMY"

"What's in a name?" Put the question to any of the 78,000 users of **Economy Heaters** and they will say: all that is conveyed to the mind in the **idea of saving**; giving the **most heat for the least fuel**; **solidity of construction**; **simplicity of operation** and greatest possible satisfaction are expressed in the one name **Economy**.



Compare it with the other kind. Note the large **roomy ashpit**! Observe the **fire pot, cup jointed in the centre**, where expansion and contraction is intense. This fire pot is **slightly larger at the bottom** than the top which **prevents clogging** and insures free combustion. The **large combustion chamber** is made of heavy selected **wrought steel plate**, from which all the products of combustion are forced first to the front, then down into the **rolled plate steel radiator** which practically surrounds the dome. The fresh air coming in from the bottom of the furnace must pass straight up on either side of the radiator into the warm air pipes and is **not deflected**. These features mean a **saving in heat**, in fuel consumption and in wear and tear, all of which means money.

SEND FOR ILLUSTRATED
CATALOGUE.

Pease Foundry Co., Ltd.
TORONTO, ONT.

Pease-Waldon Co., Ltd.
WINNIPEG, MAN.

Manufacturers of Furnaces, Combination Heaters, Round and Sectional Boilers for Hot Water or Steam, Registers, &c.

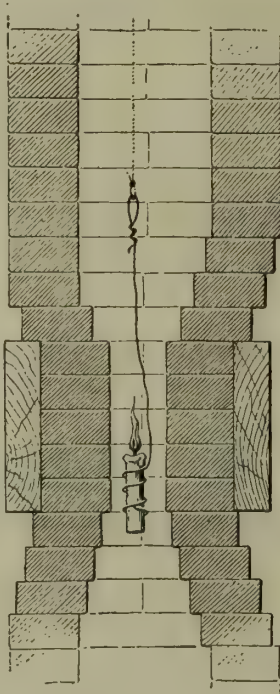
We maintain an engineering department. Ask for our assistance when you have an out-of-the-way heating or ventilating problem to solve.

Locating Flue Troubles

Heating contractors, and in fact, all who sell apparatus which burns fuel of any kind, can save a lot of money by knowing something about flues. Theoretical knowledge as to what flue construction ought to be is not difficult to get, but the vagaries of the builders of flues and the flues as they exist or the departure in their construction from well-known correct rules are the cause of troubles which can be located only by an investigation. By this, writes G. G., in the *Metal Worker*. I do not mean standing on the outside of a house and looking at the chimney or standing in the cellar or some other part of the house and looking on the outside of it. When the fire in a furnace, steam boiler or hot water heater burns slowly and never shows a briskness, and the apparatus fails to develop its heating capacity, it is useless to look to the size of the pipes, the sizes of the registers or radiators, or make calculations to find if the house has a big enough heater. With the fire in a dull condition the chimney is the offender every time.

Now the question is to locate the defect which is causing the trouble. There are different methods, but one of the best is to take a few feet of wire and put it around a candle securely and attach to the wire a stout string—the wire prevents burning the string. Then lower the candle down the flue, observing the size and shape of the flue by the light of the candle as it passes down. Such a method of investigation will show any projection into the flue, any offsets or any reduction. Apparently the mason who builds the flue has no hesitation whatever to reduce its internal area to suit his convenience in passing between joists or for any reason. He will follow the plan which is easiest for him regardless of consequences, and in a fine building which is provided with a large flue for running a big heating apparatus it has been frequently discovered that the mason has reduced the flue more than half in area and changed the shape so as to offer a most positive impediment to the passage of air currents through it. In such cases by measuring the length of the string to the candle and then measuring down from the top of the chimney in the building the location of the offending defect can be correctly ascertained. Then whatever derangement of decoration or furniture it may entail the flue must be cut into and such changes made in its construction as will permit the heating apparatus to operate. When work of this kind is done the heating man should assume the position of doing a favor to the house-owner rather than that he is doing a part of his work in finding the trouble with which he has nothing to do and which is making him unnecessary labor and expense.

It may be difficult to get to the top of some chimneys to conduct an investigation as suggested, and there is no objection if some other plan is tried, but in my experience this is the most certain way to get at the truth of the internal condition, size, shape and course of the flue. In some instances apparently there has been no good cause for drawing in a flue and it has been necessary to cut into the breast which was wide enough to permit a flue of ample dimensions and then to cut out some of the brick work to get a flue of sufficient size and leave a smooth flue for future service. Sometimes by the use of a mirror held into an opening in the bottom of the chimney the conditions can be discovered and it is easier to do this than it is to climb to the top of the chimney, but



Method of Locating Flue Troubles.

if information cannot be secured from the bottom of the chimney the top is the next step, and by measuring the length of the string to the candle the point of trouble in the flue can very correctly be determined by measuring the same distance down from the top of the chimney. I would impress upon all men who are doing heating work the necessity of having a good flue, and wherever the fire smoulders and burns slowly without briskness and brightness it is not the apparatus that is to blame but the man who owns the house has before him the problem of making his chimney as it should be to enable the heater to work. It is his job to stop choking the heater, which is in very much the same condition as a man with somebody's hand on his throat choking him. He may exist under very difficult

and disagreeable conditions for a time but when the hand is removed he will be better and so will the heater when obstructions are removed from the flue.

COAL BRIQUETTING.

For the purpose of determining the extent to which the manufacture of briquettes from slack coal may succeed under the conditions existing in the United States an investigation has been carried on at the fuel testing plant of the United States Geological Survey at St. Louis by James E. Mills, whose report on the work has just been published by the Survey as Bulletin 343. The problem to be solved was not alone how to make the best possible briquette, but how to produce at a profit a briquette of satisfactory grade for the use intended with the slack and binders available. The experiments made by Mr. Mills include tests of the behavior of a large number of different coals with a few binders and of a few coals with a large number of different binders. Tests were made with each coal and with each binder until the percentage of binder required to produce a satisfactory briquette with that coal was determined. The behavior of the briquettes in the fire and, when necessary, in water, was noted. The binders used were examined as to their chemical or physical properties, and such modification of each binder was made as seemed likely to produce most efficient results. The desirable qualities of a binder are stated by Mr. Mills as follows:

1. It must be sufficiently cheap to make the manufacture of briquettes profitable.
2. It must bind strongly, producing a briquette sufficiently hard but not too brittle.
3. It must hold the briquette together satisfactorily in the fire.
4. It must produce a briquette sufficiently waterproof to stand the conditions of use.
5. It should not cause smoke or foul-smelling or corrosive gases, nor should it foul the flues.
6. It should not increase the percentage of ash or clinker.
7. It should increase, or certainly it should not diminish, the heat units obtainable from a given weight of fuel.

The keen competition in stove and range building has had a more or less demoralizing effect on some hardware dealers, who too often look only on the first cost when placing their orders. While in this last decade great improvements have been made in the manufacture of stoves and ranges, many makers have had only one object in view—that of building stoves which can be sold cheaply. The result has been that often stoves are made which have no right to exist and serve only as trade demoralizers. There is an unthinking class which buys such stoves and the whole stove trade loses its legitimate profits, not excepting the merchant who sells such goods.

Condensed or "Want" Ads.

AGENTS WANTED.

This is the problem of many manufacturers who are anxious to get a foothold in Western Canada. It will be easily solved if **HARDWARE AND METAL** is given the opportunity to solve it.

CUTLERY—Canadian Agent wanted by well-known Sheffield cutlery house. Commission basis. Address Box 731, **HARDWARE AND METAL**, Toronto. (29)

WANTED in every town and village, a representative to take charge of the circulation of our various publications:—**Hardware and Metal**, **Canadian Grocer**, **Financial Post**, **Plumber and Steamfitter**, **Dry Goods Review**, **Printer and Publisher**, **Bookseller and Stationer**, **Canadian Machinery**, and **Busy Man's Magazine**. Good financial standing and business connection a strong recommendation. Just the position for a retired business man for his spare time. The MacLean Publishing Company, Limited, Toronto.

FOR RENT

FOR SALE—Automobile Runabout, \$400. Thoroughly overhauled. Box 175, Hamilton. (31)

LITHOGRAPHY

HIGH CLASS COLOR WORK; Commercial Stationery, Posters. The Hough Lithographing Co. Limited, Office—No. 3 Jarvis St., Toronto, Telephone, Main 1576. Art, Good Workmanship; Business Methods.

MISCELLANEOUS

\$60,000,000.00 Shrewd merchants all over the world have paid \$60,000,000.00 for 650,000 National Cash Registers. They've saved more than that. The National Cash Register Co., P. E. Mutton, Canadian Manager, 129 West King Street, Toronto, Ontario.

SITUATIONS WANTED.

Travellers, clerks, or tinsmiths, wishing to secure new positions, can engage the attention of the largest number of employers in their respective lines, by giving full particulars as to qualifications, etc., under "Situations Vacant."

MANAGER FOR RETAIL HARDWARE STORE and tinware business will be open for engagement Sept. 1st, or sooner if necessary. Capable of estimating plumbing, hot water and hot air heating, roofing and tin work. Satisfactory reasons and first class references as to character and ability. Southern Alberta preferred. Box 738, **HARDWARE AND METAL**, Toronto. (32)

POSITION AS HARDWARE SALESMAN, 6 years of city and town experience. Good references. Steady job preferred. Apply Box 737, **HARDWARE AND METAL**. [31]

SITUATION WANTED BY A BLACKSMITH as a traveller for horse shoes, steel and iron bars. Can furnish the very best of references. Can speak both English and French. Oliver Lefebvre, Killaloe, Ont. (32)

BUSINESS FOR SALE

HARDWARE, Stoves, Furniture and Undertaking business for sale, roofing, plumbing and tinsmithing in connection, in a flourishing condition in a thriving eastern Ontario town, population 2000, surrounded by the best farming community in eastern Ontario. Good clean stock, about \$6,000. Could give possession by Sept. 15, 1908. Good reason for selling. Do not answer without you mean business. Full particulars on application. Box 132, Vankleek Hill, Ont. [34]

The building trade is busy at Saskatoon. Good progress has been made on the new post office; Soldan & McLaughlin are building a warehouse; W. J. Bell an office; Great West Furniture Co. a new warehouse; H. W. Way a residence, and many smaller structures are being erected.



Every Dealer Should Stock *Sherwin-Williams Furniture Polish*

Quick sales and a good margin of profit make Sherwin-Williams Furniture Polish a good specialty to handle. When compared to the many cheap and unsatisfactory polishes on the market S-W. Furniture Polish is so much superior that it will make many friends for your store.

It pays to push hard some good specialty, such as S-W. Furniture Polish, as it will advertise all of the goods you carry if it gives satisfaction, and bring people back to your store when they want house paint, floor finishes, stains, enamels and other profitable lines.

Put up in handsome cartons for counter display.

Order a case or two to-day. We carry it in stock for shipment same day order is received.



THE SHERWIN-WILLIAMS CO.
LARGEST PAINT AND VARNISH MAKERS IN THE WORLD.
Canadian Headquarters and Plant: 639 Centre St., Montreal, Que.
Warehouses: 86 York St., Toronto, and Winnipeg, Man.



"METALLIC" CORNICES

So neatly and accurately made they are very easily erected.

Any architectural design supplied promptly.

If you want one for your own building or for your customers—it will pay you to write us.

We know how—and—we make them right.

23 YEARS' EXPERIENCE

The Metallic Roofing Co.

LIMITED

Manufacturers

Toronto and Winnipeg

BUILDING AND INDUSTRIAL NEWS

For additional items see the correspondence pages. Information is solicited regarding building and industrial news, the incorporation of companies, establishment or enlargement of mills, factories or foundries, municipal water works and sewerage systems, railway or mining news, etc.

Industrial Development.

Kent & Cox have the contract for S. H. C. Miner's new rubber factory at Granby, Que.

The Silliker Car Co., Halifax, is rushed with work and is getting out 50 cars for the Intercolonial.

The Farmers' Binder Twine Co., Brantford, has again commenced operations, after being closed for some time.

Work on the new G.T.R. shops is progressing. By the end of the month all the steel erection will have been completed.

Peer & Wideman have commenced operations in their factory at Guelph for the manufacture of the Peerless Gas Generator.

The Shipway Iron, Wire and Bell Co., Toronto, desire to locate in the Fielding Chemical and Distilling Co.'s building at Weston.

Riddolls & Wright have started work on the new broom factory and workshops at the Ontario Institute for the Blind, at Brantford. The contract amounts to \$7,000.

Part of the plant of the Nova Scotia Steel and Coal Co. has resumed operations. The coke ovens and blast furnaces opened on July 20. The latter will manufacture foundry iron.

A prominent lumber traveler says in a couple of months there will be a big demand for lumber from British Columbia mills by the people of the wheat belt in the Prairie Provinces.

The Toronto Commissioner of Industries is looking for a site for a United States concern which desires to establish works in Canada. The new firm would employ 500 men.

Eastern capitalists have leased for three years Davison & Co.'s sash and door factory at Stratheona, Alta., and will manufacture on an extensive scale furniture, mattresses, and caskets.

Railway Construction.

An electric railway is proposed to be built between Dunnville and Beamsville, Ont.

The Moneton and Butouche Railway is building a new bridge over the Butouche River.

The Canadian Northern Ontario Railway propose commencing construction of their line to Orillia right away, so that cars will be running into that town before winter.

The Dominion Government has put through the \$3,000,000 subsidy for the construction of the G.T.P. westward from Fort William to a connection with the National Transcontinental.

The Dominion Engineering Co., To-

ronto, expect soon to make a start on the construction of the Central Railway, which will run from Midland, Ont. to Montreal, a distance of 345 miles, Bonds to the extent of nearly \$12,000,000 have been underwritten in England.

Municipal Improvements.

Smith's Falls will extend its waterworks and sewerage systems.

North Vancouver's water mains are to be wooden pipe, 19,000 feet long.

Montreal's finance committee recommends new water mains on about a dozen streets.

The North Vancouver Council are considering a by-law to borrow \$30,000 for the Lynn Valley Waterworks district.

Carman, Man., ratepayers will soon be asked to vote on a by-law for \$25,000 for repairing and completing the sewer and waterworks systems.

Building Notes.

G. Williams, Toronto, will spend \$10,000 on new houses.

A new \$10,000 school will be erected at Port Stanley, Ont.

A new school will be built at Beebe Plain, near Sherbrooke, Que.

H. C. Ackroyd, Vancouver, will put up a \$10,000 business block.

The Ottawa Government has voted \$5,000 to Listowel for a public building.

Work is being pushed on the new Methodist Church at Lakefield, Ont.

Plans are ready for the new \$9,000 curling rink to be built at Peterboro.

The Dominion estimates provide \$8,000 for a new post office at Waterloo.

The Masonic Temple to be erected in Toronto is estimated to cost \$65,000.

Contractor E. Cook will shortly begin operations on the construction of a \$60,000 business block at Vancouver.

The E. C. Tuckett estate will erect a row of dwellings in Toronto to cost \$16,000.

The ratepayers of Fairview, B.C., have authorized the school trustees to borrow \$28,000 for school purposes.

Work is to be started at once on the new \$100,000 thermo-dynamics and hydraulics building for Toronto University.

The new collegiate institute at Regina, contracts for which were let recently, must be completed by July 1 next year.

Newman Bros., St. Catharines, have the contract for the building of the \$20,000 Imperial Bank building at Welland.

St. Michael's Church, \$5,000; J. A. Chisholm, residence, \$2,000; and W. J. Heming, residence, \$2,400, are new build-

ing permits recently granted at Vancouver.

Carter, Halls, Aldinger & Co., Winnipeg have the contract for the new \$59,000 Lord Selkirk School to be erected at Elmwood.

Montreal's finance committee has voted \$56,550 for the rebuilding of fire station No. 2, and \$38,000 for repairs to the City Hall.

A new firehall is proposed for Toronto, and the removal of the waterworks machine shops and press works to a new site is also suggested.

Fort William's building permits for the seven months to the end of July amount to \$1,076,345; of this total \$166,000 is the value of permits for July.

The General Engineering and Construction Co., Vancouver, has taken out a permit for alterations and additions to Glencoe Lodge in that city at a cost of \$50,000.

This year is a record-breaker for building at Fort William, and comparing the first seven months of the year is a quarter of a million dollars above the same period of 1907.

A Dominion grant of \$10,000 for the foundation of new joint armories for Fort William and Port Arthur has passed the Commons. It is expected the building will cost \$100,000.

The Grey & Bruce Cement Co., Owen Sound, will close down the plant for several weeks owing to the present unsatisfactory state of the market, the supply being far in excess of the demand.

F. W. Moris, Victoria, will commence on an extensive scale the manufacture of white lead at that city, building a \$20,000 plant for the purpose. Electricity and chemicals enter into the process.

The R. M. Beal Leather Manufacturing Co., Lindsay, has bought the Robinson Leather Co., of the same place. A large packing house has lately been erected to take care of increased output, and the Hudson's Bay Co. and Northwest Mounted Police have placed large orders for larrigans with the firm.

Building permits for July at Fort William include hospital, \$75,000; Wiley school, \$27,000; Dr. Manion, residence, \$5,000; E. E. McLaughlin and James Cross, residences, \$4,000 each; C. E. Atkin, residence, \$3,000; Alf. Cooper, six houses, \$15,000; W. J. Houston, residence, \$3,500.

Companies Incorporated.

The J. H. Hanson-Tilley Co. Montreal; capital, \$145,000; to manufacture refrigerators, screen doors and milling tools. Directors, J. H. Hanson, A. Tilley, D. Beatty, R. Lapierre and John W. Blair, all of Montreal.

The Peterborough Lubricator Manufacturing Co., Peterboro; capital, \$100,000; to manufacture patent automatic grease cups. Provisional directors, W. Harstone, R. A. Elliott, E. R. Wilson, Peterboro; J. F. Lewis, Philadelphia, and M. W. Boerema, Youngstown, Ohio.

POLISHED SHEETS

"DOMINION CROWN"

BEST WORKING QUALITY
AND HIGHEST FINISH.

A. C. LESLIE & CO.,
LIMITED
MONTREAL

You Can Mend Anything with CAEMENTIUM

WHAT is Caementium? It is an insoluble adhesive. You will not call yourself up-to-date unless you stock CAEMENTIUM. Our fine campaign of advertising in the daily papers and otherwise will make it asked for, and you will profit by ordering it NOW. Be first in your field GET this agency. CAEMENTIUM will mend CHINA, METAL, GLASS, WOOD or anything. Nothing hard or technical about it—any CHILD can use it.

Every one of your customers will buy a TIN and ask for more. Write us to-day.

DILLONS LTD., 455 St. Paul Street
MONTREAL

Sole Agents for Canada.

Write at once while good territory is yours.



This is one of our New lines of **FANCY JAPANNED CAGES**. Handsomely ornamented and complete with **WRIGHT'S PATENT SEED CUPS**, Swings and Perches. Also a complete line of Brass Cages and **BREEDING CAGES**. Send for our Cage Catalogue with prices.

E. T. WRIGHT & CO.
HAMILTON, ONT.

When writing to advertisers,
kindly mention having seen the
advertisement in this paper.



IVER JOHNSON

SAFETY AUTOMATIC REVOLVER

Hammer the Hammer

in perfect safety, is not a mere device added to the revolver, but is itself a part of the firing mechanism. No buttons to press, no catches to set, no levers to pull. The hammer of an Iver Johnson Automatic Safety Revolver *never* touches the firing pin, and the firing pin *never* touches the cartridge until the trigger is pulled. You can "hammer the hammer," drop it, kick it, pound it, but until you pull the trigger, there's "nothing doing."

ACCIDENTAL DISCHARGE IMPOSSIBLE

ADVERTISED in all the leading Magazines and Sportsmen's periodicals. Our advertising creates the demand. But we never sell direct where the dealer can supply.

These are not premium goods. The owl's head on the grip and our name on the barrel guarantee them.

Send for Dealer's Catalogue or order from your jobber.

IVER JOHNSON'S ARMS & CYCLE WORKS, 330 River Street, Fitchburg, Mass.

Pacific Coast Branch: Phil. B. Bekeart Co., San Francisco, Cal.

Makers of Iver Johnson Single Barrel Shotguns and Iver Johnson Truss Bridge Bicycles

Different from every other revolver, and infinitely superior to near-safe imitations, because the feature that makes it possible to

Hammer the Hammer

in perfect safety, is not a mere device added to the revolver, but is itself a part of the firing mechanism. No buttons to press, no catches to set, no levers to pull. The hammer of an Iver Johnson Automatic Safety Revolver *never* touches the firing pin, and the firing pin *never* touches the cartridge until the trigger is pulled. You can "hammer the hammer," drop it, kick it, pound it, but until you pull the trigger, there's "nothing doing."

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Pacific Coast Branch: Phil. B. Bekeart Co., San Francisco, Cal.

Makers of Iver Johnson Single Barrel Shotguns and Iver Johnson Truss Bridge Bicycles





BOLTS and NUTS

Well shaped heads, correct threading and a fine finish, coupled with the best material, are features which stamp "M.R.M." Bolts and Nuts as a high grade article.

We have good stocks of all sizes and can make prompt shipment.

The Montreal Rolling Mills Co.





New Goods and Catalogues

TOLEDO MALLEABLE VISE.

A malleable vise of remarkably interesting accomplishments has been developed by the Toledo Pipe Threading Machine Company, Toledo, Ohio. Possible applications are the holding of pipe as small as $\frac{1}{8}$ -in. in diameter, and the holding of a $1\frac{1}{2}$ -in. elbow. One of its features is that the yoke holding the upper jaw does not drop off the screw, so that the screw threads are not likely to strip nor the device otherwise get out of order. By means of the unique mechanism of the yoke allowing the upper jaws to take the positions shown in its application to the elbow, the vise is regarded as capable of gripping an endless variety of material within its capacity without regard to shape. The lower jaws are a part of the base casting. The gripping surfaces of the vise are $1\frac{3}{4}$ inches wide. It is stated that it can be used with brass and nickel plated pipe without marring, or in other words, that it has the velvety yet positive grip of a Stillson wrench.

NEW IDEA IN STOVE DRUM.

R. W. Biggar, a well-known western Canada hardware traveler, late of Toronto, but now residing in Vancouver, is



the inventor of a hot air drum, called "The Colonial Heater," for attachment to the smoke-pipe of stoves and furnaces. Really the Colonial heater is an improvement on the old "Chilcoot Hot Air Radiator," which has been much in use on the prairies, and under its new name was patented in 1906. It was manufactured during the winter of that year in the west and this coming season will be placed on the eastern market. The accompanying electroplate will give a better idea of the drum than any wordy description. It takes the cold air at the

bottom and passes it out hot at the top. It is simple in construction and can easily be taken apart. There are many other points about it which should commend it to people who like a warm house in winter. Literature will be furnished on request by the Kemp Mfg. & Metal Co., Winnipeg, and the Collins Mfg. Co., Toronto, makers for western and eastern Canada, respectively.

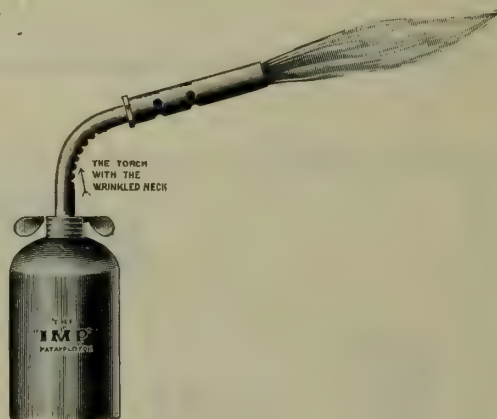
POWERFUL GASOLENE BLOW TORCH.

The "Imp" torch, shown in the accompanying illustration, is a patented device, which will do as much work as most of the larger torches, with the advantage of compactness, simplicity and cheapness.

It is entirely automatic in operation, has no pump or valve, needs no tools, starts with a match and gives a perfectly clean, powerful Bunsen flame for over two hours on four ounces of gasoline.

This device is made entirely of brass metal, highly nickel plated. The size of the tank is $1\frac{1}{4}$ inches in diameter by $3\frac{1}{8}$ inches high, while the whole torch is only $6\frac{3}{4}$ inches in height.

The corrugated neck increases the



The "Imp" Gasoline Torch.

heating surface to such an extent that the flame of a match easily generates gas enough for starting, after which the perfectly designed mixing-tube renders further attention unnecessary.

The "Imp" is sure to receive a hearty welcome from anyone who wants intense, clean heat cheaply and quickly.

MAUSER RIFLES IN CANADA.

Archie Macfarlane, Coristine Buildings, Montreal, has been appointed sole Canadian representative for the Waffen-fabrik Mauser, of Oberndorf, Germany. The president of the corporation is Herr Geheimrat Mauser, who is the inventor of all the famous Mauser rifles, which are to-day conceded to be among the most perfect rifles made in the world. This factory is now turning out sporting models in 7.9 m-m calibre. This rifle has a 24-inch barrel and weighs $7\frac{1}{2}$ pounds. The stock is of finest selected walnut, one-half pistol grip check, and

is fitted with sporting sights graded from 50 to 1,000 yards. The initial velocity is 1,925 feet per second. In addition to this calibre the factory are now making a rifle to use the 303 British cartridge. This arm is being sold under the name of the Mauser-Rigby, and is a fine weapon, only furnished in the finest grade. The Mauser Arms Co. also make the Mauser self-loading combination pistol and carbine, 7.63 m-m. There are over 50,000 of these in actual use, and the demand is growing. For a compact weapon this arm cannot be equalled, as the total weight with holster is about $3\frac{1}{2}$ pounds. The bullet has an initial velocity of 1,394 feet per second at the muzzle, and 88 shots can be fired per minute.

Mr. Macfarlane has also been appointed Canadian sales agent for William Hunt & Sons, the Brades, Ltd., of Birmingham. These people make all their own steel, and are to-day recognized as among the leading makers of hammers, picks, trowels, wedges, shovels, spades and forks, and other numerous lines.

CATALOGUES.

Superior Steel Drills.

The Whitman & Barnes Manufacturing Co., St. Catharines, have numbered this year's catalogue 67, and it is especially devoted to four lines which the company is making: "Economy" high-speed flat drills, "Economy" chucks for flat drills, "Norka" high-speed twist drills, and "Norka" chucks. The "Economy" drill is made to meet the demand for a drill that is capable of standing extremely heavy feeds in the hardest and toughest materials; and the chuck so holds the drill that only enough of the drill projects to go through the work, thus reducing the strain about 75 per cent. "Norka" drills are made and twisted when hot, thus preserving the grain of the steel. They will stand hard and rough service and are adapted for all kinds of drilling in any class of material. The chuck is simple in construction and will hold either high speed twist or taper shank twist drills by simply regulating a top steel plug and clamping nut. The catalogue will be sent on request.

Wire Goods and Cloth.

The Canadian Wire Goods Manufacturing Company, Hamilton, have just completed the issuing of their initial general catalogue to the hardware trade, which embraces the many grades of wire cloth and wire-work manufactured by this company. It contains many illustrations and suggestions to the hardware trade and also sets forth in a very explicit manner the many uses which wire cloth can be put to. Their catalogue should be in the office of every hardware dealer and anyone interested in wire goods; and if there are any who have been overlooked the company will be very pleased to mail a copy of their catalogue on request.

News of the Paint Trade

WHERE HONESTY DOES NOT PAY.

A discussion extending through several months has been going on in the London Decorators' and Painters' Magazine over the subject of honesty in the painting business. The weight of opinion seems to be that dishonest practices in the painting and decorating business in England are the rule rather than the exception. One correspondent says:

My business necessitates my constantly traveling among painters, architects and agents, and I hear the same regrettable cry everywhere; that it is impossible to be really "honest." Honesty certainly pays if one thinks there is every danger of scamped work being detected, and I will give you an instance of where dishonesty was a huge mistake. A certain contractor had recently a large job to do, and, of course, the usual jerrying was indulged in. Previously, and for many years, he had scamped various jobs, and, owing to the carelessness (or blindness) of many architects, he was successful and amassed much money. On this particular job, however, the architect proved a "tartar," and purposely allowed him to do the greater portion of the work in his own way. When the time was ripe, the contractor was dropped on. The architect proved—and produced expert evidence to show—that the work was most shamefully scamped, and the whole had to be done over again.

But this is only one instance of a risk which many take. They look at it this way. "We specify to give the work two coats. We'll give it one. If it passes—good! If it does not pass, we'll give it a second." But, unfortunately, the one coat, in ninety-nine cases out of a hundred, does pass, and much money is earned thereby.

A second case. Walls and ceilings were specified to have two coats of a certain article. The ceilings were done with an entirely different material. Had it passed—good! But it did not. Once more the architect sought expert advice, and again the work was condemned.

A third case. In a large house all the ceilings were specified to be "washed off and re-distempered." Not one single bed room ceiling was touched, but splashes of whitening were put on the windows and floors, and the ceilings being very clean were passed by the surveyor. I could quote scores of cases where the specification was never carried out, the theft—for it is nothing else—being undiscovered, and the employers waxed fat and prosperous on dishonest work.

Now, what chance has an honest man against countless rogues? I know of numerous cases where certain materials have been specified, and not one single ounce used; of jobs where a material was so heavily adulterated with whitening that the mixture was absolutely useless, the consequence being the manufacturers were wrongfully called over the coals.

Undoubtedly much of the bad work

If you want to stock the VARNISH that will bring customers back to your store for more VARNISH, and tell their friends where to get good VARNISH, that VARNISH is undoubtedly

Elastilite Varnish

For Outside or Inside Use

In Tins only, $\frac{1}{2}$ Pints to 1 Gallon.

Manufactured only by

The Imperial Varnish & Color Co. LIMITED

TORONTO, CANADA.

Stocks at

VANCOUVER, B.C. IMPERIAL VARNISH & COLOR CO. Ltd. 542 Beatty St.
WINNIPEG, MAN., c/o MASON & HICKEY, 108 Princess St.

done on large jobs is due to the supineness of architects, and I would gladly see these gentlemen take more interest in the painting and decorating. Especially keen sometimes are they over the quality of the bricks, the cleanliness of the sand; but they appear to show a lack of interest as to how the painting is done, or with what.

KEEPING STOCK SYSTEM.

It is quite necessary, says an exchange, that every dealer should be daily aware of the amount of stock on hand. Looking over the shelves now and then or a memorandum when this or that is low are unsafe systems. Many a sale has been lost by the "all out" condition and many a customer aggravated by waiting for the goods to arrive.

A very simple system, compiled in a few minutes, and of no trouble to the clerk, is suggested below. The shades and numbers of all goods carried in stock are entered in the left hand column. On receipt of goods the amount and date are entered in the received column. The "In Stock" column is to reveal the amount of stock on hand. Say, for instance there are seven cans of No. 3 enamel white on the shelves and the figure in the "In Stock" column therefore seven. A shipment of twenty-five cans of enamel white are received. The twenty-five, together with the date are to be entered in the "Received" column and the figure in the "In Stock" column changed from seven to thirty-two. The "In Stock" figure

must be written in pencil and will have to be changed with every sale. If a cash entry or itemized sales book is maintained where the name of each article sold is entered then the card could be changed not less than once a week, as the totals could be copied from these. The "In Stock" figures should be entered in pencil so as to be easily erased. If an itemized sales book is being used the entries must also show the number or shade of paint. If no book is kept the clerk must make his change on the card after every sale.

The advantages of this homemade card are quite a few. Invoices can be checked against the receipts in the "Received" column. The proprietor can pick up the card, glance down the "In Stock" column and note at once what needs replenishing and how each is selling.

GROUND SCRAP MICA.

Of the large quantities of scrap mica ground each year, much is used for decorative purposes in brocade paints of silver, gold and bronze colors for wall papers, etc. In the manufacture of lubricants ground mica has been found especially suitable, and large quantities are used in the heavier varieties for car axle lubrication, etc. Ground mica mixed with shellac has been found serviceable in making molded forms for electrical insulation, such as handles, wire insulators, etc. This form is called "molded mica," and is capable of a large variety of uses.

PAINT AND OIL MARKETS

MONTREAL.

Montreal, July 31.—Owing to the holiday season and the Quebec Tercentenary, trade has been on the quiet side. Orders continue to be light, and there is certainly a lack of snap to business generally. Dealers seem generally satisfied with the trade they have done up to midsummer, and anticipate a good demand in the autumn. Prices are unchanged. Linseed oil and white lead are firmer locally, but red lead shows signs of weakness.

Turpentine—Turpentine is very quiet. Heavy orders are few and far between, but prices have remained firm, and we quote 59c for single barrels.

Linseed Oil—Linseed oil has become much stronger locally. There is a good volume of business being done, all things considered; the low price tending to encourage the more general use of linseed oil to the exclusion of substitutes. There is no change this week, and we quote: Raw, 1 to 4 barrels, 50c; 5 to 9 barrels, 49c; boiled, 1 to 4 barrels, 53c; 5 to 9 barrels, 52c.

Ground White Lead—The market is a little firmer with regard to ground white lead, and it is thought that the present low prices will experience a change towards higher figures in the near future. Meanwhile we quote: Government Standard, \$5.35; No. 1, \$5.10.

Red Lead—There is a fair output in red lead. Some heavy shipments have been received, and for large orders a weakening tendency is noticeable. Still for ordinary supplies quotations remain unchanged at: Genuine red lead, in casks, \$4.75; in 100-lb. kegs, \$5; in less quantities, at \$5.75 per 100 lbs.; No. 1 red lead, casks, \$4.50; kegs, \$4.75, and smaller quantities, \$5.50.

Paris Green—Good sorting-up orders have been received from the eastern part of Quebec and the Lower Provinces, tending to keep quotations firm. The call from the West is now practically over.

White Zinc—White zinc is extremely quiet and quotations are unchanged, as follows: V.M. Red Seal, 7½c; Red Seal, 7c; French V.M., 6c; Lehigh, 5c; white zinc, ground in oil, pure, 8½c; No. 1, 7c; No. 2, 5¾c.

Putty—Putty has received stimulation owing to the approach of autumn, and some good shipments are reported from the different parts of the country. We quote: Pure linseed oil putty, bulk, 800 lb. cask, \$1.75; in 25-lb. iron drums, \$2.05; in 25-lb. tins (3 in a case), \$2.15; bladder putty, in barrels, \$1.95.

TORONTO.

Toronto, July 31.—The summer off-season has caused a falling off in trade and only a general sorting business is being done. Generally speaking there is a firmer situation in white lead, but turp and linseed oil are still subject to disturbing cutting and we quote new prices on these this week.

Turpentine—Lack of business in the South has again brought down prices two cents and they are now at an extremely favorable point for large buying, being almost half what the price was about a year ago. We quote; 2 barrels, 57c; single barrels, 58c; and 5-gal. lots, 63c.

Linseed Oil—Unable to hold prices up any longer in the face of the lower prices quoted by other crushers, the Baden people, whose oil is chiefly handled by the association jobbers, have cut their selling price to retailers from 55 to 53c, but this figure is still a point higher than the 52c quoted by their competitors. Slow business and price-cutting is given as the reason for the change.

White Lead—Although the market is still unsteady a firming up tendency is noticeable and it would not be surprising to see the firms who have been cutting get together and look for profits rather than volume of business. We quote: Genuine, \$6; decorators, \$5.75; and No. 1, \$5.50. Red lead is steady at \$4.50 for genuine in cask lots.

Paris Green—The season is advancing and trade is falling off. Prices remain as at last quotation, 25½c in drums, and 24½c in barrels.

Glass and Putty—Trade is quiet but prospects for fall are bright. On putty we quote: Bulk in barrels is at \$1.65, and bladders in barrels remain at \$1.90.

Stains and Varnishes—We quote: Pure Orange shellac at \$1.95 per barrel, and pure white at \$ per barrel.

Petroleum—Prime white petroleum continues at 13½c; water white, 15c; and Pratt's astral, 17½c. Benzine is 15½c per gallon in barrel lots and motor gasoline is 17c. All prices are ex Toronto.

AMERICA'S FIRST GLASS FACTORY

Temple, N.H., is about twelve miles from Milford, N.H., and is reached only by stage. It is but a small hamlet and is noted chiefly as being the birthplace of the glass industry in the United States. On August 26 the citizens of Temple will celebrate the 150th anniversary of its founding. Nothing is now left to tell the tale of the glass industry which had its birth in Temple but the ruins of the once famous plant.

The industry was established, so history relates, in 1780. It was inaugurated by one Robert Hewes, of Boston. and by a special act of the great and general court a lottery was authorized to help raise money to carry on the work.

Mr. Hewes represented to the legislature that he had been to great expense to erect buildings and fit up a plant and that unless more money could be raised he would be obliged to sus-

DISTINCTIVE— DIFFERENT

There are a
great many
Paints made—
Of course!
They can be
very much
divided into
two classes,
but "English"
Paint is distinctly
different from
all other Paints.
It is the
ONLY
Liquid Paint in
which the
ONLY
White Lead used is
Brandram's B.B.
Genuine.

BRANDRAM-HENDERSON,
LIMITED

Montreal
St. John

Halifax
Winnipeg

Marshall-Wells Co., Winnipeg
Distributors for Western Canada

MURESCO

LEADS THE TRADE IN SALES

Some people have been croaking about slack business. But, for our part, we've been kept pretty busy shipping all our lines, including Muresco, the sales of which are sixty per cent. ahead of last year. The shrewd hardwareman who realizes the value of quality as a trade builder, can very greatly increase his business with painters and decorators, by selling Muresco. Every month's business proves that Muresco is becoming more and more the up-to-date supplanter of wall paper in homes as well as offices and public buildings.

GET AFTER YOUR SHARE

of this trade. Make a start by writing us for color cards and prices—it'll pay you!

Benjamin Moore & Co., Limited

New Office and Works: West Toronto, Canada.

New York, Chicago, Cleveland, Carteret, N. J.

If you are not handling Trip-L-Body White write us for price and sample. It is superior to white lead in every way.

Let Us Set Him To Thinking.



All that some people need to influence them to action is something to make them think. Lots of people could be secured as your customers if they were reminded in a tactful way that their premises could be improved by the application of the painter's brush.

Have you ever taken notice, Mr. Dealer, of how many buildings in your territory really need painting and the owners of these places seem to be utterly oblivious of the fact? We have a plan for arousing interest on this subject in the minds of the people who would make good customers.

This plan of co-operation has proved a success with Martin-Senour paint dealers, and we would like to co-operate with you in the same way for the advancement of your paint trade. We'll do it if you will get in touch with us. What do you say? Send us your name and address on a postal and let us talk it over.

The MARTIN-SENOUR CO., LTD.

Pioneers of Pure Paint

MONTREAL

CHICAGO

The Winnipeg Paint &
Glass Co., Ltd.,
Winnipeg

The Maritime Paint &
Varnish Co., Ltd.
Halifax, N. S.



pend the work. His request was readily granted.

The plant was situated about a mile from New Ipswich, and it was located at this point on account of the fine quality of the sand, the proximity of wood and the cheapness of labor.

History states, however, that the lottery was a failure, but little money being raised, and after a comparatively short time the glass-making business suspended.

VARNISH-MAKING GUMS.

The gums used in varnish-making are either what are called recent gums, which are gums stripped from trees whose gums are suitable for varnish purposes, or they are fossilized gums, tree gums that have been buried in the earth for centuries, or they are shellac gums. A myriad of tiny insects settle on the twig of a tree, boring into it innumerable minute holes, through which they draw the twig's sap, to form around the twig a resinous incrustation, from which substance the shellac gum is made. Shellac varnish has its many special uses, and recent gums are used for many varnishes; but best of all is a fossilized gum, which in the course of its long deposit in the earth has lost all its volatile substance and becomes hard and uniform with only its best properties remaining. Fossilized gum of one sort or another is employed in the manufacture of half of all the varnishes made. These various gums used in varnish-making are gathered from more or less remote parts of the globe. Some fossilized gums are brought from South American countries and some from the west coast of Africa, but the bulk comes from New Zealand, the Philippine Islands and the east coast of Africa.

The gum runs down perhaps among the roots of the tree, or it drops from the tree in built-up masses or bunches, to be in the course of time buried under gradual accretions of matter forming new earth above it. In the course of time the trees from which this gum was exuded may die and new trees spring up from the surface of the earth under which the old gum deposits lie burned.

Not all the various fossilized gums are everywhere found in places in which they were originally deposited. Wash-outs on the land may shift them, to be buried under new, but still it may be when found, centuries old, coverings. Or the sea may encroach upon gum-bearing forests and destroy them and wash out the gum deposits that had long lain under them, perhaps in time to wash these back on the beach. On the coast of Zanzibar, in East Africa, workers tunnel for fossilized tree gums in sandy beaches where there are no trees at all, finding the gums there in nuggets and masses of various proportions. Sometimes in one of these lumps is found an insect with wings outstretched. The insect had been caught in the gum and gradually imprisoned.

WALL PAPER ABSORBS LIGHT.

In an article upon how color of walls affects the cost of lighting, by W. J. Clarke, in Gas Logie, the writer takes up the well known fact that ordinary wall papers absorb varying amounts of light falling upon them, and he traces out the money values involved by this absorption. The economical view of the matter, as it affects the lighting companies, is thus set forth:

We will cite a case of how the living costs are affected by the wall coverings. A family moves into a new house, where the walls are of a white alabaster finish, and for the first year no change is made in their surface, as the owner wishes the house to dry out and settle before painting and papering. The same family continues to occupy the premises a second year and the owner consents to paper the rooms—the selection of paper is left to the tenant and his taste, perhaps, runs to the dark colors and somber tones. He has the rooms which are most frequently used hung in dark red or green colors, which are lowest in reflecting properties and which absorb about all the light thrown on them with the result that where formerly one or two burners were sufficient to light the room satisfactorily, now three or four are required. Complaint is made to the gas company of the increase in the lighting bill, and the argument advanced that the family is the same in number as last year and the manner of living is unchanged, the same rooms are occupied about the same number of hours by the same people, and all of this is actually so. But the factor which enters most largely into the increased cost is entirely overlooked, and it remains for the lighting company, by a series of cross-questioning, to bring out the important fact of the change in the color scheme of the rooms. This oversight is the more curious, since everybody understands well enough the "bright, cheerful effect" of a light wall paper.

CONTEMPT IN BOYCOTTING STOVES.

The District Supreme Court, Washington, D.C., on a petition of the Buck Stove and Range Company of St. Louis, has ordered Samuel Gompers, Frank Morrison and John Mitchell, of the American Federation of Labor to show cause on September 8 next why they should not be arrested and punished for contempt of court for circulating statements tending to injure the Buck Stove and Range Company and to induce persons not to buy the company's product. It is alleged their actions have tended to keep alive the forbidden boycott. Despite an injunction Gompers, in the American Federationist, has published the following: "It should be borne in mind that there is no law, aye, not even a court decision, compelling union men or the friends of labor to buy a Buck stove or range."



This is not quite so light in color as the C. P. Co's Pure Orange Shellac, but it is an excellent article for killing knots and is largely used by furniture finishers and painters generally. This Shellac is a rapid dryer but great care should be taken to see that it is not applied too thick, two light coats applied with reasonable intervals being much preferable to one heavy coat.

All surfaces to be coated should be free from dust. The contents of package, when not in use, must be carefully corked or sealed, to prevent evaporation. Keep from excessive cold or heat. Do not expose to the sun's rays in window. Brushes should be clean and soft, and shellac applied with an even light coat.

THE
CANADA PAINT
CO., LTD
MANUFACTURERS
MONTREAL-TORONTO
WINNIPEG

WATCH THESE LINES!



RAMSAY'S WINDOW GLASS

Don't be short of glass! Many merchants have allowed their stocks to run down. Business is improving on all lines. Send us your specification. Large stocks constantly arriving.

RAMSAY'S LINSEED OIL

Remember what we said. Ramsay's Oil is a standard in the market and has been for years. Its purity and beauty in color is known and guaranteed. You buy no sediment with Ramsay's Oil.

TURPENTINE

The market still keeps low and it seems a good time to secure some purchases. We have constantly arriving fresh shipments from the South.

For anything in Paint write

A. RAMSAY & SON CO.

MONTREAL

Est'd 1842

Paint Makers

NEW ERA PAINT

is second to none in quality, though its popular price means greater sales and bigger profits for you.

PRICES ON REQUEST

Standard Paint and Varnish Works Co.

LIMITED

WINDSOR, - ONTARIO

SUNLIGHT GOLD PAINT

Patented 1906.

BEST ON THE MARKET.

THE CANADIAN BRONZE POWDER WORKS

R. E. Thorne & Co.

TORONTO

VALLEYFIELD

MONTREAL.

McCaskill, Dougall & Co.

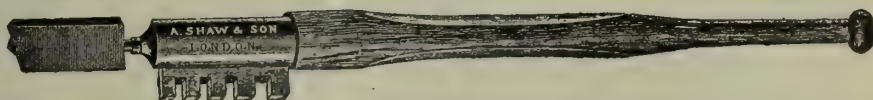
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RAILWAY, CARRIAGE AND BOAT VARNISHES.

HIGH-GRADE FURNITURE and HOUSE VARNISHES

MONTREAL.



GLAZIERS' DIAMONDS OF PROVED WORTH

Having a Century's Reputation for Reliability.

MADE BY

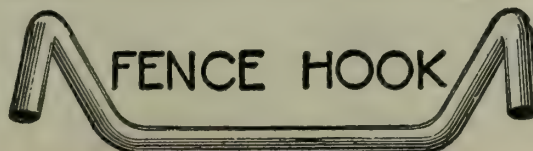
A. SHAW & SON, London, Eng.

CANADIAN AGENT

GODFREY S. PELTON, - 201 Coristine Building, Montreal

GALVANIZED FENCE HOOK

For Fastening Wooden Picket or Wire Fences



FENCE HOOK

WIRE NAILS, COILED SPRING BARB and PLAIN FENCE WIRE, OILED and ANNEALED, CLOTHES LINE WIRE, STAPLES, etc.

The Western Wire and Nail Co., Limited,

- London, Ont.

ESTABLISHED IN 1796

English
For all



Varnish
Purposes

" LACKERITE "

An ideal finish for Floors, furniture or other woodwork in the home on new or old work.

Dries hard over night, with a brilliant and durable gloss.

It imitates the natural grain of the wood.

In 12 different Colors and put up in sizes from ¼ Pint Tins to Gallons.

Send for Shade Cards.

Wilkinson, Heywood & Clark, Limited

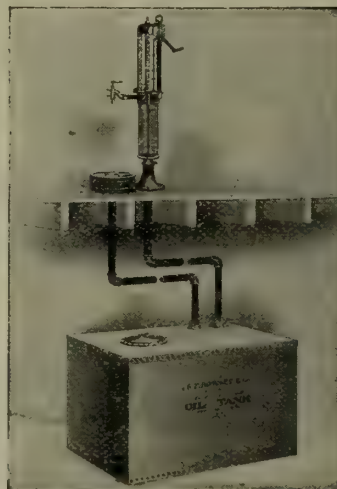
LONDON, England

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Branches:—Liverpool, Mexico City, Paris, Alexandria, Bombay, Karachi, Calcutta, Madras, Colombo, Rangoon, Hong Kong, Shanghai, Penang, Singapore, Soerabaya, Kobe, Yokohama, Melbourne, Sydney, and Agencies all over the world.

FRANCIS C. REYNOLDS, Can. Manager.

If you even suspected that you were losing from \$100 to \$500 a year, wouldn't you try to stop it?



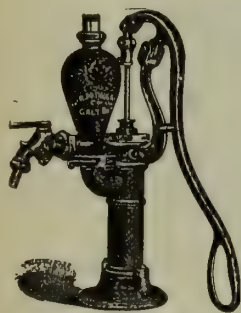
Cut 15, Cellar Tank
for Paint Oils

By retailing your oils with ordinary tanks, you ARE losing that much or more.

Catalogue V. shows you just how you are losing this money and illustrates Oil Tanks that will stop it. Send for it to-day.

S. F. Bowser & Co.
LIMITED

66-68 Fraser Avenue, - TORONTO



We are now looking for your order and if you are not already selling

**McDougall
Pumps**

you are taking chances and we practically insure you against Pump Troubles.

"Aremacdee" on a Pump is like the Hall mark on Silver, it denotes Standard.

Catalogue in a hurry to go to you

The R. McDOUGALL CO.
Galt, Canada LIMITED

How to Mix Paints

BY C. GODFREY

This book is a simple treatise prepared for the wants of the Practical Painter, showing him not only how to mix paints, but also HOW TO MATCH A GIVEN COLOR.

The contents include:—

**Mixing and Straining
Paints, Brushes, Tints
and Shades, Display-
ing Colors, Color and
Harmony.**

In addition, a chapter is devoted to each color.

IF YOU WANT THIS INFORMATION,
please send

50 cents

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Technical Book Department

10 Front St. E. — TORONTO

Do the Painters of your locality get their Supplies from you?

Not only the professional painters, but the handy householders as well, will very quickly discover that you sell reliable goods if you are handling our varnishes and finishes. One of our lines that will bring you a lot of business is

ELASTICA No. 2

It is a finish for interior work, especially adapted for hallways, bathrooms, kitchens, window sills and, in fact, to any interior woodwork requiring a finish of **EXTREME DURABILITY**. Over natural, painted or grained woods it produces a beautiful lustre. An excellent smooth, dull finish can be obtained by cutting down with pumice stone and water. It is very elastic and will not scratch or mar white.

Sold in Sealed Cans only—Prices on request.

INTERNATIONAL VARNISH CO., Limited
TORONTO, CANADA

Manufacturers of Lacqueret, Elastica, Gutta Percha, and Flatline Floor Finishes, and Flatline Cabinet Finish.

Branch of the Standard Varnish Works,

NEW YORK,

CHICAGO,

LONDON, ENG.,

BERLIN,

BRUSSELS.



**It's Dollars and Cents
Consideration**

when it comes to.

ISLAND CITY PAINTS

and that is a pretty good consideration.

Island City Floor Paint Dries in Eight Hours

Island City House Paints are made in 56 different varieties of colors, send for sample card.

Island City Pure White Lead and **Pure Decorator's Lead** will be asked for so with the wise dealer there is no argument. **STOCK THESE.**

THEN WE BACK ALL OUR GOODS BY A GUARANTEE

P. D. DODS CO., Limited
MONTREAL

There's Money in the Roof

Not much in one roof, perhaps, but just think of the number of roofs in your locality! Maybe lots of them will soon have to be repaired. Why not get in touch with our immense stock of roofing material? Our prices are right and our deliveries are always prompt. Ask us about "Genasco" Ready Roofing.

ALEX. McARTHUR & CO., Limited

82 McGill Street, MONTREAL

F. J. COX, Winnipeg is our Sole Agent for the Northwest Provinces

CURRENT MARKET QUOTATIONS.

August 1, 1908

These prices are for such quantities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

ANTIMONY.
Cookson's per lb. 0 09½
Hallett's " " 0 09

BOILER PLATES AND TUBES.

	Montreal	Toronto
Plates, ½ to ¾ inch, per 100 lb.	2 40	2 40
Heads, per 100 lb.	2 65	2 65
Tank plates, 3-16 inch.	2 60	2 60
Tubes per 100 feet, 1½ inch.	8 25	9 00
" " 2 " "	8 25	8 50
" " 2½ " "	10 50	10 60
" " 3 " "	12 00	12 10
" " 3½ " "	15 00	15 30
" " 4 " "	19 25	19 40

BOILER AND T.K. PITTS.

Plain tinned and Spun, 40 per cent. off list.

BABBIT METAL.

Canada Metal Company—Imperial, genuine 60c.; Imperial Tough, 60c.; White Brass, 50c. Metallic, 35c.; Harris Heavy Pressure, 25c. Hercules, 25c.; White Bronze, 15c.; Star Frictionless, 14c.; Aluminoid, 10c.; No. 4; 9c. per lb.
James Robertson Co.—Extra Monarch, 60c.; Monarch, genuine, 50c.; Monarch Crown, 40c.; Swastika babbitt metal, 25c.; King, 22c.; Fleur-de-lis, anti-friction, 20c.; Thurber, 15c.; Philadelphia, 12c.; Canadian 10c. per lb.

BRASS.

Rod and Sheet, 14 to 30 gauge	0 22
Sheets, 12 to 14 in.	0 24
Tubing, base, per lb 8-16 to 2 in.	0 26
Tubing, iron pipe size, 1 inch base.	0 22
" seamless base	0 22
Copper tubing, 3 cents extra.	

COPPER.

	Per 100 lb.
Casting ingot.	14 00
Out lengths, round, bars, ½ to 2 in.	23 00
Plain sheets, 14 oz.	21 00
Plain, 16 oz., 14x48 and 14x60	21 00
Tinned copper sheet, base	24 00
Planished base.	30 00
Braziers' (in sheets), 4x6 ft., 25 to 30 lb. each, per lb., base.	0 23 0 24

BLACK SHEETS.

	Montreal	Toronto
10 gauge	2 50	2 55
12 "	2 50	2 60
14 "	2 40	2 35
17 "	2 40	2 45
18 "	2 40	2 45
20 "	2 40	2 45
22 "	2 45	2 50
24 "	2 55	2 65
26 "	2 60	2 80

CANADA PLATES.

Ordinary, 52 sheets	2 69
All bright	3 60
Galvanized—Dom. Crown.	Ordinary
18x24x52	4 45
60	4 70
20x28x50	8 90
20x28x50	9 40

GALVANIZED SHEETS.

	Colborne	Gordon	Gorbals
B.W. guage	Head	de-lis	Crown
16-20	3 70	3 55	3 65
22-24	3 85	3 80	3 75
26	4 20	4 05	4 15
28	4 45	4 30	4 35

Less than case lots 10 to 25c. extra.

Apollo Brand.

24 gauge, American	3 70
26 " "	3 95
28 " " (equal to 26 English)	4 40
10½ oz.	28 " 4 70
25c. less for 1,000 lb. lots.	

IRON AND STEEL.

	Montreal	Toronto
Canadian foundry, No. 2	18 75	
Middlesboro, No. 3 pig iron	18 00	20 25
Summerlee, No. 2	20 00	20 25
Carron No. 1	22 50	
Carron, soft	20 75	
Carron, special	19 50	
Cleveland, No. 1	18 50	20 25
Clarence, No. 3	18 00	19 50
Radnor, charcoal iron	32 00	32 00
Angles	2 60	2 65
Common bar, per 100 lb.	1 90	2 00
Forged iron	2 05	2 15
Refined "	2 15	2 25
Horseshoe iron	2 15	2 25
Band iron, No. 10 gauge base	2 03	2 40
Mild steel	1 93	
Sleigh shoe steel	1 90	2 15
Iron finish machinery steel (domestic)	2 00	2 15
Iron finish steel (foreign)	2 25	
Reeled machinery steel	2 85	3 00
Tire steel	1 95	2 25
Sheet cast steel	0 15	0 15
Toe cask steel	2 40	2 75
Mining cast steel	0 07½	0 08
High speed	0 60	0 65
Capital tool steel	0 60	
B.P.L. tool steel	0 08	0 10½
Black Diamond tool steel	0 08	0 08½
Corona tool steel	0 06½	
Silver tool steel	0 12½	

INGOT TIN.

Lamb and Flag and Straits—56 and 28-lb. ingots, 100 lb. \$32 50 31 50

TINPLATES.

	Per box.
M.L.S., Famous (equal Bradley)	\$6 00
I.C., 14 x 20 base	6 50
IX, 14 x 20	6 50
IXX, 14 x 20 base	7 50
Ravea and Vulture Grades—	
I.C., 14 x 20 base	5 00
IX	6 00
IX X	7 00
IX X X	8 00

	Per box.
'Dominion Crown Best'—Double Coated, Tinned.	5 50
I.C., 14 x 20 base	5 50
IX, 14 x 20	6 50
IXX, 14 x 20	7 50
'Allaway's Best'—Standard Quality.	
I.C., 14 x 20 base	4 50
IX, 14 x 20	5 25
IXX, 14 x 20	6 00

Bright Cokes.

Bessemer Steel—	
I.C., 14 x 20 base	4 03
20x28, double box	8 00
Charcoal Plates—Terns.	
Dean or J. G. Grade—	
I.C., 20x28, 112 sheets	7 25
IX, Terns Tin	9 00
Charcoal Tin Boiler Plates.	
Cookley Grade—	
X X, 14x56, 50 sheet box.	6 75
" 14x60, "	
" 14x65, "	
Tinned Sheets.	
72x30 up to 24 gauge, case lots	7 50
" 26 "	8 00

LEAD.

	Montreal	Toronto
Imported Pig, per 100 lb.	3 60	3 65
Bar,	4 10	4 15
Sheets, 2½ lb. sq. ft., by roll	5 00	5 03
Sheets, 3 to 6 lb.	4 75	4 75
Out sheets 4c. per b., extra.		

SHEET ZINC.

5-cwt. casks	6 25	6 50
Part casks	6 50	6 75

ZINC SPelter.

Foreign, per 100 lb.	5 00	5 10
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COLD ROLLED SHAFTING.

9-16 to 11-16 inch.	0 06
¾ to 1-7-16 " "	0 05½
1-7-16 to 3 " "	0 05
30 and 2 per cent.	

OLD MATERIAL.

Dealers buying prices:

	Montreal	Toronto
Heavy copper and wire, lb.	0 10½	0 11
Light copper bottoms	0 09	0 09½
Heavy red brass	0 09½	0 09½
" yellow brass	0 08	0 08½
Light brass	0 05½	0 05
Tea lead	0 02½	0 02½
Heavy lead	0 02½	0 03
Scrap zinc	0 02½	0 03
No. 1 wrought iron	11 00	9 00
Machinery cast scrap, No. 1	12 00	14 00
Stove plate	0 90	11 00
Malleable and steel	9 00	8 00
Old rubbers	0 06½	0 06½

PLUMBING AND HEATING

BRASS GOODS, VALVES, ETC.

Standard Compression work, 65 per cent.
Cushion work, 50 per cent.
Fuller work, 70 p. c.; No. 0 and 1 basin cocks, 75 p. c.
Flatway stop and stop and waste cocks 60 and 10 per cent.; roundway, 50 and 10 p. c.
J.M.T. Globe, Angle and Check Valves, 50; Standard, 60 per cent.
Kerr standard globes, angles and checks, 60 p. c.; high grade, 55 p. c.
Kerr Jenkins' disc, standard valves, 60 and 10 p. c.
Kerr copper alloy disc standard globe, angle and check valves, 60 p. c.
Kerr standard radiator valves, 70 p. c.; Jenkins disc and quick-opening hot-water radiator valves, 75 p. c.
Kerr brass, Weber gate valves, 50 p. c.; I. B.M. Weber gate and swing check valves, 65 and 5 p. c.
Kerr N. P. Union elbows, 75 and 5 p. c.
J. M. T. Radiator Valves 55; Standard, 60; Patent Quick Opening Valves, 70 p. c.
Jenkins' Valves—Quotations on application to Jenkins' Bros., Montreal.
No. 1 compression bath cock, net 1 75
No. 4 " " " 1 70
No. 7 Fullers " " " 2 00
No. 4½ " " " 2 10
Patent Compression Cushion, basin cock, hot and cold, per doz., \$16.20
Patent Compression Cushion, bath cock, No. 2208 " " " 2 35
Square head brass cocks, 50; iron, 60 p. c.
Thompson Smoke-test Machine \$25.00 net

BOILERS—COPPER RANGE.

Copper, 30 gallon, \$33, 20 per cent.

BOILERS—GALVANIZED IRON RANGE.

30-gallon, Standard, \$4.50; Extra heavy, \$7.50

COPPER LINED BATH TUBS.

Steel clad copper lined, 25 per cent.

CAST IRON SINKS.

16x24, \$1; 18x30, \$1.15; 18x36, \$1.95.

ENAMELED BATHS, SINKS, ETC.

List issued by the Standard Ideal Company on March 9 1908, now governs prices.

HEATING APPARATUS.

Stoves and Ranges—45 to 50 per cent.

FURNACES—45 per cent.

Registers—70 per cent.

Hot Water Boilers—50 and 10 per cent.

Hot Water Radiators—55 p. c.
Steam Radiators—55 and 2½ per cent.

Wall Radiators—50 and 5 p. c.
Specials—40 p. c.

LEAD PIPE

Lead Pipe, 30 p. c. off.
Lead waste, 30 p. c. off.
Caulking lead, 4½c. per pound.
Traps and bends, 50 per cent.

IRON PIPE.

Size (per 100 ft.)	Black	Galvanized
1 inch	2 03	2 86
1½ "	2 25	3 04
2 "	2 63	3 48
2½ "	3 55	4 71
3 "	5 11	6 74
3½ "	6 97	9 22
4 "	8 37	14 76
4½ "	11 16	11 07
5 "	17 82	23 57
6 "	23 40	30 95
8 "	29 45	38 95
10 "	33 48	44 28

Malleable Fittings—Canadian discount 37½ per cent.; American discount 25 per cent.
Cast Iron Fittings 65; Standard bushings 60; headers, 60; flanged unions 60, malleable bushings 60; nipples, 75 and 10; malleable lipped unions 60 p. c.

SOIL PIPE AND FITTINGS

Medium and Extra heavy pipe and fittings, up to 6 inch, 70 per cent.
7 and 8-in. pipe, 40 per cent.
Light pipe, 60 p. c.; fittings, 70 p. c.

OAKUM.

Plumbers per 100 lb. 4 50 4 75

STOCKS AND DIES.

American discount 25 per cent.

SOLDERING IRONS.

1 lb. to 1½ per lb. 0 40

2-lb. or over " " 0 35

SOLDER.

	Per lb.
Bar, half-and-half, guaranteed	0 19 0 19
Wiping	0 18 0 18

PAINTS, OILS AND GLASS.

BRUSHES

Paint and household, 70 per cent.

CHEMICALS.

	In casks per lb.
Sulphate of copper (bluestone)	0 08
Litharge, ground	0 05½
" flaked	0 05½
Green copperas (green vitrol)	0 01
Sugar of lead	0 09

COLORS IN OIL.

Venetian red, 1-lb. tins pure.	6 08
Chrome yellow	0 16
Golden ochre	0 10
French	0 08
Chrome green	0 19
French permanent green	0 13
Signwriters' black	0 15
Marine black, 25 lb. irons	0 04½

GLUE.

Domestic sheet, in barrels	0 09½
French medal	0 10

PARIS WHITE.

In bbls 1 00

PARIS GREEN.

Barrels	0 24½
25-lb. drums	0 23½

PIGMENTS.

Orange mineral, casks	0 09
" 100-lb. kegs	0 09½



HUBBELL PULL SOCKETS

Universally adopted for use in the better class residences,
hotels and offices.

Specified by all Leading Architects

Unsurpassed for appearance, simplicity and durability.
Their sale has proved their worth.

Manufactured by **The R. E. T. Pringle Co., Ltd., Montreal and Winnipeg**

PREPARED PAINTS.

	Quart cans	
Barn (in bbls.)	0 65	0 90
Sherwin's Paints	1 60	
Canada Paint Co.'s pure	1 40	
Standard P. & V. Co.'s "New Era"	1 30	
Benj. Moore Co.'s "Ark" B'd	1 25	
Moore's pure linseed oil, H.O.	1 35	
Brandram-Henderson's "English"	1 45	
Ramsay's paints, Pure, per gal.	1 30	
Thistle	1 10	
Martin-Senour 100 p.c. pure	1 60	
Senour's Floor Paints	1 35	
Jamieson's "Crown and Anchor"	1 40	
Jamieson's floor enamel	1 75	
Island City pure paints	1 40	
Sanderson Peary's, pure	1 25	
Robertson's pure paints	1 25	

PUTTY.

Bulk in bbls.	1 65
Bladders in bbls.	1 90
25-lb. tins.	2 00
Bulk in 100-lb. irons.	1 90

SHINGLE STAINS.

In 5-gallon lots	0 75
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TURPENTINE AND OIL.

Prime white petroleum per gal.	0 13 1/2
Water white	0 15
Pratt's astral	0 17 1/2
Castor oil, per lb.	0 09 1/2
Motor Gasoline single bbls.	0 18
Benzine, per gal single bbls.	0 17
Turpentine, single barrels	0 59 58
Linseed Oil, raw	0 50 53
" " boiled	0 53 56

WHITE LEAD GROUND IN OIL. Per 100 lb.

	Montreal	Toronto
Genuine government standard	5 35	6 00
Decorators' Pure	5 60	5 75
No. 1 Canadian	5 10	5 50
Munro's Select Flake White	5 85	6 00
Elephant Genuine	5 85	6 00
Tiger Pure	5 65	5 90
Essex Genuine	5 50	5 90
Brandram's B. B. Genuine	6 75	6 90
"Anchor" pure	5 50	5 65
Ramsay's Pure Lead	5 65	5 90
Ramsay's Exterior	5 25	5 50
"Crown and Anchor," pure	5 50	5 65
Island City pure lead	5 50	5 65
Sanderson Peary's	5 90	5 90
Robertson's O.P., lead	5 60	5 90

RED DRY LEAD.

Genuine, 560 lb. casks, per cwt	4 50	4 75
Genuine, 100 lb. kegs	5 00	5 25

WINDOW GLASS

Size United	Star	Double
Inches		Diamond
Under 26	\$4 25	\$6 25
26 to 40	4 65	6 75
41 to 50	5 10	7 50
51 to 60	5 35	8 50
61 to 70	5 75	9 75
71 to 80	6 25	11 00
81 to 85	7 00	12 50
86 to 90		15 00
91 to 95		17 50
96 to 100		20 50

Toronto. List 20 p.c. Broken boxes 50 p.c.

WHITING.

Plain, in bbls	0 60
Gilders bolted in barrels	0 90

WHITE DRY ZINC.

Extra Red Seal, V.M.	0 07
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WHITE ZINC IN OIL.

Pure, in 25-lb. irons	0 08 1/2
No. 1, " "	0 07
No. 2, " "	0 05 1/2

SHELLAC VARNISH

Pure White, in barrels	2 00
Pure Orange	1 90
No. 1 Orange	1 55

VARNISHES.

	Per gal. cans.
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Carriage, No. 1	1 50
Pale durable body	3 50
" " hard rubbing	3 00
Finest elastic gearing	3 00
Elastic oak	1 50
Furniture, polishing	2 00
Furniture, extra	1 15
" " No. 1	0 90
" " union	0 85

Light oil finish	1 30
Gold size japan	2 00
Brown japan	1 00
No. 1 brown japan	0 95
Baking black japan	1 35
No. 1 black japan	0 90
Benzine black japan	0 70
Crystal Damar	2 50
No. 1	2 25
Pure asphaltum	1 40
Oilcloth	1 50
Lightning dryer	0 75
Elastilite varnish, 1 gal. can, each	2 00
Granite floor varnish, per gal	2 50
Maple Leaf coach enamels; size 1	1 20
Sherwin-Williams' kopal varnish, gal.	2 50
Canada Paint Co's sun varnish	2 00
"Kyanize" Interior Finish	2 40
"Flint-Lac" coach	1 80
B. H. Co's "Gold Medal" in cases	2 50
Jamieson's Copaline, per gal.	2 50
Flatline floor finish, per gal	3 00
Elastica exterior finish, 1 gal. can	4 25

MISCELLANEOUS.

Stovepipe varnish, 1/2 pints, \$3 per gross.	
Beeswax, per lb., 40 cents.	
Pine tar, half pint tins, 70 cents per doz.	
Plaster of Paris, per bbl., \$2.25.	

BUILDERS' HARDWARE

BELLS.

Brass hand bells, 60 per cent.	
Nickel, 55 per cent.	
Gongs, Sergeant's door bells, 5 50	8 00
American, house bells, per lb.	0 35 0 40
Peterboro' door bells, 50 and 10 off new list.	

BUILDING PAPER, ETC.

Slaters' felt per roll	0 70
O. K. paper, No. 1, per roll	0 75
O. K. paper, No. 2, " "	0 70
Dry Cyclone, per roll	0 50
Tarred Cyclone	0 60
Surprise, per roll	0 40
Resin sized per roll	0 45
Dry Sheathing, per roll	0 32
Tarred	0 40
Heavy straw, dry & tarred, per ton	37 50
In Maritime Provinces	42 50
Carpet Felt, per 100 lbs.	2 75
Tarred Felt, per 100 lb.	2 00
Pitch, Boston or Sydney, per 100 lbs	0 75
Pitch, Scotch, per 100 lbs.	0 65
Heavy Fibre, 32' & 60', per 100 lbs.	3 00
2 Ply Ready Roofing, per roll	0 90
" " "	1 15
2 Ply complete, per roll	1 30
" " "	1 50
Cement, barrels, per gal.	0 15
" tins	0 20
Coal Tar, per barrel	3 50
Coal Tar, tins, per gal.	0 15
Refined Coal Tar, per barrel	4 50
Shingle varnish, per barrel	4 50
Caps and Nails, per lb.	0 05
Mop cotton, per lb.	0 15

BUTTS.

Wrought Brass, net revised list.	
Cast Iron Loose Pin, 60 per cent.	
Wrought Steel Fast Joint and Loose Pin, 65 and 10 per cent.	

CEMENT AND FIREBRICK.

Canadian Portland	1 85	2 00
Belgium	1 80	1 90
White Bros. English	2 00	2 05
" Lafarge " cement in wood	3 40	
" Iron Clad " cotton	2 10	
Iron Clad " paper	2 15	
" wood	2 25	
Fire brick, Scotch, per 1,000	27 00	30 00
" " English	17 00	21 00
" " American, low	23 00	25 00
" " high	27 50	35 00
Fire clay (Scotch), net ton		4 95
Paving Blocks per 1,000.		
Blue metallic, 9"x4"x3", ex wharf	35 00	
Stable pavers, 12"x6"x2", ex wharf	60 00	
Stable pavers, 9"x4"x3", ex wharf	36 00	

DOOR SETS.

Peterboro, 50 and 10 per cent.	
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DOOR SPRINGS.

Torrey's Rod	1 75
Coil, 9 to 11 in.	0 95 1 65
English	2 00 4 00
Chicago and Reliance Coil 25 per cent.	

ESCUOTHEONS.

Discount 50 to 60 per cent.	
Peterboro, 45 and 10 per cent.	

ESCUOTHEON PINS.

Steel, discount 45 per cent.	
Brass, 50 per cent.	

HINGES.

Blind, discount 50 per cent.	
Heavy T and strap, 4-in 100 lb. net	7 25
" " 5-in.	7 00
" " 6-in.	6 75
" " 8-in.	6 50
" " 10-in. and larger	6 25

Light T and strap, discount 65 p.c.	
Screw hook and hinge—	
under 12 in. per 100 lb.	4 75
over 12 in. " "	3 75
Crate hinges and back flaps, 65 and 5 p. c.	
Chest hinges and hinge hasps, 65 p.c.	

SPRING HINGES.

Spring, per gro. No. 5, \$17.50 No. 10, \$18;	
No. 20, \$10.80; No. 120, \$20; No. 51,	
\$10; No. 50, \$27.50	
Chicago Spring Butts and Blanks 12 1/2 percent.	
Triple End Spring Butts, 30 and 10 per cent.	
Chicago Floor Hinges, 37 1/2 and 5 off.	
Garden City Fire House Hinges, 12 1/2 p.c.	
"Chief" floor hinge, 50 p.c.	

CAST IRON HOOKS.

Bird cage	0 50	1 10
Clothes line, No. 61	0 00	0 70
Harness	0 60	12 00
Hat and coat	1 10	10 00
Chandelier	0 50	1 00
Wrought hooks and staples—		
1/2 x 5	2 65	
5-16 x 5	3 30	

Bright wire hooks, 60 p.c.	
Bright steel gate hooks and staples, 40 p.c.	
Orsant hat and coat wire, 60 per cent.	
Screw, bright wire, 65 per cent.	

KNOBES.

Door, japanned and N.P., doz	1 50	2 50
Bronze, Berlin	2 75	3 25
Bronze, Genuine	6 00	9 00
Shutter, porcelain, F. & L.		
screw	1 30	2 00
White door knobs	2 00	2 00
Peterboro knobs, 50 and 10 per cent.		
Porcelain, mineral and jet knobs, net list.		

KEYS.

Canadian 50 and 10 per cent.	
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LOOKS.

Peterboro, 50 and 10 per cent.	
Russell & Erwin, steel rim \$2.50 per doz.	
Eagle cabinet locks, discount 30 per cent	

SAND AND EMERY PAPER.

B. & A. sand, discount, 35 per cent	
Emery, discount 35 per cent.	
Garnet (Burton's), 5 to 10 per cent. advance	

SASH WEIGHTS.

Sectional	per 100 lb.	2 00	2 25
Solid	" "	1 50	1 75

SASH CORD.

Per lb.	0 31
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BLIND AND BED STAPLES.

All sizes, per lb.	0 07 1/2	0 10
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TOOLS AND HANDLES.

	ADZES.
Discount 22 1/2 per cent.	

AXES.

Single bit, per doz.	6 00	9 00
Double bit	10 00	11 00
Bench Axes, 40 per cent.		
Broad Axes, 35 per cent.		
Hunters' Axes	5 50	6 00
Boys' Axes	6 25	7 00
Splitting Axes	7 00	7 00

Handled Axes	7 00	9 00
Red Ridge, boys', handled	5 75	
" hunters	5 25	

BITS.

Ford's auger bits, 30 and 10 per cent.	
Irwin's auger, 47½ per cent.	
Gilmour's auger, 60 per cent.	
Rockford auger, 50 and 10 per cent.	
Jennings' Gen. auger, net list.	
Gilmour's car, 47½ per cent.	
Clark's expansive, 40 per cent.	
Clark's gimlet, per doz	0 65
Diamond, Shell, per doz.	1 00
Nail and Spike, per gross	2 25

BUTCHERS CLEAVERS.

German	per doz.	7 00	9 00
American	" "	12 00	18 00

CHALK.

Carpenters' Colored, per gross	0 45	0 75
White lump	per cwt.	0 60 0 65

CHISELS.

Wanook's, discount 70 and 5 per cent.	
P. S. & W. Extra, discount, 70 per cent.	

CROSSCUT SAW HANDLES.

S. & D., No. 3	per pair	0 13
S. & D., " 5	" "	0 11 1/2
S. & D., " 8	" "	0 18
Boynton pattern	" "	0 20

CROWBARS.

3 1/2 c. to 4 c. per lb.	
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DRAW KNIVES.

Coach and Wagon, 75 and 5 per cent.	
Carpenters' 75 per cent.	

DRILLS.

Miller's Falls, hand and breast. net list.	
North Bros., each set, 50c.	

DRILL BITS.

Morse, discount 37 1/2 to 40 per cent.	
Standard, discount 50 and 5 to 55 per cent.	

FILES AND RASPS.

Great Western, Disston's, Arcade, Kearney & Foot, American, J. Barton Smith McClellan, Eagle and Globe, in ordinary quantities, 70 and 10 per cent; Nicholson 66 1/2 p.c.; Black Diamond, 60 and 10 p.c. Jowitt's, English list, 27 1/2 per cent.	
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GAUGES.

Stanley's discount 50 to 60 per cent.	
Winn's, Nos. 28 to 33 each	1 65 2 40

HANDLES.

Second growth ash fork, hoe, rake and shovel handles, 40 p.c.	
Extra ash fork, hoe, rake and shovel handles, 45 p.c.	
No. 1 and 2 ash fork, hoe, rake and shovel handles, 50 p.c.	
White ash whiffletrees and neckyokes, 35 p.c.	
All other ash goods, 40 p.c.	
All hickory, maple and oak goods, excepting carriage and express whiffletrees, 40 p.c.	
Hickory, maple, oak carriage and express whiffletrees, 45 p.c.	

HAMMERS.

The Paterson Manufacturing Co., Limited
TORONTO MONTREAL WINNIPEG

flatware, 42 p.c.

Lighting Fixtures Bring Good Profits

But you must have an assortment to suit the varied tastes of your customers. Our line is most complete and up-to-date. Every fixture artistic, attractive, practical, saleable.

Write for our list. Our prices are the closest, the quality of our goods the highest.

The Barton Netting Company, Limited

38 Ouelette Ave., Windsor, Ontario

Mantels, Grates, Tiles, Fire-place Furnishings, Mosaics, Etc.



SHEARS.
Clausen, steel scissors and shears, 60; Japan, 65; tailors, 40; pruning, 70, Seymours, 5 and 10 per cent.

HOUSE FURNISHINGS.

APPLE PARERS.
Hudson, per doz., net 5 75
BIRD CAGES.
Brass and Japanned, 40 p.c.
COPPER AND NICKEL WARE.
Copper boilers, kettles, teapots, etc. 45 p.c.
Copper pints, 30 per cent.
KITCHEN EXAMELED WARE.
White ware, 75 per cent.
London and Princess, 50 per cent.
Canada, Diamond, Premier, 50 and 10 p.c.
Pearl, Imperial, Crescent and granite steel, 50 and 10 per cent.
Premier steel ware, 40 per cent.
Star decorated steel and white, 25 per cent.
Japanned ware, 45 per cent.
Hollow ware, tinned cast, 35 per cent. off.

KITCHEN SUNDRIES.

Asbestos mats, 50 p.c.
Can openers, per doz. 0 40 0 75
Mincing knives per doz. 0 50 0 80
Duplex mouse traps, per doz. 0 60 0 70
Potato mashers, wire, per doz. 0 50 0 60
" wood " 0 50 0 60
Vegetable slicers, per doz. 2 25
Universal meat chopper No. 1. 1 15
Enterprise chopper, each 1 30
Spiders and fry pans, 50 per cent.
Star Al chopper 5 to 32 1 35 4 10
" 100 to 103 1 35 2 00
Kitchen hooks, bright 0 60
Toasters, 50 p.c.

LAMP WICKS.

LEMON SQUEEZERS.
Porcelain lined per doz. 2 20 5 60
Galvanized 1 87 3 85
King, wood 2 75 2 90
King, glass 4 00 4 50
All glass 0 50 0 90

METAL POLISH.

Tandem metal polish paste 6 00
PICTURE NAILS.
Porcelain head per gross 1 35 1 50
Brass head 0 40 1 00
Tin and gilt, picture wire, 75 per cent.

SAD IRONS.

Mrs. Potts, No. 55, polished, per set 0 90
" No. 50, nickel-plated, " 0 95
" handles, japanned, per gross 9 25
" nickled, " 9 75
Common, plain 4 25
" plated 5 50
Asbestos, per set 1 50

TINWARE.

CONDUCTOR PIPE.
2-in. plain or corrugated, per 100 feet, \$3.30; 3 in., \$4.40; 4 in., \$5.80; 5 in., \$7.45; 6 in., \$9.90.

FAUCETS.

Common, cork-lined, 35 per cent.

RAVETROUGHS.

10-inch per 100 ft. 3 30

FACTORY MILK CANS.

Discount off revised list, 35 per cent.
Milk can trimmings, discount 25 per cent.
Creamery Cans, 45 per cent

LANTERNS.

No. 2 or 4 Plain Cold Blast per doz. 6 75
Lift Tubular and Hinge Plain, " 5 00
Japanning, 50c. per doz. extra.
Prism globes, per doz., \$1.20.

OILERS.

Kemp's Tornado and McClary's Model galvanized oil can, with pump, 5 gallon, per dozen 10 92
Davidson oilers, 40 per cent.
Zino and tin, 50 per cent.
Coppered oilers, 30 per cent. off.
Brass oilers, 50 per cent. off.
Malleable, 25 per cent

PAIS (GALVANIZED).

Dufferin pattern pais, 45 per cent.
Flaring pattern, 45 per cent.
Galvanized washbuds 40 per cent.

PIECED WARE.

Discount 35 per cent off list, June, 1899.
10-qt. flaring sap buckets, 35 per cent.
6, 10 and 14-qt. flaring pails 35 per cent.
Copper bottom tea kettles and boilers, 30 p.c.
Coal hods, 40 per cent.

STAMPED WARE.

Plain, 75 and 12½ per cent. off revised list.
Retained, 72½ per cent. revised list.

SAP SPOUTS.

Bronzed iron with hooks per 1,000 7 50
Eureka tinned steel, hooks 8 00

STOVEPIPES.

5 and 6 inch, per 100 lengths 7 64 7 91
7 inch 8 18
Nestable, discount, 40 per cent.

STOVEPIPE ELBOWS

5 and 6-inch, common per doz. 1 32
7-inch 1 48
Polished, 15c. per dozen extra.

THERMOMETERS.

Tin case and dairy, 75 to 75 and 10 per cent.

TINNERS' SNIPS.

Per doz. 3 00 15 00
Clausen, discount 35 per cent.

TINNERS' TRIMMINGS.

Discount, 45 per cent.

WIRE.

ANNEALED CUT HAY BAILING WIRE.

No. 12 and 13, \$4; No. 13½, \$4.10; No. 14, \$4.2; No. 15, \$4.50; in lengths 6' to 11', 25 per cent.; other lengths 20c. per 100 lbs. extra; if eye or loop on end add 25c. per 100 lbs. to the above.

BRIGHT WIRE GOODS

Discount 60 per cent.

CLOTHES LINE WIRE.

No. 7 wire solid line, No. 17, \$4.90; No. 18, \$5.00; No. 19, \$2.70; 8 wire solid line, No. 17, \$4.45; No. 18, \$5.10; No. 19, \$2.89. All prices per 100 ft. measur.; 6 strand, No. 18, \$2.60; No. 19, \$2.90. -F.o.b. Hamilton, Toronto, Montreal.

COILED SPRING WIRE

High Carbon, No. 9, \$2.95; No. 11, \$3.50; No. 12, \$3.20.

COPPER AND BRASS WIRE.

Discount 50 per cent.

FINE STEEL WIRE.

Discount 25 per cent. List of extras
In 100-lb. lots: No. 17, \$5 - No. 18, \$5.50 - No. 19, \$6 - No. 20, \$6.65 - No. 21, \$7 - No. 22, \$7.30 - No. 23, \$7.65 - No. 24, \$8 - No. 25, \$9 - No. 26, \$9.50 - No. 27, \$10 - No. 28, \$11 - No. 29, \$12 - No. 30, \$13 - No. 31, \$14 - No. 32, \$15 - No. 33, \$16 - No. 34, \$17.
Extras net-tinned wire, Nos. 17-25 \$2 - Nos. 26-31, \$4 - Nos. 32-34, \$5. Coppered, 75c. - oiling, 10c. - in 25-lb. bundles, 15c. - in 5 and 10-lb. bundles, 25c. - in 1-lb. hanks, 25c. - in 1-lb. hanks, 28c. - in 1-lb. hanks, 50c. packed in casks or cases, 15c. - bagging or papering, 10c.

FENCE STAPLES.

Bright. 2 80 Galvanized . . 3 20

HAY WIRE IN COILS.

No. 13, \$2.70; No. 14, \$2.80; No. 15, \$2.95; f.o.b., Montreal.

GALVANIZED WIRE.

Per 100 lb. - Nos. 4 and 5, \$3.95 - Nos. 6, 7, 8, \$3.40 - No. 9, \$2.90 - No. 10, \$3.45 - No. 11, \$3.50 - No. 12, \$3.05 - No. 13, \$3.15 - No. 14, \$4.00. Base sizes, Nos. 6 to 9, \$2.35 f.o.b. Cleveland in car lots. List for cut and straightened wire per 100 lbs. Extras for cutting.

LIGHT STRAIGHTENED WIRE.

Gauge No. Over 20 in. 10 to 20 in. 5 to 10 in.
0 to 5 \$0.50 \$0.75 \$1.25
6 to 9 0 75 1 25 2 00
10 to 11 1 00 1 75 2 50
12 to 14 1 50 2 25 3 50
15 to 16 2 00 3 00 4 50

SMOOTH STEEL WIRE.

No. 9-9 gauge, \$2.40; No. 10 gauge, 6c extra; No. 11 gauge, 12c extra; No. 12 gauge, 20c extra; No. 13 gauge, 30c extra; No. 14 gauge, 40c extra; No. 15 gauge, 55c extra; No. 16 gauge, 70c extra. Add 60c. for coppering and \$2 for tinning.

Extra net per 100 lb. - Oiled wire 10c., spring wire \$1.25, bright soft drawn 15c., charcoal (extra quality) \$1.25, packed in casks or cases 15c., bagging and papering 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb. hanks, 50c., in 1-lb. hanks 75c., in 1-lb. hanks \$1.

POULTRY NETTING.

2-in. mesh, 19 w.g., 60 and 5 p.c. off. Other sizes, 60 and 5 p.c. off.

WIRE CLOTH

Painted Screen, in 100-ft. rolls, \$1.70, per 100 sq. ft.; in 50-ft. rolls \$1.75, per 100 sq. ft.

WIRE FENCING

Galvanized barb. 3 00
Galvanized, plain twist 3 35
Galvanized barb. f.o.b. Cleveland, \$2.75 for small lots and \$2.60 for carlots

WIRE ROPE

Galvanized, 1st grade, 6 strands, 24 wires, ½, \$5; 1 inch \$16.80
Black, 1st grade, 6 strands, 19 wires, ½, \$5 1 inch \$15.10. Per 100 feet f.o.b. Toronto

WROUGHT STAPLES.

Galvanized 2 75
Plain 2 50
Coopers, 45 per cent.
Poultry netting staples, 40 per cent.
Bright spear point, 75 per cent.

WOODEN WARE.

BROOMS.

Breckh's 4 string 2 55 3 40
Nelson's 2 25 3 65
" bamboo 2 95 3 95

CHURNS.

No. 0, \$9; No. 1, \$9; No. 2, \$10; No. 3, \$11; No. 4, \$13; No. 5, \$16; f.o.b. Toronto Hamilton, London and St. Marys, 30 and 30 per cent.; f.o.b. Ottawa, Kingston and Montreal, 40 and 15 per cent.

CLOTHES PINS

Cane's, 5 gross loose per case 0 60
" 4 " packages, per case 0 70

CLOTHING REEKS

Davis Clothes Reels 40 per cent.

FIBRE WARE.

Star pails, per doz. 8 30
0 Tubs, 14 00
1 " 12 00
2 " 10 00
3 " 8 50

ICE CREAM FREEZERS.

White Mountain, 50 p.c.

LADDERS, EXTENSION.

3 to 6 feet, 12c. per foot; 7 to 10 ft., 13c. Waggoner Extension Ladders, 40 per cent.

MOPS AND IRONING BOARDS.

" Best " and " 900 " mops 1 25
Folding ironing boards 12 00 16 50

REFRIGERATORS

Discount, 40 to 50 per cent.

SCREEN DOORS.

Common doors, 2 or 3 panel, walnut stained, 4-in. style per doz. 8 00
Common doors, 2 or 3 panel, grained only, 4-in. style per doz. 8 30
Common doors, 2 or 3 panel, light stair per doz. 10 55

WASHEBOARDS.

Cane's, per doz. 1 10 3 35

WASHING MACHINES.

Round, re-acting per doz. 60 00
Square 63 00
Eclipse, per doz 54 00
Downwell " 39 00
New Century, per doz 75 00
Daisy 54 00
Stephenson 74 00

WOODEN PAIS.

Cane's wire hoop, 2-hoop 1 90
" 3-hoop 2 95

WOODEN TUBS.

Cane's wire hoop, per doz., No. 0, \$11; No. 1 \$9; No. 2, \$7.50; No. 3, \$6.50.

WRINGERS.

Royal Canadian, 11 in., per doz. 35 00
Royal American, 11 in. 35 00
Eze, 10 in., per doz 35 75

MISCELLANEOUS

AXLE GREASE.

Ordinary, per gross 6 00 7 06
Best quality 10 00 12 00

BELTING.

Extra, 60 per cent.
Standard, 60 and 10 per cent.
No. 1, not wider than 6 in., 60, 10 and 10 p.c.
Agricultural, not wider than 4 in., 75 per cent.
Lace leather, per side, 75c.; cut laces, 80c.

BOOT CALKS.

Small and medium, ball per M 2 25
Small heel 4 50

CARPET STRETCHERS.

American per doz. 1 00 1 50
Bullard's 6 50

CASTORS.

Bed, new list, 55 to 57½ per cent.
Plate, discount 52½ to 57½ per cent.

PULLEYS.

Hothouse per doz. 0 55 1 00
Axle " 0 22 0 33
Screw " 0 22 1 00
Awning " 0 35 2 50

PUMPS.

Canadian cistern 1 40 3 00
Canadian pitcher spout 1 80 3 16
Berg's wing pump, 75 per cent.

ROPE AND TWINE.

Sisal 0 10
Pure Manila 0 13½
"British" Manila 0 11
Cotton, 3-16 inch and larger, 0 21 0 23
" 5-32 inch 0 25 0 27
" ¾ inch 0 25 0 28
Russia Deep Sea 0 18
Jute 0 09
Lath Yarn, single 0 09
" double 0 10
Sisal bed cord, 48 feet per doz. 0 65
" 60 feet 0 80
" 72 feet 0 95

Twine.

Bag, Russian twine, per lb. 0 27
Wrapping, cotton, 3-ply 0 25
" 4-ply 0 29
Mattress twine per lb. 0 33 0 45
Staging " 0 27 0 35

BINDER TWINE.

500 feet, sisal 0 08½
500 " standard 0 08½
550 " " manilla 0 09½
600 " " 0 11½
650 " " 0 13

Car lots, 4c. less; 5-ton lots, 4c. less.

Central delivery.

SCALES.

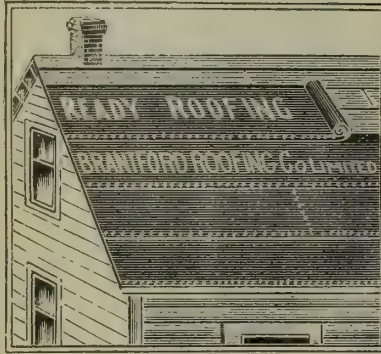
Gurney Standard, 35; Champion, 45 p.c.
Burrow, Stewart & Milne - Imperial Standard, 35; Weigh Beams, 35; Champion Scales, 45.
Fairbanks Standard, 30; Dominion, 50
Richelleu, 50.
Warren new Standard, 35; Champion, 45 Weigh Beams, 30.

STONES-OIL AND SCOTCH.

Washita per lb. 0 25 0 37
Hindustan " 0 06 0 10
" slip " 0 18 0 20
" Axe " 0 10 0 10
Deer Creek " 0 25 0 35
Deerlick " 0 15 0 15
" Axe " 0 12 0 12
" white " 0 12 0 12
Arkansas " 1 50
Water-of-Ayr " 0 10
Scotch per gross 5 50 5 00
" (rind, 40 to 200 lb., per ton 20 00 22 00
" under 40 lb., 24 00
" 200 lb. and over 28 00

"Brantford"

"Roofing"



Get FREE SAMPLES of our roofing and see for yourself what a strong, durable, pliable and altogether superior roofing it is. Two finishes—Asphalt and Rubber. Sold at as low a price as a really good roofing can be sold—about one-third less than metal. Get a step ahead of your competitor by securing the agency for your town.

Brantford Roofing Co. Limited

Brantford, Canada

SELLING AGENTS:

Chas. A. Sullivan	P.O. Box 1053, Montreal
General Supply Co. of Canada, Limited	219-221 Bank Street, Ottawa
	147 Bannatyne Avenue East, Winnipeg, Man.
J. S. Mitchell & Co.	Sherbrooke, Que.
Fleck Bros., Limited	Vancouver, B.C.
Imperial Export Co.	Toronto, Ont.

"For the Hardwareman — reputation makes Success and the 'GALT KIND' makes reputation."



Galt Expanded Steel Lath

Builders and Plasterers are rapidly discarding wooden lath for the more easily erected and fire-proof "GALT" Expanded Steel Lath, which does not crack or stain the plaster, holds it in place forever and on account of its "key" requires far less plaster than other laths. "GALT" Expanded Steel Lath is made by the rotary process which ensures flat, rigid sheets—no bags, no bulges, no bad ends.

Let the plasterers in your locality know that you can supply "GALT" Expanded Steel Lath and quote prices thereon. Send us their names and we will mail them samples, etc., and refer them to you as our agent.

THE GALT ART METAL CO.,

GALT, LIMITED, ONTARIO

DUNN BROS., W. D. BEATH & SON,
Winnipeg and Regina. Toronto, Ont.



PLYMOUTH CORDAGE COMPANY'S FACTORY
AT WELLAND, ONTARIO

High quality in any article always means satisfaction to the user. In all Cordage products it means not only satisfaction but economy as well.

We would like a chance to demonstrate this to every Cordage buyer in Canada. We know the truth so well that Plymouth Cordage Co. in all its goods makes one grade only—the best.

Look over this list, mark the items in which you are interested, tear out and mail to address below. You will receive promptly samples and full information.

Manila Rope	Transmission Rope	Bale Rope
Sisal Rope	Hide Cord	Lath Yarn
Clothes Lines	Leather Cord	Shingle Ties

INDEPENDENT CORDAGE COMPANY, LIMITED

Stocks at

TORONTO
MONTREAL
HALIFAX

ST. JOHN
WINNIPEG
VANCOUVER

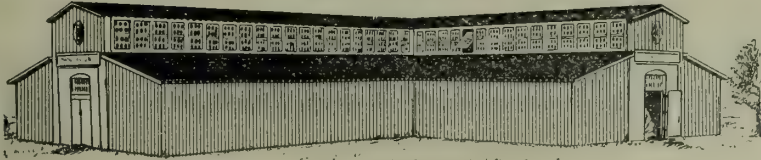
Canadian Sales Agents

55 Colborne St.
TORONTO, ONTARIO



CONGO

NEVER LEAK ROOFING



Congo on New Manufacturers' Bldg., Minnesota State Fair, St. Paul, Minn.

There are three important points to be sure of when you buy your roofing. If you get them, you are likely to be satisfied with your purchase.

Ask—"Is it pliable (like Congo)? If it is not, you don't want it, because it is almost impossible to make a tight roof with heavy, stiff roofing that won't bend into the corners or that is hard to cut and fit.

Ask—"Can it be laid any time of the year (like Congo)? Some roofings, you know, can't be laid in winter because they stiffen and they crack on being unrolled. Others soften and stick in summer when you leave them in the hot sun. Congo is just the same winter or summer, regardless of temperature.

Ask this third question: "Is it inspected at the time of manufacture so that the makers can guarantee absolutely uniform quality (like Congo)? It is just like getting a discount, to be certain that there will be no torn or jammed edges and no flaws to make needless waste. Congo is packed for domestic delivery in the same careful way that it is packed when we export it to Madagascar or Peru.

Tell us what your roofing needs and we'll send you a generous lot of free Samples and further information.

UNITED ROOFING AND M'F'G. CO.

PHILADELPHIA, Pa.

Successors to Buchanan Foster Co.

H. S. Howland, Sons & Co., Toronto.

Mechanics Supply Co., Quebec.

Starke-Seybold, Ltd., Montreal

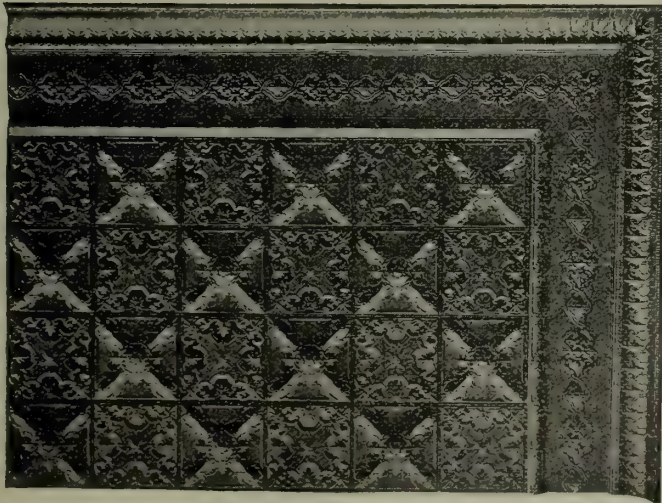
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Geo. E. Smith & Co., Halifax, N.S.

Miller-Morse Hardw. Co., Ltd., Winnipeg.

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Get After the Ceiling Trade!



Is there a church in your town with a cracked plaster ceiling? Are there any lodge rooms, stores or hotels which could be improved at small expense by installing our CLASSIFIED METAL CEILINGS? Of course there are! This business is waiting for you if you get after it. You make a double profit—both on the material, and on the labor of erecting it. And you can give your customers their choice of the most handsome and most distinctive designs on the market by showing them our catalogue.

"WE WORK WITH THE TRADE."

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PRESTON, ONT. MONTREAL, QUE.

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CLARE & BROCKEST, Winnipeg.

ELLIS & GROGAN, Calgary.

W. N. O'NEILL AND CO., Vancouver.

BEST ELBOWS

—FOR—

CONDUCTOR PURPOSES

BEAR TRADE MARK

F. Dieckmann

PLAIN ROUND.

CORRUGATED.

Crimps outside no obstructions inside.

Only elbow holding in position without solder.



For Sale by the TRADE

Write for prices, catalogue and samples to

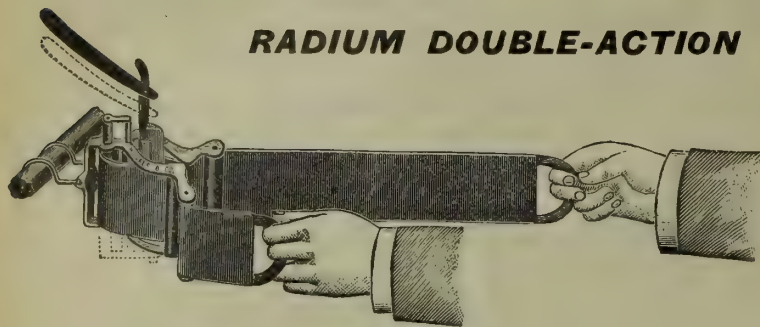
JOBBERS AND

THE FERD. DIECKMANN CO.

1180-82-84 HARRISON AVE.,

CINCINNATI, O., U. S. A.

H. BOKER & CO.'S



RADIUM DOUBLE-ACTION

STROPPING

MACHINE

With the Radium Double-Action machine, when you pull the strop the razor moves vertically, and the strop laterally giving heel to toe movement representing a perfect imitation of the skilled barber's hand.

FOR SALE BY LEADING WHOLESALE HARDWARE HOUSES

No Waste Circulation in **HARDWARE AND METAL.** Try the "want columns" and see.

PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY

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Are you "On the Fence" ?

TRADE
PENBERTHY
MARK

"You need not be if you are looking for the best line."

Every hardware dealer should stock a line of our goods, they satisfy.

WE MAKE

Injectors, Ejectors, Oil Cups, Grease Cups, Whistles,
Lubricators, Air Cocks, Water Gages, Gage Cocks, Etc.

Penberthy Injector Co., Ltd., Windsor, Ont.

PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY

THE SERVICE TEST COUNTS



"Diamond" High Speed Twist Drills make good in actual work, which is really the only test that means anything.

The following letter from The James T. Clark Co., Newark, N.J. tells what "Diamond" High Speed Twist Drills are doing for them:—

"Referring to 1/4 in. "Diamond" High Speed Drills recently purchased through your Philadelphia representative, would advise that same have more than met our expectations. We are drilling on an automatic 6 spindle upright drill press, ten thousand (10,000) wheels per day, each casting having a hole 1/4 in. x 1 in. long.

We do not find it necessary to grind the drills more than once an hour, and in that time we drill one thousand (1,000) castings. We have drilled one hundred thousand (100,000) castings with one dozen drills, using about one and one half inches of the twist, same being too short for further use.

We trust this information will prove to be of interest to you, and with best wishes we remain,"

They will do as much for you, and to convince you, all we ask is a trial order.

The WHITMAN & BARNES MFG. CO.

Canadian Factory and Sales Office

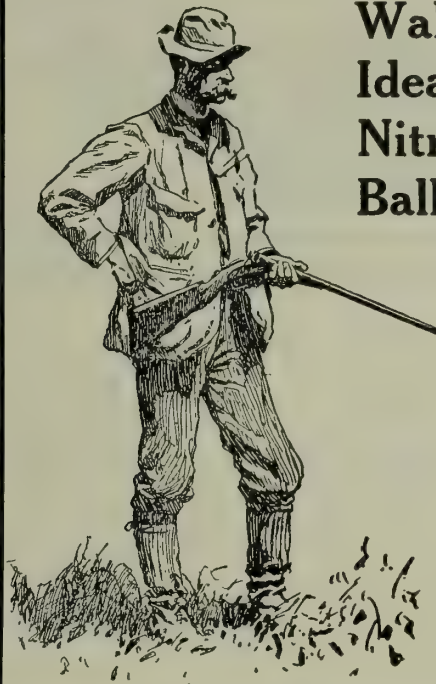


ST. CATHARINES,
ONTARIO



"GOIN' SHOOTIN' "

Mr. Hardwareman if you hear of anyone in your town "goin' shootin'" this fall tell him to take along Joyce's famous "Sure Kill" brands of Cartridges. Sold at delivered prices.



Walthams, Ideals, Nitros, Ballistites.

He will get every satisfaction.

You will get a liberal profit.

We will get a permanent customer.

Made by
F. JOYCE & CO.,
London, Eng.

For sale by leading jobbers
or

J. H. ROPER,
82 St. Francois Xavier
Street, MONTREAL

The Howland Pump Oiler



FOR SALE
BY ALL
CANADIAN
JOBBER.



A slight pressure of the thumb-piece pumps the oil to the bearings.

Maple City Manufacturing Co.

Monmouth, Illinois

Atkin's Floor and Wall Scrapers

Send for catalogue showing complete line of SILVER STEEL SAWS
and Hardware Specialties.

E. C. ATKINS & CO., Inc.

The Silver Steel Saw People, Indianapolis, U.S.A.

Canadian Factory, Hamilton, Ont.



Rams Horn
Easy to
Operate.
Price
Reduced.



PERFECTION
All that its name
implies.

Mr. Hardware Dealer,

Are you prepared to defend your spring orders for roofing? If not, our
"SHIELD BRAND READY ROOFING" will do the trick.
Why stock high-priced roofings when ours is made the same, and of the
same material as specified by leading architects.

Office, 65 Shannon St.
Factory, 144 Ann St.

Lockerby & McComb
Montreal

Write for samples and
prices to-day.

WHAT THE WOMEN WHO USE IT SAY—

and a look at the machine itself, with its many very evident advantages—makes it easy for the dealer to
sell a

"PURITAN" RE-ACTING WASHING MACHINE

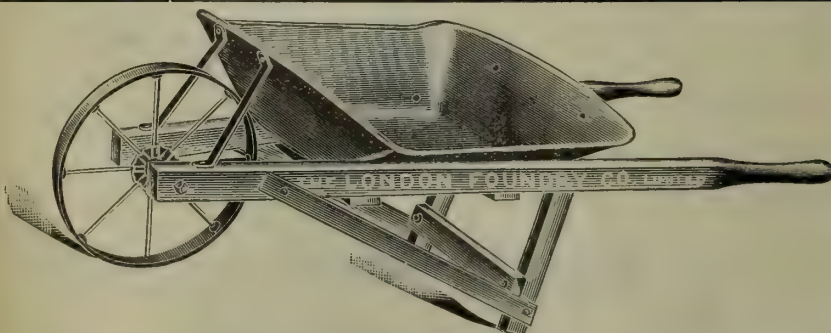
to almost every prospect.

Our newspaper advertising gets the women who are thinking of buying a washing
machine interested in the "Puritan." Stock it and reap the profits on easy, steady sales.



DAVID MAXWELL & SONS

ST. MARY'S, ONT.



THE LONDON FOUNDRY CO., Limited
LONDON, CANADA

WHEELBARROWS

ALL KINDS
Railroad, Dock, Concrete Work
Farm and Garden Barrows

SEND US YOUR ENQUIRIES FOR
Cider Mills and Presses
Drilling Machines
Forges
Trucks, for all purposes
Washing Machines
Butter Workers and Shipping Boxes
Blacksmith Machine Tools
Wagon Skells



HOW TO BUILD A GOOD FENCE

Everyone intending fence building should send for our folder on **Erecting Fences**. It's full of valuable information on fence building, tells how to erect woven wire fencing quickly and substantially, describes the manufacture of fence wire and has an article quoted from bulletin of U. S. Dept. of Agriculture on concrete post making, showing how these durable posts can be economically made at home. Don't fail to write for a copy. It's free.

THE BANWELL HOXIE WIRE FENCE CO., Ltd.
Dept. P. Hamilton, Ontario. Winnipeg, Manitoba.



THE WANT AD.

The want ad. has grown from a little used force in business life, into one of the great necessities of the present day.

Business men nowadays turn to the "want ad." as a matter of course for a hundred small services.

The want ad. gets work for workers and workers for work.

It gets clerks for employers and finds employers for clerks. It brings together buyer and seller, and enables them to do business, though they may be thousands of miles apart.

The "want ad." is the great force in the small affairs and incidents of daily life.



THE "DILLON"



Hinge - Stay Field Fence

is the only wire fence built on the hinge-stay principle. Every other fence is rigid at the point where elasticity makes the Dillon strong. You can place a weight on the Dillon and it'll sag only where the uprights meet the laterals. Remove the weight, and the Dillon instantly springs back to position.

WRITE FOR CATALOGUE.

THE OWEN SOUND WIRE FENCE CO., Limited
OWEN SOUND, ONT.

Sold by **Messrs. Caverhill, Learmont & Co., Montreal**
Messrs. Christie Bros. Co., Limited, Winnipeg
The Abercrombie Hardware Co., Vancouver

Your Handle Trade

will stay with you and increase mightily if you handle

Still's Lumberman's Favorite Handles

The shape of these excellent handles is after the famous Gilmour Pattern. Moreover, they are all made of the cleanest and toughest hickory we can get hold of.

LISTS AND DISCOUNTS
gladly sent upon request.

J. H. Still Manufacturing Co.

Limited

ST. THOMAS, ONTARIO

Fire Bricks

To every man who uses Fire Bricks.

We handle the best makes of Scotch Fire Bricks, and our prices are right, but there are occasions when you must have more refractory materials, and then please remember that we are the Canadian representatives of the

"HARBISON WALKER REFRACTORIES" COMPANY

and this should indicate that we are the Fire Brick House of Canada.

Others of our exclusive specialties are

Lafarge

Non-Staining Cement

Iron Clad

Portland Cement

United Paving Bricks

Best in the World.

Enamelled Bricks

All Colors

Drain Pipes

Plaster, etc.

Francis Hyde & Co.

KING, QUEEN and WELLINGTON STS.

MONTREAL

THE ERECTION AND REPAIR OF WIRE FENCING

is a practical treatise relative to Wire, Posts, Pattern of Fence to Build, Laying the Wires, Straining Tools and Repair Work.

Fully illustrated. Sent postpaid on receipt of 25c.

THE MACLEAN PUBLISHING COMPANY

Technical Book Department

10 FRONT STREET EAST, - TORONTO

GILBERTSON'S COMET ALEX. GIBB,

Sole Canadian Agent

W. GILBERTSON & CO., LTD., Makers, Pontardawe, Wales

Not surpassed in Quality or Finish by any brand of Galvanized Sheets on the market.

13 St. John St., Montreal

DRIVE WELL POINTS



All lengths from 14 inches to six feet. All iron pipe, sizes from one inch to four inches. All numbers of gauze from 60 to 120 mesh.

Also tubular and Washer Points, Earth Augers, Drive Caps, Cast Steel Drive Shoes, Tubular Well Valves, Porcelain Lined Iron Cylinders for Wood Pumps.

Brass Wire Cloth, and Perforated Sheet Brass, Pump Leathers.

PROMPT SHIPMENTS

Otterville Manufacturing Co., Limited, Otterville, Ont.



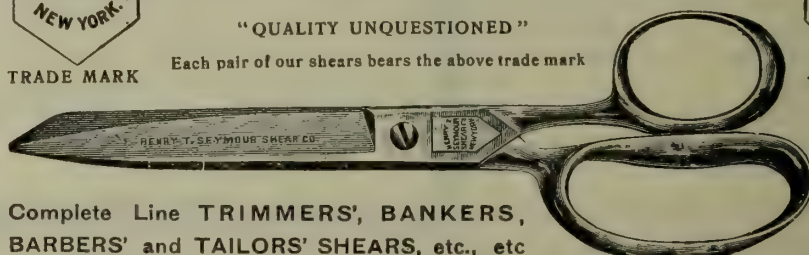
SEYMOUR SHEARS

have been the Standard for over seventy years

"QUALITY UNQUESTIONED"

Each pair of our shears bears the above trade mark

TRADE MARK



TRADE MARK

Latest Catalogue will be sent in exchange for your business card.

Complete Line TRIMMERS', BANKERS', BARBERS' and TAILORS' SHEARS, etc., etc

HENRY T. SEYMOUR SHEAR COMPANY

IEBUSCH & HILGER, LIMITED, NEW YORK Agents



Expert Gate Making

is our specialty. We also make wire fences and do wire work of all kinds. Have you used our Gates? Thousands sold all over Canada. Special prices for large orders.

WRITE US TO-DAY

OTTAWA WIRE FENCE & GATE CO.

164 Bank St., Ottawa

R. W. GRANT, - Manager

Shear making "up-to-date" is found in

HEINISCH

TAILORS' SHEARS,
TRIMMERS, SCISSORS,
TINNERS' SNIPS, ETC.

"Best in the World"

Since 1825, and a steady increase in sales due to their superior cutting quality.

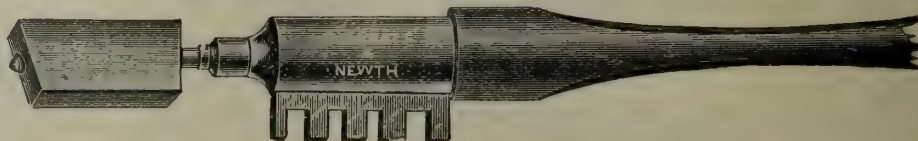
R. HEINISCH'S SON & CO.
NEWARK, N.J., U.S.A.

New York Office and Salesroom, 155 Chambers St.



Sharratt & Newth's Glaziers' Diamonds

are unequalled for cutting and wearing qualities.



To be obtained from the principal Dealers in Glass, Hardware, and Painters' Supplies.

Contractors to H. M. Government and the principal English Sheet and Plate Glass Works



The Man Who Hangs

his clothes up carefully is the man to whom you can sell an outfit of

EUREKA HANGERS

Other hangers may have their good points, but none of them can equal EUREKA Hangers in simplicity, economy and durability.

Try a Small Sample Order.



Have you got our Catalogue? A postal card request will bring it.

FORSYTH MFG. CO.

BUFFALO, N.Y.

DOUBLE PROFIT

Mr. Hardwareman, you know how little profit there is in many lines sold over the counter.

We offer you a chance by a little missionary work to greatly increase this.

You know of a new building going up in your town or neighborhood. Get after the builder and show him the advantage of putting in one of our

Aeolian Ventilators

the best means for insuring pure air.

One Testimony:

Montreal, June 12th, 1903
Canadian Pacific Railway Company.
Messrs. J. W. Harris Co., Limited,
7 St. Elizabeth St., Montreal, Que.

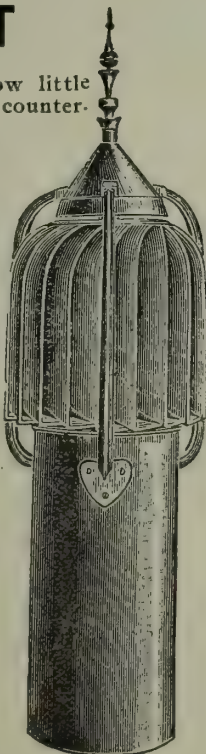
Gentlemen,—Answering yours of June 1st, I am not personally familiar with the merits of the "Aeolian" Ventilators but our Assistant Engineer, Mr. F. Crossley, reports that the Ventilators of this type manufactured by you and used by this Company at the Place Viger Hotel, Chateau Frontenac, Windsor Street Station and elsewhere, have proved satisfactory. Yours truly,

E. H. McHENRY, Chief Engineer.

Write direct for booklet and catalogue to-day.

Learn about our system of ventilating.
A pleasure to send books.

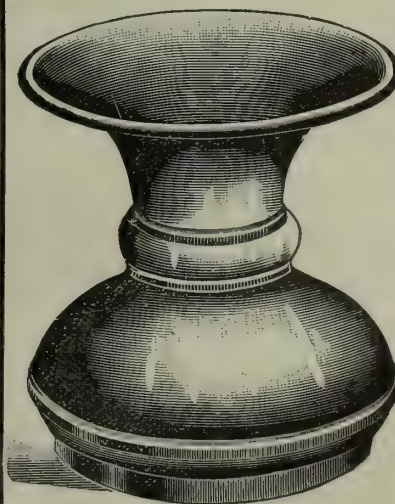
THE J. W. HARRIS CO., LIMITED
General Contractors and Manufacturers
MONTREAL



What's in a Name?

Our name and trade mark, the gothic letter "C," on a box of Horse Shoe Nails, is a guarantee assuring you of the results of over forty years' experience. It means the best Material, Process or Designs. ¶ Standard prices to Horseshoers throughout Canada with a fair profit to the dealer. If interested, write us to-day.

Canada Horse Nail Company, Montreal



This cut shows only one of our

Cuspidors

We have them in all up-to-date designs and finishes. Have you seen our new catalogue? Send for a copy. It shows the most complete line of

WATER COOLERS, FILTERS, Etc., Etc.

BUFFALO MANUFACTURING CO.

Buffalo, N.Y.

Canadian Representative:

H. F. McINTOSH & CO.

51 Yonge St., TORONTO



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Ford Auger Bit Co., Holyoke, Mass.		Lewis, Rice, & Son, Toronto.
Automobile Accessories.		Lockerby & McComb, Montreal.
Canada Cycle & Motor Co., Toronto		Lufkin Rule Co., Saginaw, Mich.
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Babbitt Metal.		North Bros. Mfg. Co., Philadelphia, Pa.
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Taylor-Forbes Co., Guelph, Ont.		Dowwell Mfg. Co., Hamilton.
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Brantford Screw Co., Brantford.		American Shearer Mfg. Co., Nashua, N.H.
Canada Screw Co., Hamilton.		Clothes Reels and Lines.
Montreal Rolling Mills, Montreal		Hamilton Cotton Co., Hamilton.
Box Strap		Clutch Nails.
J. N. Warminton, Montreal.		J. N. Warminton, Montreal.
Brass Goods.		Coal Chutes.
Frothingham & Workman, Ltd., Montreal		Manitoba Iron Works, Winnipeg, Man.
Kerr Engine Co., Walkerville, Ont.		Counter Check Books.
Lewis, Rice, & Son, Toronto.		Carter-Crume Co., Toronto.
Morrison, Jas., Brass Mfg. Co., Toronto.		Cordage.
Taylor-Forbes Co., Guelph, Ont.		Consumers' Cordage Co., Montreal.
Bronze Powders.		Hamilton Cotton Co., Hamilton.
Canadian Bronze Powder Works, Mont-		Plymouth Cordage Co., N. Plymouth,
real.		Mass.
Brushes.		Cork Screws.
United Factories, Toronto.		Erie Specialty Co., Erie, Pa.
Brooms.		Cow Ties
Nelson, H. W., & Co., Ltd., Toronto		Greening, B., Wire Co., Hamilton
Builders' Tools and Supplies.		Cuspidors.
Canada Wire Goods Mfg. Co., Hamilton		Buffalo Mfg. Co., Buffalo, N.Y.
Caverhill, Learmont & Co., Montreal		Thos. Davidson Mfg. Co., Montreal.
Covert Mfg. Co., West Troy, N.Y.		McClary's, London, Ont.
Frothingham & Workman, Ltd., Montreal		Kemp Mfg. Co., Toronto
		Cutlery—Razors, Scissors, etc.
		Birkett, Thos., & Son Co., Ottawa
		Caverhill, Learmont & Co., Montreal

HARDWARE AND METAL

Ice Cutting Tools.

North Bros. Mfg. Co., Philadelphia, Pa.

Injectors—Automatic.

Morrison, Jas., Brass Mfg. Co., Toronto.

Penberthy Injector Co., Windsor, Ont.

Iron Pipe.

Montreal Rolling Mills, Montreal.

Iron Pumps.

Lamplough, F. W., & Co., Montreal.

McDougall, R. Co., Galt, Ont.

Jacks

Covert Mfg. Co., Troy, N.Y.

Lanterns.

Thos. Davidson Mfg. Co., Montreal

Kemp Mfg. Co., Toronto.

Ontario Lantern Co., Hamilton, Ont.

Wright, E. T., & Co., Hamilton.

Lawn Mowers.

Maxwell, D., & Sons, St. Mary's, Ont.

Taylor, Forbes Co., Guelph.

Locks, Knobs, Escutcheons, etc

Peterborough Lock Mfg. Co., Peter

borough, Ont.

National Hardware Co., Orillia, Ont.

Lumbering Tools.

Pink, Thos., & Co., Pembroke, Ont.

Manufacturers' Agents.

Fox, O. H., Vancouver.

McIntosh, H. F., & Co., Toronto.

Gibb, Alexander, Montreal.

Metals.

Abbott, Wm. Montreal.

Canada Iron Furnace Co., Midland, Ont.

Canada Metal Co., Toronto.

Caverhill, Learmont & Co., Montreal

Frothingham & Workman, Ltd., Montreal

Gibb, Alexander, Montreal.

Kemp Mfg. Co., Toronto

Leslie, A. C., & Co., Montreal.

Lyssaght, John, Bristol, Eng.

Nova Scotia Steel and Coal Co., New

Glasgow, N.S.

Robertson, Jas., Co., Montreal.

Roper, J. H., Montreal.

Samuel, Benjamin & Co., Toronto.

Stairs, Son & Morrow, Halifax, N.S.

Thompson, B. & S. H. & Co., Montreal.

Metal Lath.

Canada Wire Goods Mfg. Co., Hamilton

Galt Art Metal Co., Galt.

Metallic Roofing Co., Toronto.

Metal Shingle & Siding Co., Preston,

Ont.

Metal Polish, Emery Cloth, etc.

Oakey, John, & Sons, London, Eng.

Mop Wringers.

White Mop Wringer Co., Fultonville, N.Y.

Nails Wire

Canada Screw Co., Hamilton, Ont.

Dominion Wire Mfg. Co., Montreal.

Hassall, Jno., 183 Lafayette Street, New

York.

Montreal Rolling Mills, Montreal

Oilers

Thos. Davidson Mfg. Co., Montreal

Kemp Mfg. Co., Toronto, Ont.

Wright, E. T., & Co., Hamilton, Ont.

Maple City Mfg. Co., Monmouth, Ill.

Oil Tanks.

Bowser, S. F., & Co., Toronto.

Ornamental Iron and Wire.

Dennis Wire & Iron Co., London, Ont.

Canadian Ornamental Iron Co., Toronto

Manitoba Iron Works, Winnipeg, Man.

Packing.

Gutta Percha & Rubber Co., Toronto

Paints, Oils, Varnishes, Glass.

Brandram-Henderson, Montreal

Canada Paint Co., Montreal.

Dods, P. D. & Co., Montreal.

Imperial Varnish and Color Co., Toronto.

International Varnish Co., Toronto, Ont.

Jamieson, R. C., & Co., Montreal.

Lucas, John & Co., New York

McArthur, Orneille & Co., Montreal.

McCaskill, Dougall & Co., Montreal.

Montreal Rolling Mills, Montreal

Moore, Benjamin, & Co., Toronto.

Ramsay & Son, Montreal.

Sanderson Peary & Co., Toronto

Sherwin-Williams Co., Montreal.

Standard Paint and Varnish Works

Windsor, Ont.

Stephens & Co., Winnipeg.

Martin-Senour Co., Montreal

Perforated Sheet Metals.

Greening, B., Wire Co., Hamilton.

Plumbers' Tools and Supplies.

Canadian Fairbanks Co., Montreal.

Caverhill, Learmont & Co., Montreal

Cluff, R. J., & Co., Toronto.

Frothingham & Workman, Ltd., Montreal

Jardine, A. B., & Co., Hespeler, Ont.

Kerr Engine Co., Walkerville, Ont.

Lewis, Rice, & Son, Toronto.

Montreal Rolling Mills, Montreal.

Morrison, Jas., Brass Mfg. Co., Toronto.

Oshawa Steam & Gas Fitting Co., Oshawa

Robertson, Jas., Co., Montreal & Toronto

Stairs, Son & Morrow, Halifax, N.S.

Stephens, G. F., & Co., Winnipeg, Man.

Portland Cement.

Hanover Portland Cement Co., Han-

over, Ont.

Hyde, F., & Co., Montreal.

Thompson B. & S. H. & Co., Montreal

Poultry Netting.

Greening, B., Wire Co., Hamilton, Ont.

Ranges.

Gurney Foundry Co., Toronto.

Razors.

Clauss Shear Co., Toronto.

Gillette Safety Razor Co., Montreal

Refrigerators.

McClary Mfg. Co., London, Ont.

Sanderson-Harold Co., Paris, Ont.

Registers

Ferrosteel Co., Cleveland, Ohio.

Hart & Cooley New Haven, Conn.

McClary's London, Ont.

Pease Foundry Co., Toronto

Rivets

Brantford Screw Co., Brantford, Ont.

Canada Screw Co., Hamilton, Ont.

Hassall, Jno., 183 Lafayette Street New

York.

Montreal Rolling Mills Co., Montreal.

Roofing Supplies.

Brantford Roofing Co., Brantford.

Barrett Mfg. Co., New York.

Buchanan Foster Co., Philadelphia, Pa.

Galt Art Metal Co., Galt, Ont.

McArthur, Alex., & Co., Montreal.

Metal Shingle & Siding Co., Preston, Ont.

Metallic Roofing Co., Toronto.

Paterson Mfg. Co., Toronto & Montreal.

Saws.

Atkins, E. C., & Co., Indianapolis, Ind

Diston, Henry, & Sons, Philadelphia

Simonds Mfg. Co., Fitchburg, Mass.

Simonds Canada Saw Co., Ltd., Montreal,

Toronto and St. John.

Shurly & Dietrich, Galt, Ont.

Spear & Jackson, Sheffield, Eng.

Scales.

Canadian Fairbanks Co., Montreal.

Frothingham & Workman, Montreal.

Screws, Nuts, Bolts.

Brantford Screw Co., Brantford, Ont.

Canada Screw Co., Hamilton, Ont.

Dominion Wire Mfg. Co., Montreal.

Montreal Rolling Mills Co., Montreal.

Screen Doors and Windows.

Sanderson-Harold Co., Paris, Ont.

Sewer Pipes.

Canadian Sewer Pipe Co., Hamilton

Hyde, F., & Co., Montreal.

Shears, Scissors.

Clauss Shear Co., Toronto.

Shovels and Spades.

Frothingham & Workman, Montreal.

Silverware.

McGlashan, Clarke Co., Niagara Falls,

Ont.

Skates.

McFarlane, Walter, Glasgow.

Snaps

Covert Mfg. Co., Troy, N.Y.

Sprayers

Cavers Bros., Galt

Thos Davidson Mfg. Co., Montreal

Kemp Mfg. Co., Toronto

Spring Hinges, etc.

Chicago Spring Butt Co., Chicago, Ill.

Stable Fittings

Dennis Wire & Iron Co., London

Steel Rails.

Nova Scotia Steel & Coal Co., New Glas-

gow, N.S.

Stove Pipe.

Thos. Davidson Mfg. Co., Montreal

McClary's, London, Ont.

Kemp Mfg. Co., Toronto

Stoves, Tinware, Furnaces

Canadian Heating & Ventilating Co.

Owen Sound.

Davidson, Thos., Mfg. Co., Montreal

Clare Bros., Preston, Ont.

Gurney Foundry Co., Toronto.

Harris, J. W., Co., Montreal.

Kemp Mfg. Co., Toronto

McClary's, London, Ont.

Pease Foundry Co., Toronto.

Taylor-Forbes Co., Guelph, Ont.

Wright, E. T., & Co., Hamilton.

Tacks.

Montreal Rolling Mills Co., Montreal.

Ontario Tack Co., Hamilton.

Tin Plate.

Baglan Bay Tin Plate Co., Briton Ferry

South Wales

Lyssaght, John, Bristol, Newport and

Montreal

Ventilators.

Harris, J. W., Co., Montreal.

Pearson, Geo. D., Montreal.

Washing Machines, etc

Dowdell Mfg. Co., Hamilton, Ont.

Taylor-Forbes Co., Guelph, Ont.

Water Filters.

Buffalo Mfg. Co., Buffalo, N.Y.

Wheelbarrows

London Foundry Co., London, Ont.

Meaford Wheelbarrow Co., Meaford, Ont.

Wholesale Hardware

Caverhill, Learmont & Co., Montreal.

Frothingham & Workman, Ltd., Montreal

Hobbs Hardware Co., London.

Howland, H. S., Sons & Co., Toronto.

Lamplough, F. W., & Co., Montreal.

Lewis Bros. & Co., Montreal.

Lewis, Rice, & Son, Toronto

Revillon Bros., Edmonton, Alta.

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Fencing Tools, etc.

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Dominion Wire Mfg. Co., Montreal

Greening, B., Wire Co., Hamilton.

Owen Sound Wire Fence Co., Owen

Sound

Montreal Rolling Mills Co., Montreal.

Wrapping Papers.

McArthur, Alex., & Co., Montreal.

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WELL KNOWN BRANDS MADE IN CANADA BY

AMERICAN

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KEARNEY and
FOOT

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WESTERN

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Dominion Works, Port Hope, Ont.

Wm. Stairs, Son & Morrow, Limited, Halifax, N.S.
Heavy and Shelf Hardware

INCLUDING THE FOLLOWING:

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AGENTS FOR

ALLAN, WHYTE & CO.'S WIRE ROPES,
DODGE WOOD SPLIT PULLEYS,

IMPERIAL COTTON DUCK,
SCOTIA READY MIXED PAINTS.

General Offices and Warehouses,

174 to 196 Lower Water Street

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¶ As the Ross Sporting Rifle represents the best in modern rifle manufacture, the highest grade materials and minute accuracy in workmanship, it is to your interest to learn fully about this Canadian Rifle—

¶ The Ross Straight Pull 303 Sporting Model M is one of our leaders to retail at \$26. The barrel is the celebrated Ross high pressure, non-fouling, gun-barrel steel — The breech action is dependable.

Our representatives are now demonstrating the merits of this rifle—It places you under no obligation to drop us a line to make sure you will be on their calling list.

Our advertising policy is co-operative.

THE ROSS RIFLE CO., - QUEBEC




Clean Cut Threads, Sharp Points, and Even Slots are some of the qualities that characterize Brantford Wood Screws. They are made in Iron or Brass, bright or blued.

LET US QUOTE YOU

BRANTFORD SCREW CO., LIMITED
BRANTFORD - ONTARIO

KERR'S GLOBE AND GATE VALVES
 STRICTLY HIGH GRADE.
 TESTED & PACKED



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 VALVE AND HYDRANT MANUFACTURERS
 WALKERVILLE, ONT.

Oneida Galvanized Chain
 FOR ARC AND INCANDESCENT LAMP SUSPENSION



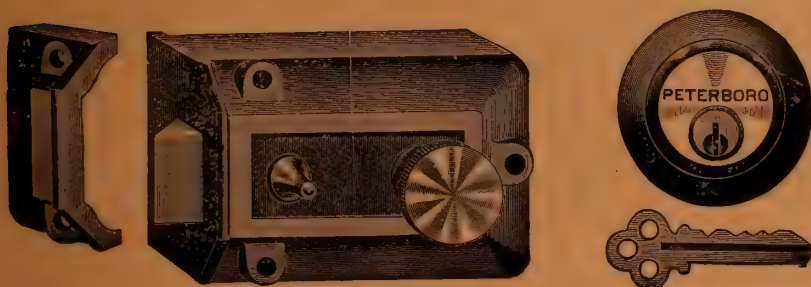
Uniform in Strength.
 Always Flexible.
 Runs Smoothly over any Standard Pulley.
 Write for circulars and prices.

Heavily Galvanized
 Rust proof.
 The most durable and economical material on the market for the purpose.

Send for free sample to hang one lamp, stating length required.

Oneida Community, Limited
 Niagara Falls, Ontario

The Peterborough Lock Manufacturing Company, Limited
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Cylinder Night Latch, No. 103.

Manufacturers of all kinds

Rim and Mortise Locks, Inside, Front Door, and Store Door Sets, also full line High-class Builders' Hardware.

Sold by all Leading Jobbers in the Dominion.

LUFKIN MEASURING TAPES
 Steel, Metallic, Linen, Pocket, Ass Skin, Pat. Leather, Bent Leather, Etc.



ARE THE BEST AND MOST POPULAR TAPES IN THE WORLD.
 YOUR STOCK IS NOT COMPLETE WITHOUT THEM.

LUFKIN RULE CO., of Canada, Ltd.
 Windsor, Ont.

London Office and Warehouse—24 and 26 Holborn.

For sale by ALL PROMINENT CANADIAN HARDWARE JOBBERS.

TRADE MARK.

Est. 1868. Inc. 1895.

Black Diamond File Works

G. & H. Barnett Co.

PHILADELPHIA

Twelve Medals

TRADE MARK.

Awarded
By JURORS at
International Expositions
Special Prize
Gold Medal at Atlanta, 1895

Copy of catalogue sent free to any interested file user upon application.

TRADE MARK.

"It holds, where others fail"

WE WANT YOU TO TRY



Sheet and Spiral Packing

**Long Fibre Asbestos and Rubber
Perfectly Combined**

Manufactured in Canada solely by

**THE GUTTA PERCHA & RUBBER MFG. CO.
of TORONTO, LIMITED**

HEAD OFFICES,

47 Yonge Street, Toronto.

Branches: Montreal, Winnipeg, Calgary Vancouver

"Apollo" Galvanized Sheets Galvanized Canada Plates American Bessemer Sheets Polished Steel Sheets, etc.

We can furnish Steel Sheets in different qualities suitable for all purposes, and shall be glad to make quotations upon receipt of particulars of your requirements.

B. & S. H. THOMPSON & CO., Limited

381-383 St. Paul Street - - - Montreal, P.Q.

Dominion of Canada Sales Agents

UNITED STATES STEEL PRODUCTS EXPORT CO.

SHEET STEEL AND TINPLATE DEPARTMENT

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Most firms dislike losing business. It usually means the customer is dissatisfied and that is a serious matter. We have just received a letter, however, which is an

EXCEPTION TO THE RULE

R. H. Tetlock, of Unionville, Ont., sent us the following advertisement:

FIRST-CLASS set of tinnerns' tools complete with benches, cheap if sold at once. For particulars write Box 54, Unionville

He instructed us to insert it four times. After three insertions he wrote us as follows, under date of Feb. 4, 1908:

"Please discontinue my ad., 'Tinnerns' Tools for Sale,' as I have sold satisfactorily, through the assistance of your valuable paper."

The advertisement cost 80 cents for the three insertions.

Surely it was a good investment.

Hardware and Metal
Montreal Toronto Winnipeg

CIRCULATES EVERYWHERE IN CANADA

Also in Great Britain, United States, West Indies, South Africa and Australia.

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A Weekly Newspaper Devoted to the Hardware, Metal, Paint, Heating and Tinsmithing Trades in Canada.

THE MACLEAN PUBLISHING COMPANY, LIMITED, PUBLISHERS.

MONTREAL, 232 McGill St.

TORONTO, 10 Front St. East.

WINNIPEG, 511 Union Bank Building.

LONDON, ENG., 88 Fleet St., E.C

VOL. XX.

PUBLICATION OFFICE: TORONTO, AUGUST 8, 1908

NO. 32.

EMERSON'S
CARVERS
CASED GOODS
TABLE CUTLERY

TRADE MARKS
THE MURRAY
ENGLAND
THE LAYTON
EL DORADO
CAMBRIDGE & C.
SHEFFIELD

BUTCHERS'
HUNTING &
POCKET KNIVES

CUTLERY.

For Sale By Leading Wholesale Houses.

WE GUARANTEE EVERY SHEET

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HEAD"**



To stand CLOSE SEAMING both
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Bristol, Newport and Montreal

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There is More Money for You

in selling the necessities for a hot water heating system than in
selling a hot air furnace. Moreover, if you make it a point to push

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Boilers and Radiators

there'll be a great deal more satisfaction to your customers. Sovereign Boilers and Radiators have several exclusive points which make them better heating apparatus than anything else on the market. A perusal of our illustrated booklet will convince you of this fact as surely as it has already convinced scores of other dealers. Don't hesitate. Write for our literature without delay.

TAYLOR-FORBES CO., Limited

Head Office and Works: GUELPH, ONT.

TORONTO—1088 King Street West

ST. JOHN, N.B.—H. G. Rogers, 53½ Dock St.

WINNIPEG—The Vulcan Iron Works, Limited

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QUEBEC, QUE.—The Mechanics Supply Company

CALGARY—The Barnes Company, Limited

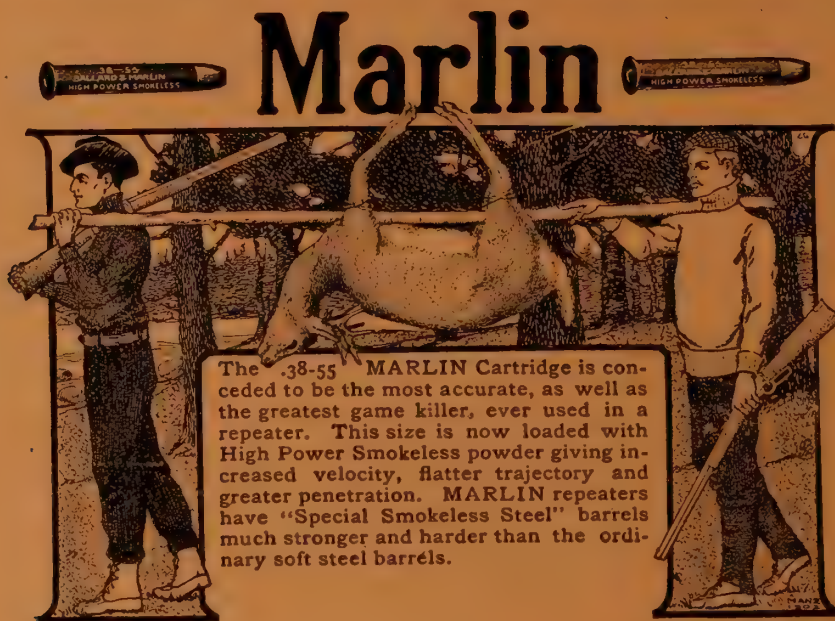
Don't Wait for Something to Turn Up. Try a "WANT AD."

HARDWARE AND METAL

GUNS, RIFLES

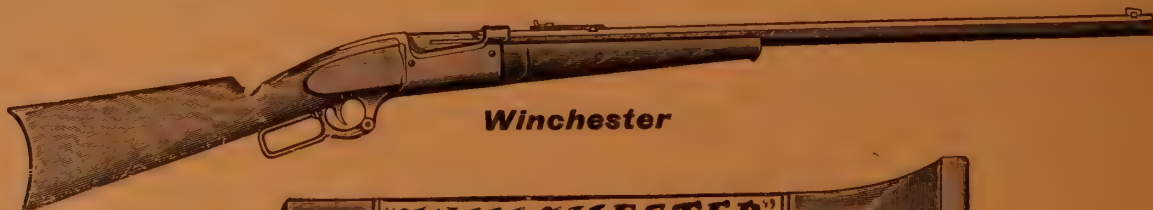
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HUNTING
SUPPLIES

Marlin



The .38-55 MARLIN Cartridge is conceded to be the most accurate, as well as the greatest game killer, ever used in a repeater. This size is now loaded with High Power Smokeless powder giving increased velocity, flatter trajectory and greater penetration. MARLIN repeaters have "Special Smokeless Steel" barrels much stronger and harder than the ordinary soft steel barrels.

Now is the time for the live Hardwareman to see that he has a full stock of Guns, Rifles, Shells, etc. We carry an immense stock and can supply your wants promptly.



Winchester



Winchester 1907

RICE LEWIS & SON, Ltd.

King and Victoria Sts.
Atlantic Avenue

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THE White Mop Wringer

This Trade Mark



Guarantees
Satisfaction.



Does
Perfect
Wringing
with
Perfect
Ease.

Remember—

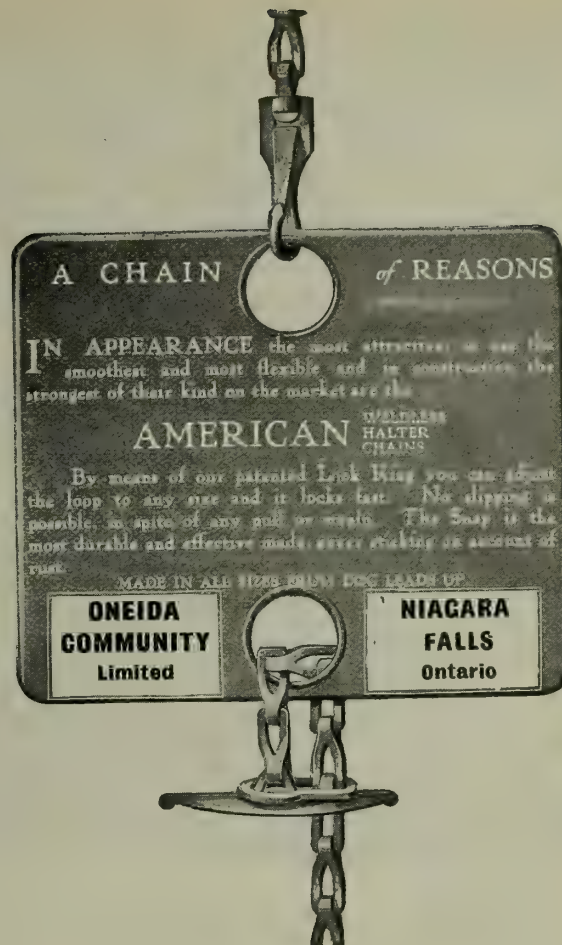
The "White" wrings
to satisfy the most crit-
ical house keeper, maid
or janitor.

Catalog for the asking

MADE IN CANADA.

Order direct or of your jobber.

THE **White Mop Wringer Co.**
FULTONVILLE, N.Y.



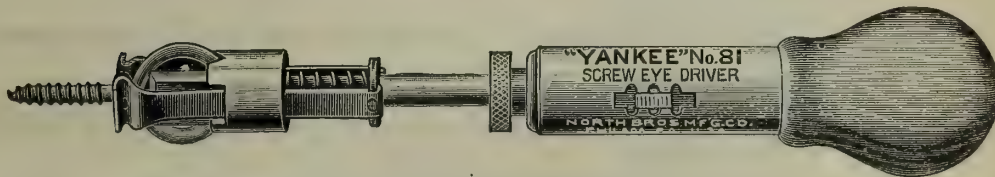
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SOME NEW STYLES—HAVE YOU SEEN THEM?

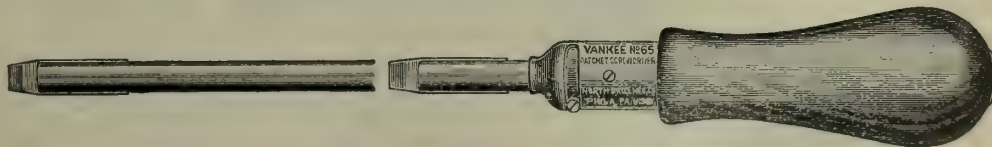
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NEWEST
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and
QUICKEST
SELLING
TOOLS
and are
WITHOUT
EQUAL
in
QUALITY
and
EFFICIENCY
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PRACTICAL
USE



"Yankee" Nos. 110, 111, 115, Ratchet Screw Driver, with Screw Holder Attachment.



"Yankee" Nos. 80, 81, Ratchet SCREW EYE Driver.

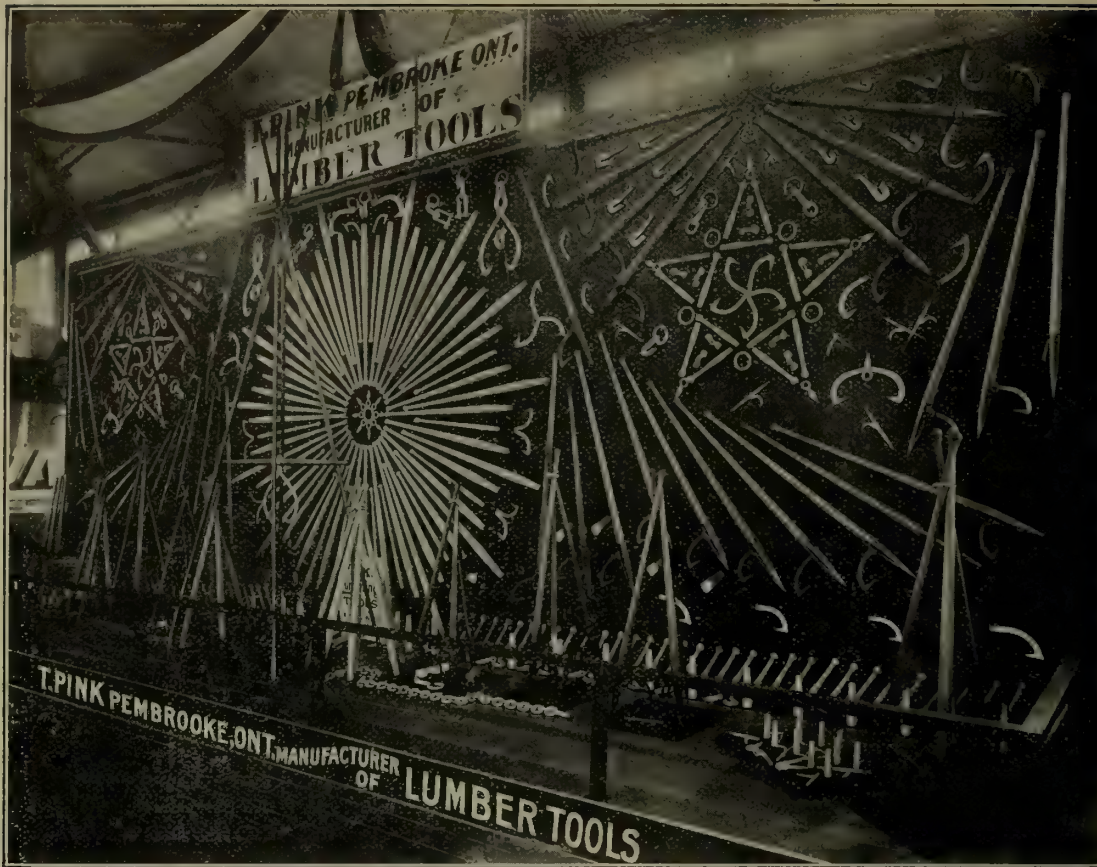


"Yankee" No. 65, Magazine Ratchet Screw Driver.

ASK YOUR JOBBER ABOUT THEM

OUR "YANKEE" TOOL CATALOG
TELLS ALL ABOUT THESE AND
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Made in Canada

The Standard Tools
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We manufacture all
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Light and Durable.

Send for catalogue
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Long Distance
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Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

We Have Moved to Our New Offices

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M. & L. Samuel, Benjamin & Co.

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In Two or Three Weeks your Customers will be calling for GUNS and AMMUNITION. If your supplies are not bought you cannot afford to delay any longer ❀ ❀ ❀ ❀

We attribute no small portion of the success of our business to

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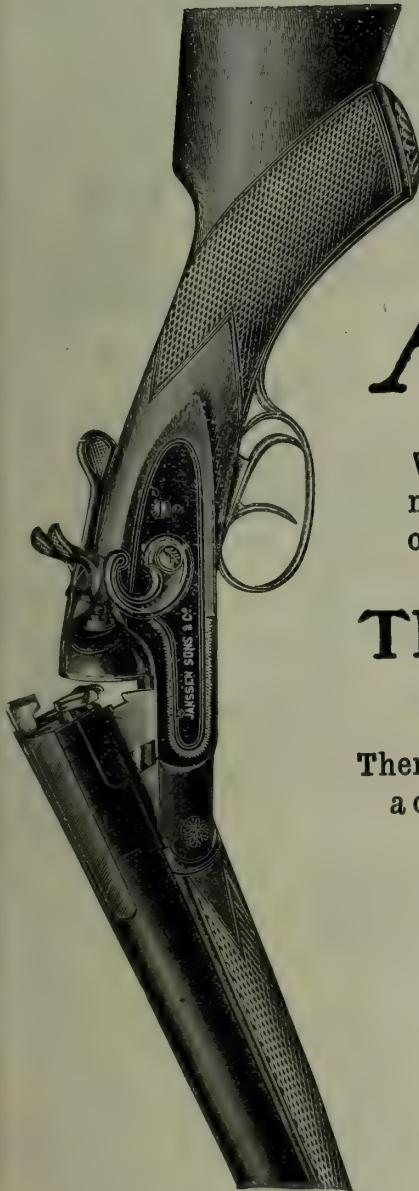
We carry the biggest range, have the most attractive patterns (and prices) of any house in the trade.

These Two Guns

have been winners from the start.

There is a good demand for them NOW, and a good profit in them for you. NEXT YEAR other jobbers will have them, so will your competitors.

Goods sold to the trade only—All enquiries received from people who are not Storekeepers or Sporting Goods Dealers are referred to our nearest customer.



No. 470 x 12 Ga.



No. 469 x 12 Ga.

LEWIS BROS., Limited

Importers and Distributors,

Ottawa

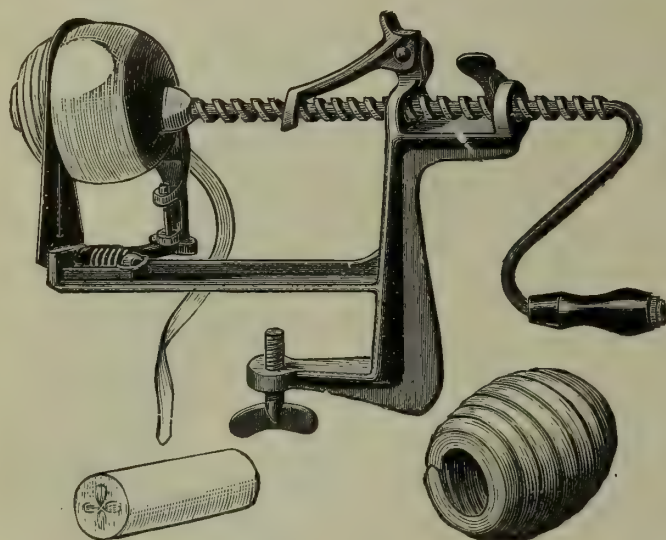
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Montreal

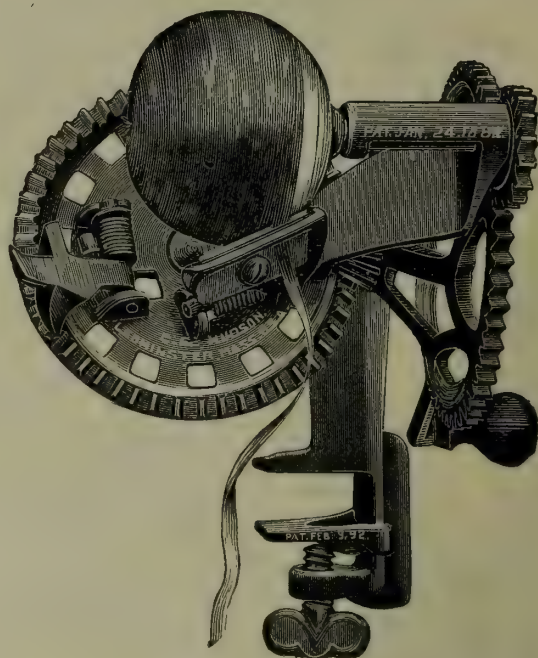
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Vancouver

Apple Parers



"LITTLE STAR"
Parer, Corer and Slicer.



ROCKING TABLE

"Lightning" peels an apple at every half-turn of the handle.

"Woodyatt" Canadian.
"Hudson's" Genuine.

The Ideal Bag

FOR PICKING FRUIT

The most complete bag for this purpose ever invented. It is one of the very few inventions that speaks for itself, and after using it you would use no other. Write for illustrations and prices.

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Winnipeg, Man.

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WOOD, VALLANCE HARDWARE CO., LIMITED,
Nelson, B.C.

TORONTO OFFICE,
94 Bay St.

HARDWARE AND METAL

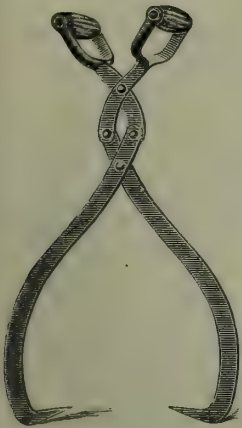
H. S. HOWLAND, SONS & CO. LIMITED

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Wholesale

138-140 WEST FRONT STREET, TORONTO.

Wholesale
Only

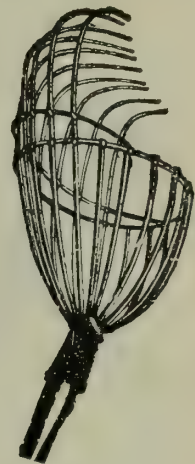


Ice Tongs

Cast Steel, 12, 16, 24 inches

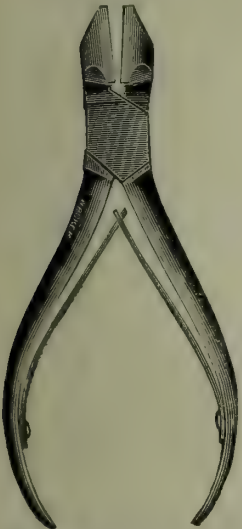


Canvas Apple Sacks



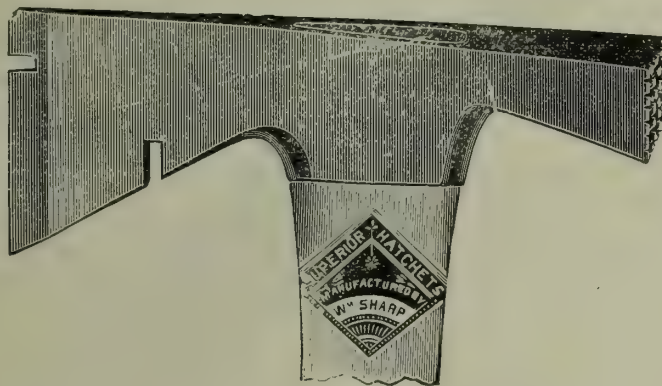
Fruit Pickers

Timed Wire, 6 inches diameter,
12 inches long.

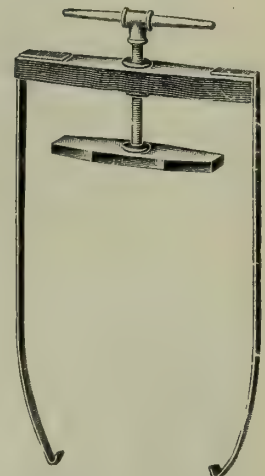


Diagonal Cutting Pliers

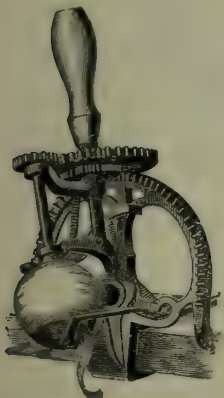
For Fruit Packers.



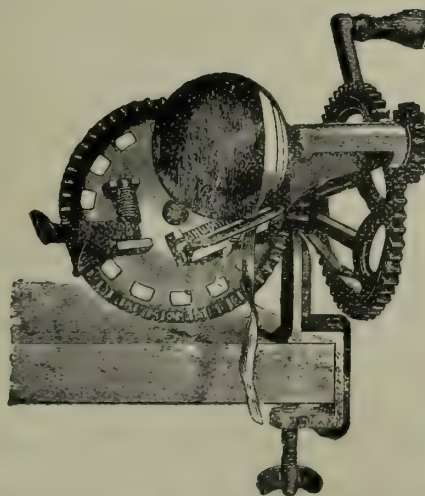
Barrel Hatchets



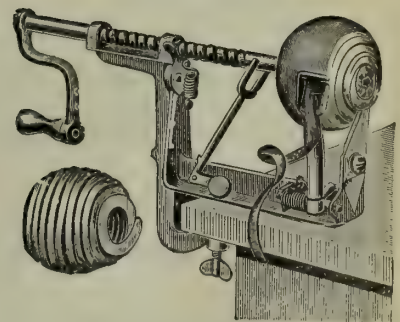
Barrel Headers



"Lightning" Apple Parers



"Hudson" Apple Parers



"Little Star" Apple Parers

H. S. HOWLAND, SONS & CO., LIMITED

Opposite Union Station

We Ship Promptly

GRAHAM NAILS ARE THE BEST
Factory—Dufferin Street, Toronto

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WHOLESALE HARDWARE AND IRON MERCHANTS
MONTREAL, - CANADA





Front View of No. 726, showing handsome appearance.

A New Principle

—IN—

Padlock

Construction

Seamless, Rivetless, Screwless

THE HERMETIC LINE

AS shown by the cross-section illustration below, the case is constructed of a single ring-shaped piece of cast metal, the central opening of which contains the locking mechanism. This opening is closed on either side by a steel disc. These discs are expanded into grooved seats in the case, thus hermetically sealing all the interior parts against attack and exposure.

The Lock Case is of cast-iron and the discs, or sides, of cold-rolled steel. The shackle is made of steel rod, polished, nickel or brass plated, and is of the rotating type.

This Padlock is made in three grades, of the 2½ inch size :

No. 726 ; First Grade—"YALE" (here illustrated)—has four pin-tumblers and a paracentric key. This affords a high degree of security.

No. 526 ; Second Grade—"CYCLOX"—is of the lever-tumbler type, with four double-acting lever-tumblers and a flat key, giving 144 key changes.

No. 326 ; Third Grade—"LOXOL"—is of the warded type, with six key changes.

Among the merits of this construction are that the Padlock has no exposed rivets, screws or seams, and cannot be forced open except by a degree of violence sufficient entirely to destroy it. The "hermetic" construction not only gives greater security, but also a novel and attractive appearance.



Sectional View, showing type of construction.

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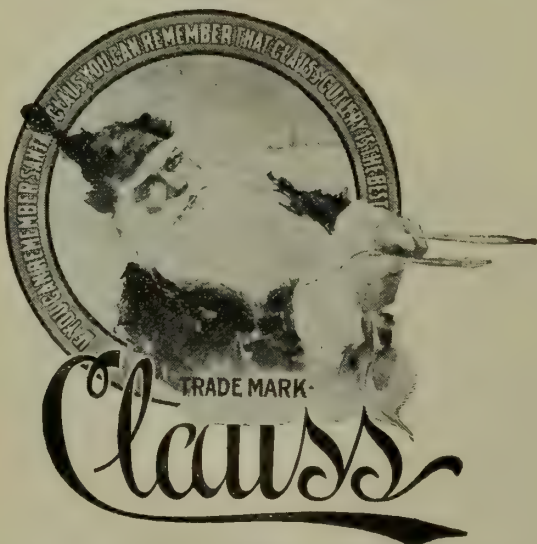
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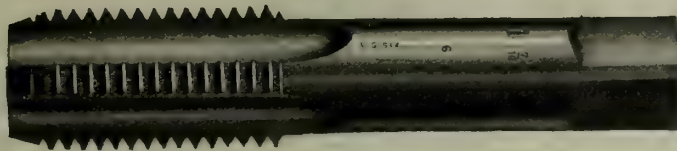
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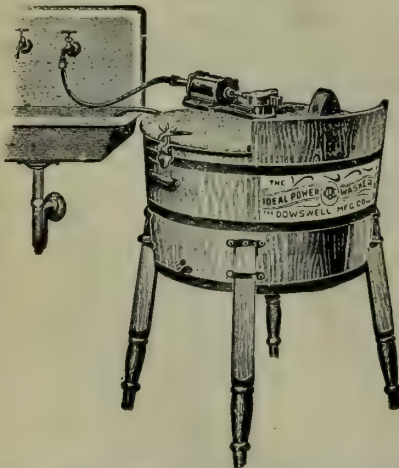
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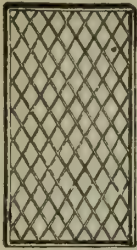
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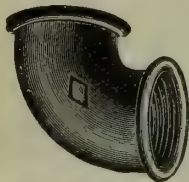
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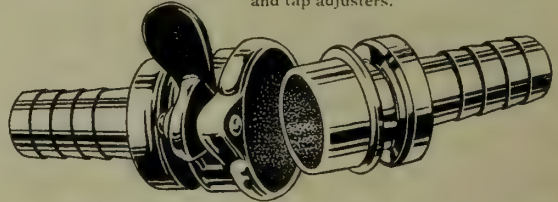
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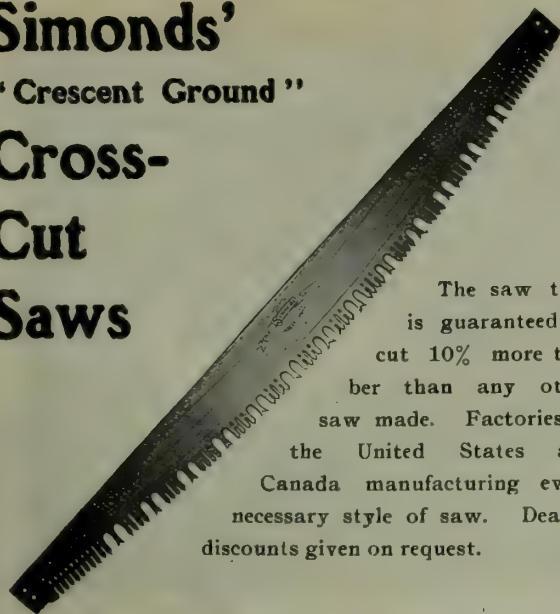
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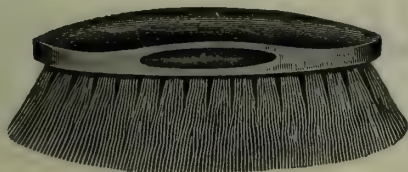
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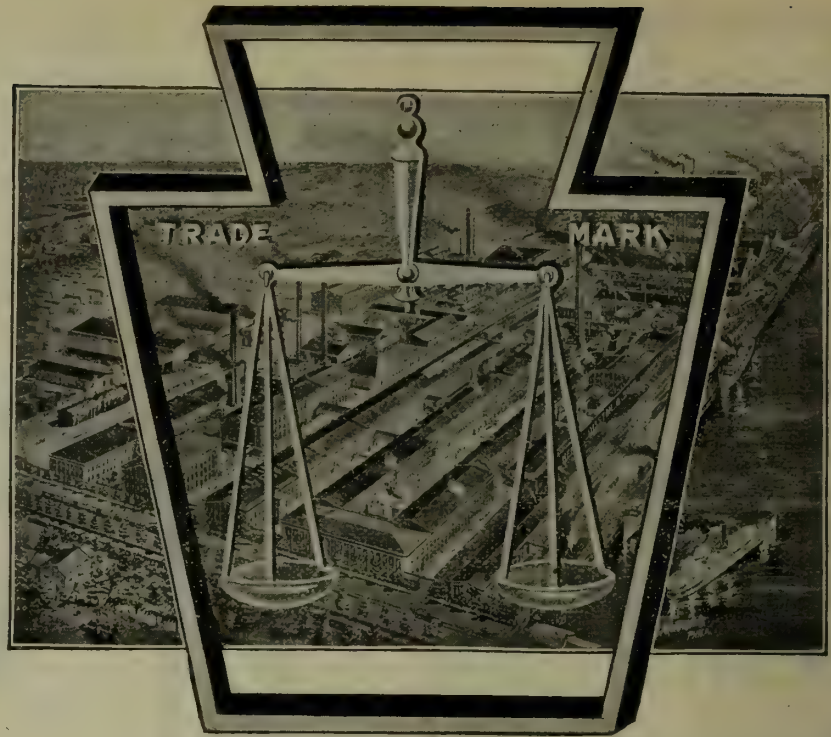
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This Saw is of the general style and shape which carpenters have been accustomed to using for years past. Has a carved apple handle with highly polished sides and edges, making a very pretty Saw. Holds its cutting edge and saws true. Its high quality and even temper are due to the fact that it is **Made of Simonds Steel**. Covered by the broadest Simonds warranty.

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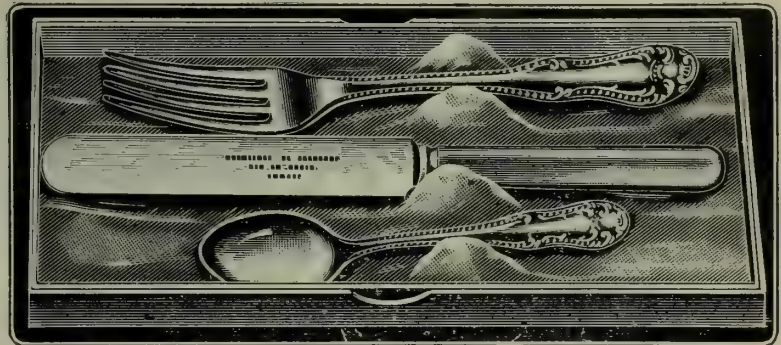
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This line will suit those of your customers who want a really useful set put up with plated steel knife.



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To secure the contracts for heating a majority of the good residences going up in your neighborhood?

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To give these customers better value for their money and better satisfaction than they ever received before?

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LACKAWANNA
A Very Powerful and Economical Furnace

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BUILT LIKE AN ENGINE AND
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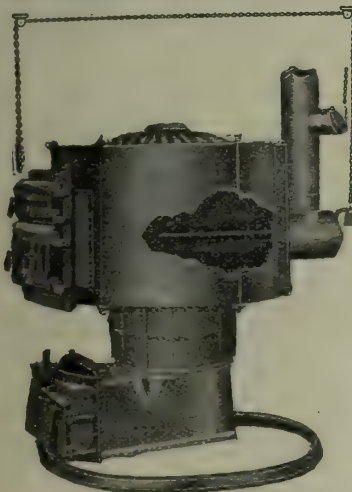
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CANADIAN AIR WARMER

with a 16-in. fire pot produces as much warm air as any other furnace of its kind with an 18-in. fire pot.



THAT'S BECAUSE

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Winnipeg, Man. Brockville, Ont.



New Style H. & C. Side Wall Register.

BE A LITTLE DIFFERENT

Don't use breakable cast iron registers because the other fellow does. Use H. & C. Wrought Steel Registers and see what a strong talking point they are.

HART & COOLEY CO., Booth St.,
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The design is attractive and well-planned for convenience and fairly bristles with good points and labor-saving devices.

Every Range is fitted with these improvements:

- Heat Indicator
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- Detachable Guard Rails
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- Simmering Cover
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A Thoroughly High-class Range

Made in

Three Sizes and Seven Styles

Commands a Good Price
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In special features of excellence—ease of keeping clean, freedom from repairs, perfect cooking, and also in material, workmanship and finish, these ranges are unequalled.

Cut illustrates Style F with steel high closet.

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IMPERIAL SIDE WALL REGISTERS have a greater out-flow capacity than any Register made.

IMPERIAL SIDE WALL REGISTERS take a pipe 2" to 3½" deeper than the studding.

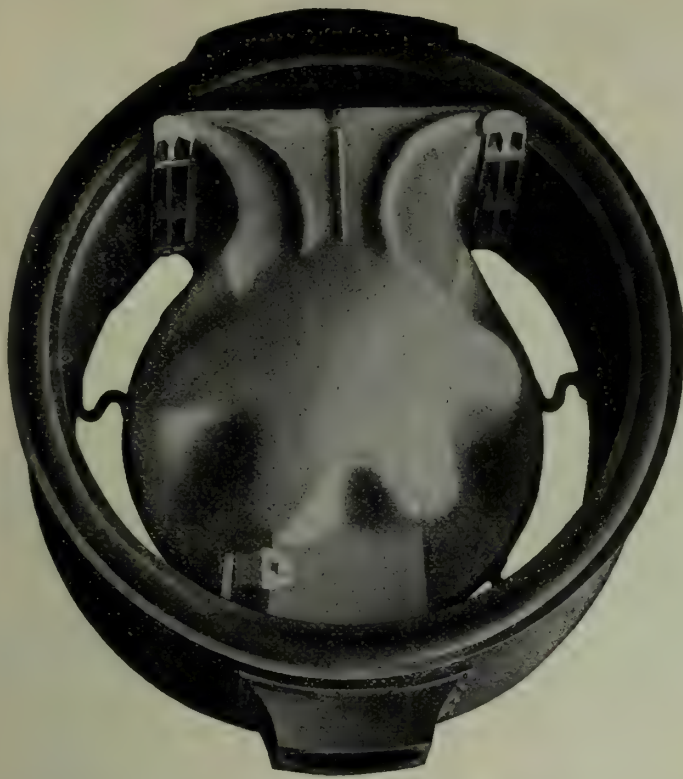
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Your trade need not be wearied by the monotony of a single design.

All sizes, shapes and styles of floor and side wall Registers made in Iron, Wrought Steel, Brass and Bronze.

Ferrosteel Company,

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Hecla Furnaces

are the only ones made with **FUSED JOINTS** which make absolutely tight and permanent joints between the iron and steel of the radiator.

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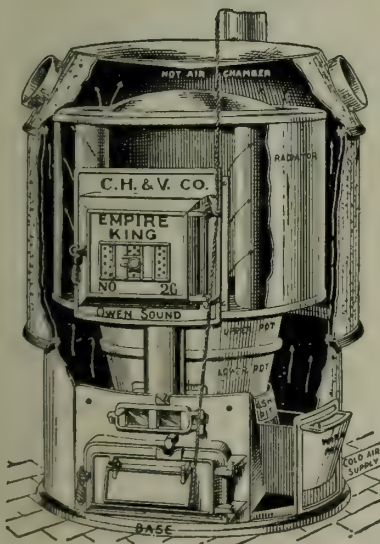
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EMPIRE KING FURNACE

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The Woodstock Wagon & Mfg. Co.

WOODSTOCK, ONT.

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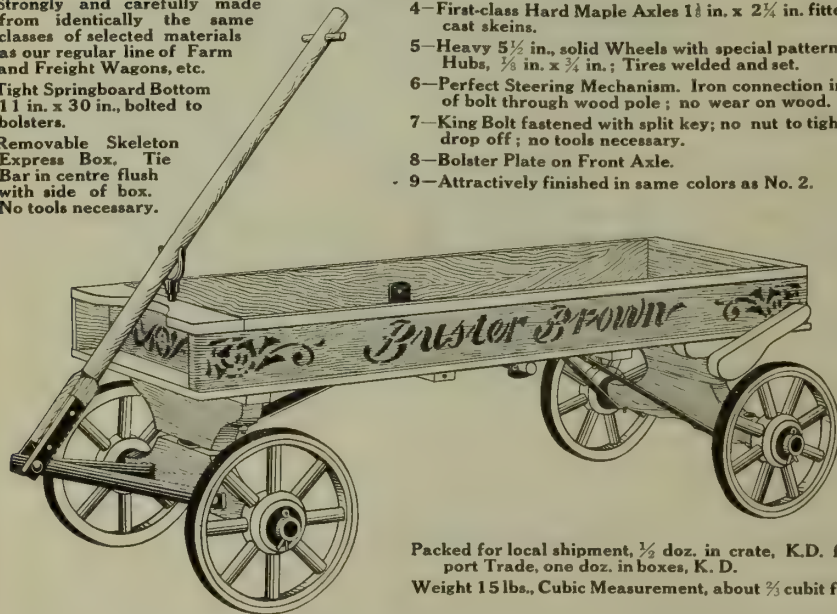


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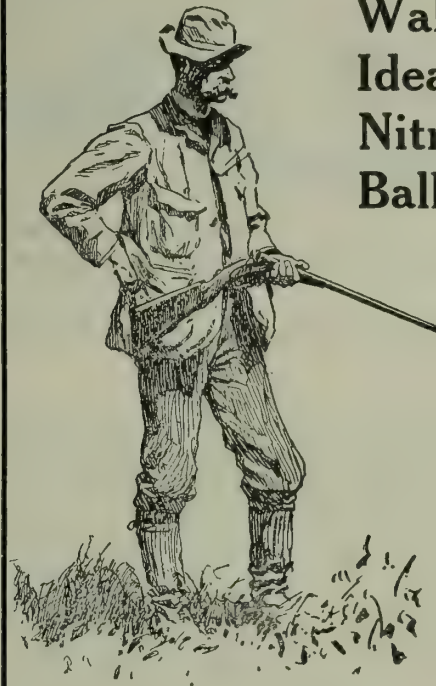


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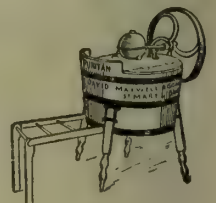
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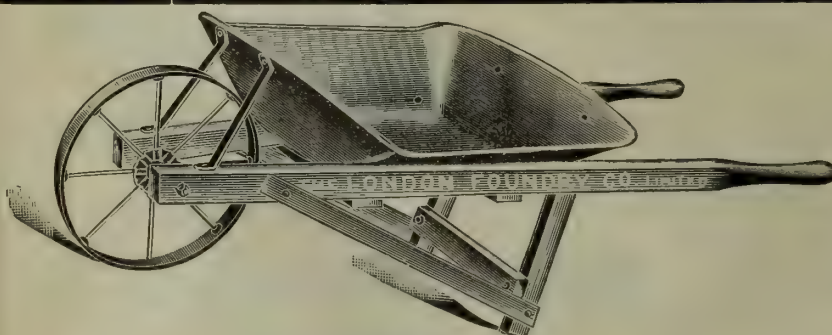
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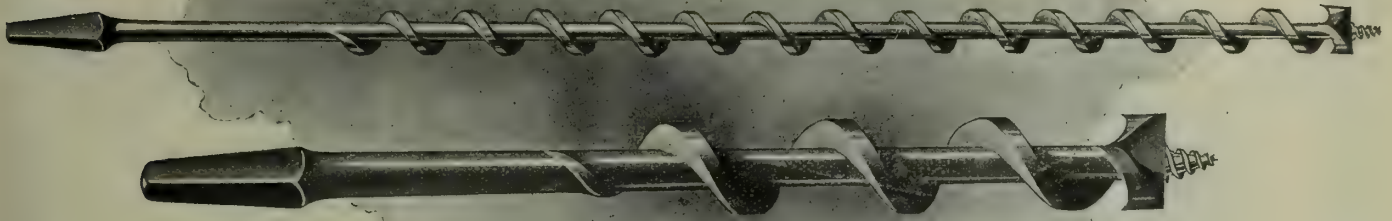
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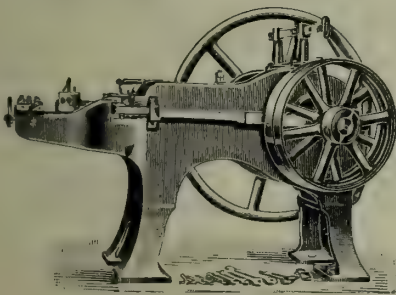


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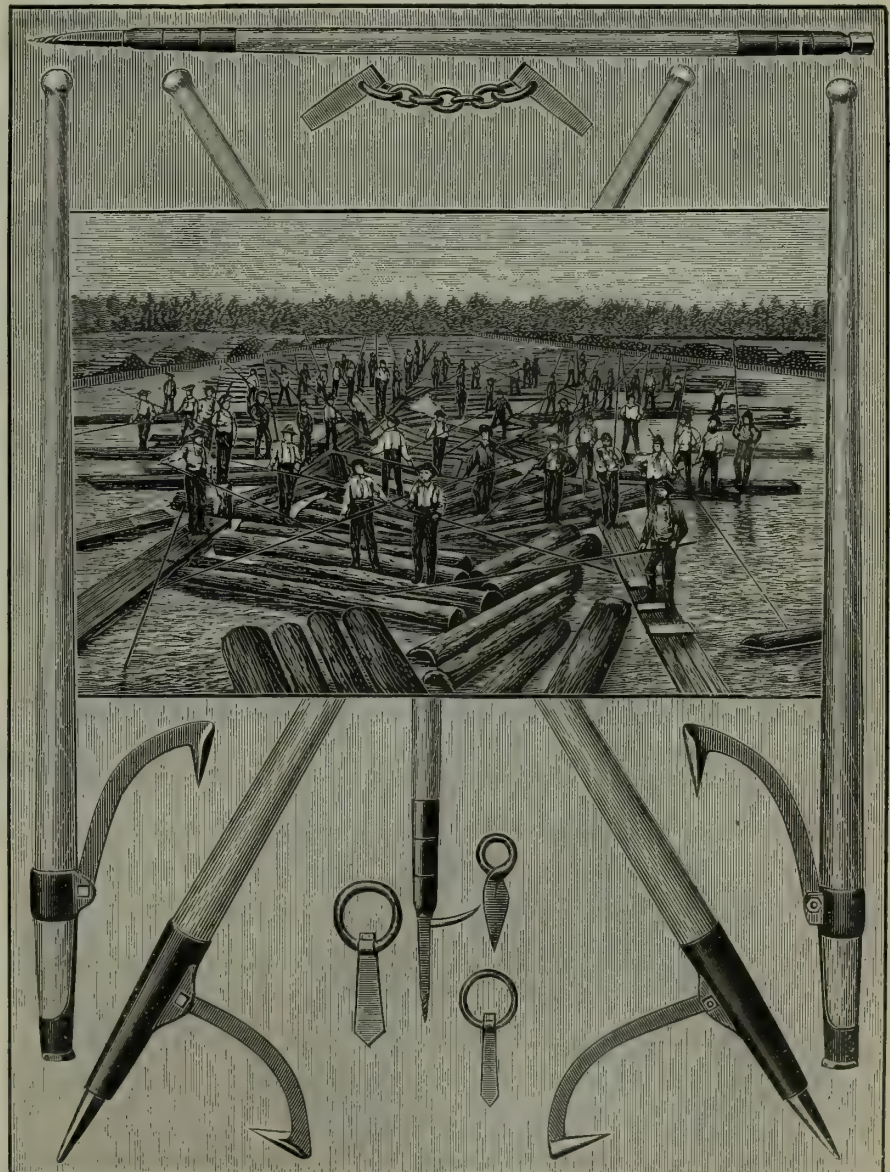
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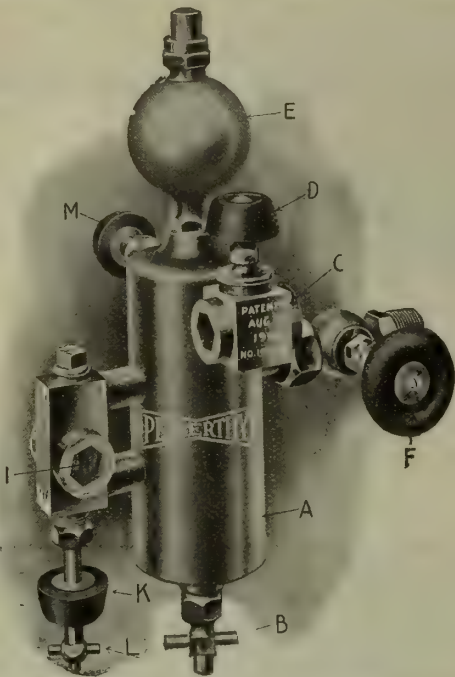


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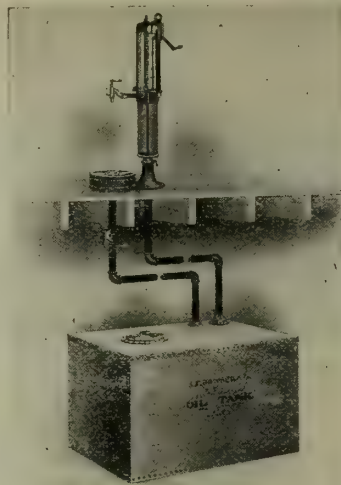
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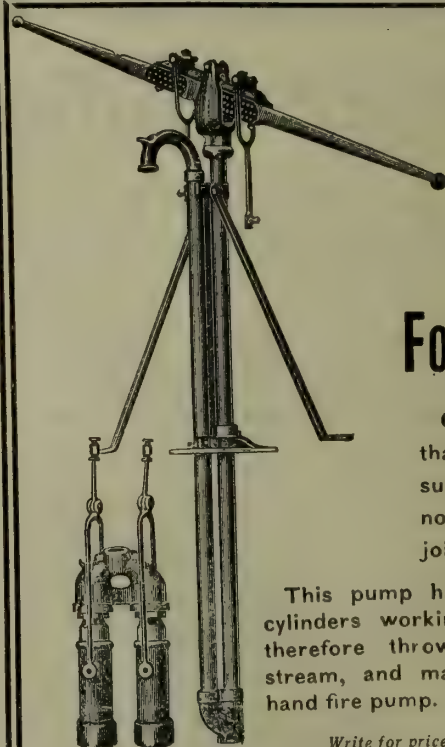
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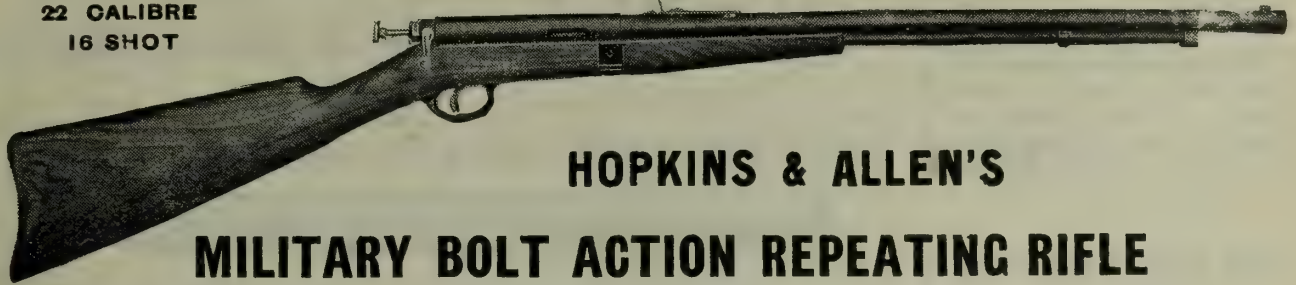
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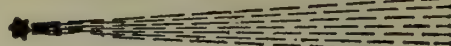
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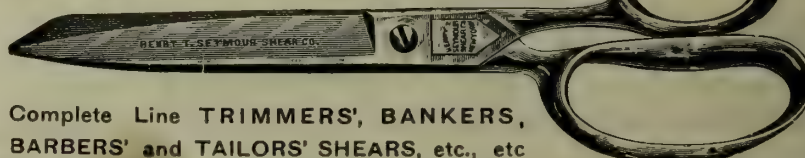
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We have been longer in the screw business than any other firm in Canada. Hence our unrivalled supremacy in the manufacture of

Wood Screws Tacks

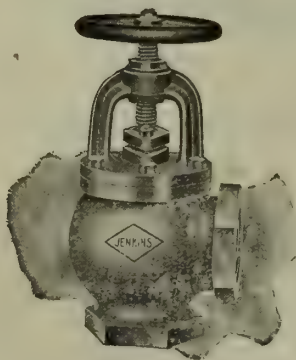
Wire Nails; Wire—Bright, Tinned, Coppered, in Coils or cut to lengths; Stove, Sink, Tire, and Sleigh Shoe Bolts; Iron, Brass and Copper Rivets and Burrs. Machine Screws; Staples, Corrugated Fasteners; etc.

Canada Screw Co., Limited

Toronto

Hamilton

Montreal



Catalogue and discount sheet sent on application.

JENKINS BROS.

35 High Street,

Boston, Mass.

New York

Philadelphia

Chicago

London, E. C.

The Promise: That Money Would Be Taken Out of the "Household" Oil Can.



"How easy it is to fill the lamp."

"Household"

No leaks.
No spilling.
No guess work.



The money is taken out of this can

IN SAVING OF OIL



How beautiful and attractive the appearance.



"How easy it is to remove the parts."

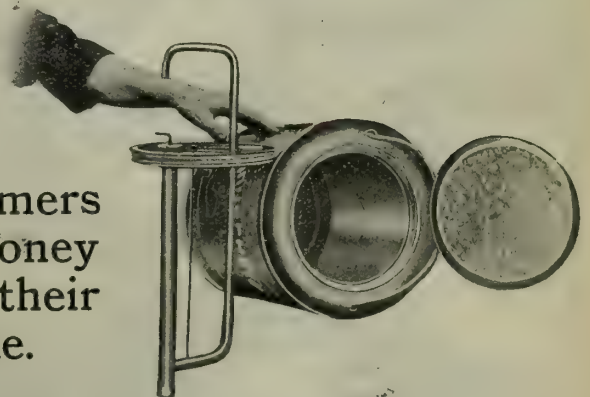
Oil Can

Having sealed top cover can be used as a shipping can for linseed oil, turpentine, gasolene, etc.



"How easy it is to empty lamp."

Your customers save their money and you gain their increased trade.



How roomy and well made.

McCLARY'S

LONDON, TORONTO, MONTREAL, WINNIPEG, VANCOUVER,
ST. JOHN, N.B., HAMILTON, CALGARY.

STANDARD CHAIN COMPANY of CANADA, LIMITED
SARNIA, ONTARIO



COIL, RAILROAD, LOGGING, DREDGE, STEAM SHOVEL, WAGGON and BRIGHT CHAIN of all kinds.

Write for prices

EVERYTHING IN WELDED CHAIN.

Prompt shipment.

Selling Agent: ALEXANDER GIBB, 13 St. John St., MONTREAL

THE MORRIS & BAILEY STEEL CO.
PITTSBURG, PA.

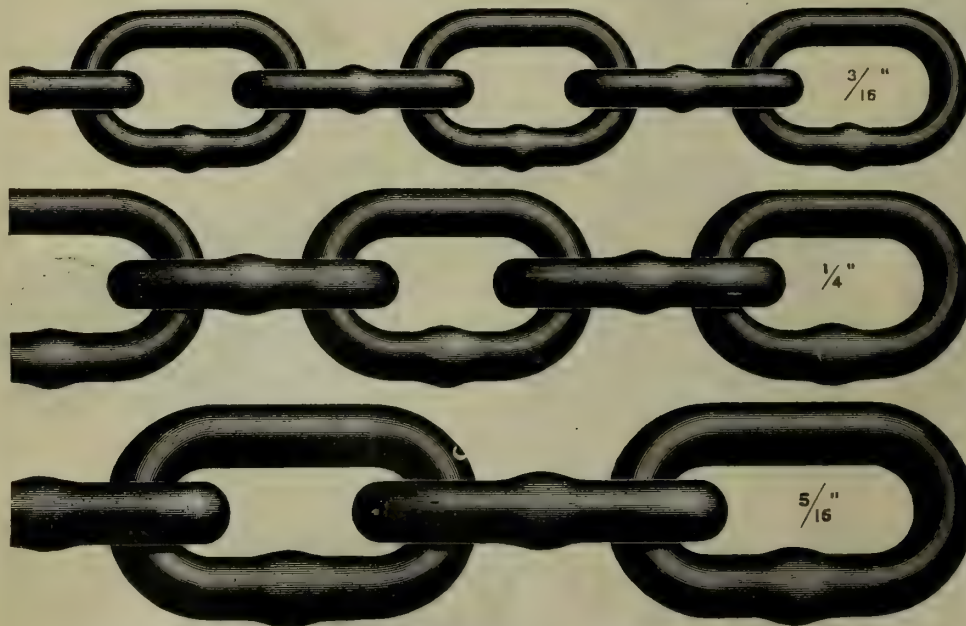
Manufacturers of

COLD ROLLED STRIP STEEL

For Deep Drawing, Blanking, Forming, all kinds of Bending. Has Bright Finish for Nickel Plating, Rolled accurate to Gauge. Made in all tempers and in any thickness from .002" to .250".

McKINNON

Electric Welded Coil Chain



Design Patented

Notice the

SWELLED WELD

We guarantee our Electric Welded Common Chain of any stated size to pull more than one size larger of any other make of common chain. Our BB and BBB qualities are similarly guaranteed.

See that you get the **SWELLED-WELD.**

Cuts Exact to Size

McKinnon Chain Works

**ST. CATHARINES
ONT.**

WIRE

of every description

FLAT, ROUND, SQUARE, HEXAGON, TRIANGULAR
and ODD-SHAPED for all requirements.

SPRINGS

We make springs to any specifications, fine or heavy; "spring" catalogue on request.

YOUR ENQUIRIES SOLICITED.

UNITED STATES STEEL PRODUCTS EXPORT CO.,
MONTREAL.



A Few Left to dispose at the special price, which should net you 50 per cent. profit.

A Shower like this one at the price offered should be a good seller at this season—easily placed in position.

WRITE FOR SPECIAL PRICE



PLUMBERS' SUPPLIES

Enameled Bathe, Lavatories, Sinks, &c.
Improved Low Tank Closet Combination

*We make the largest variety of
Plumbers' Brass and Iron Work*



No. 6368 Nickel Plated Shower made of heavy Seamless Brass Tube, complete with Rubber Curtain, Chain and Hook and Rubber hold-fast connection for Faucet.

The **JAMES MORRISON BRASS MFG. CO., Limited**

93-97 Adelaide Street West
TORONTO

The Dealers' Problem

Profit+Merit+Demand=+x
 Profit+Merit=?
 Demand-Profit=ooo



Every retailer has to work out his own problem for each article he puts in stock. He figures out:—

The Demand is ...None? Good? Fair? Great?

The Merit isNo good? Weak? High? Best of all?

The Profit isSmall? Fair? Big?

The modern dealer does not consider his one-time profit alone. He studies demand, and above all, merit. He knows that it is the quick returning trade—the turn-over profits—the satisfied customers—who spread his good name abroad and build his business house upon a solid foundation. He can't afford to adopt the policy of the one-night circus tent.

Now then, about

DOMINION AMMUNITION

The demand is great—and steadily increasing.

The merit of Dominion Ammunition is unquestioned. It is a staple all over the world. The Dominion system of testing is the best in the world.

The profit to the retailer is fair each time and great when he counts its sum at the end of the year.

Our advertising in daily papers is for your benefit. Write to us.

Dominion Cartridges

(Sure fire.)

Regal Shells

(Ballistite dense smokeless powder.)

Sovereign Shells

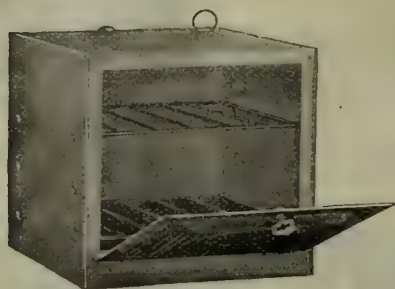
(Empire bulk smokeless powder.)

Crown Shells

(Best black powder.)

Dominion Cartridge Company, Limited, Montreal

KEMP'S Oil Stove Ovens



No. 25

Size, inches - - - $12\frac{3}{4} \times 12\frac{3}{4} \times 11\frac{3}{4}$

Price per dozen - - - \$22.22

Packed 3 in a crate; weight, 30 lbs.



No. 33

Size, inches - - - $16\frac{3}{4} \times 12\frac{7}{8} \times 11\frac{3}{4}$

Price per dozen - - - \$30.00

Packed 3 in a crate; weight, 40 lbs.

Fits both 2 and 3-burner Oil Stoves

WRITE FOR DISCOUNT

KEMP MANUFACTURING CO.

CORNER GERRARD AND RIVER STREETS,

TORONTO, CANADA

THE KEMP MFG. AND METAL CO., LIMITED
 111 LOMBARD STREET, WINNIPEG, MAN.

THE KEMP MFG. CO. OF MONTREAL
 39 ST. ANTOINE STREET, MONTREAL, QUE.

Window and Interior Display

PUTTING LIFE INTO REMOVAL NOTICES.

When a store changes its location from one place to another, it has a fine advertising opportunity. People generally are interested in the growth and development of a business. Cut and dried statements do not sink very deep, but a little ingenuity will serve to discover the human interest of the situation and cause people to read and remember, says Printers' Ink.

The windows of both the old and new store are available for removal notices, sometimes several months in advance of the proposed change. Why not get up crisp, snappy copy and use it on window cards in addition to anything that may be done by circularizing or through the newspaper? The usual style of window card to meet this situation is about as follows:

KNOX, THE HATTER,

will occupy these premises when alterations have been completed.

This tells the story, but it isn't very exciting. It lacks the piquancy and "bite" which more modern methods would put in it. New York has recently been treated to an exhibition of the possibilities of removal notices in connection with Rogers, Peet & Co.'s change from Broadway to Sixth Avenue.

As might have been expected this live house made the most of the situation. Even before a stone was laid for the new building, the boards surrounding the lot commenced to glow with catchy statements. As soon as the windows of the new store became available, they were used too. Cards like the following appeared and were changed frequently:

The outside's handsome, but wait until you see the inside!

Then as time lengthened out and builders' delays caused a postponement of the date set for moving in, Rogers, Peet & Co. found a way of turning even that annoying situation to account and got in some of their best licks:

It takes time to get things tidy.

When they are we'll move in.

The only thing sure about our moving is this:

When we've moved. we'll be here.

Some day we'll surprise you by moving in.

Passers-by read these signs and were amused. They got in the habit of looking for new signs and were impressed with the name of the firm and the business they did. They when settled in the new store, signs like this appeared:

Our old home was never like this.

The cabinet system is quite new.

Such signs, brief and snappy, printed on cards with a big white margin, can be read at a glance. They have the effect of taking the public into your confidence. They possess the vital element of human interest.

"MERRY WIDOW" DISPLAY.

Wood, Vallance & Co.'s retail store at Hamilton, last week adapted a fine feature in window display as shown in the accompanying engraving. They do not claim originality, as the idea was first worked out by a Tonawanda, N.Y., hardware firm.

The "Merry Widow" hat was about 3 feet in diameter, made by winding 100 feet of garden hose around a wire ash sieve, which formed the frame and crown. The rim was also formed with the hose, all being supported upon a standard with cross pieces. The trimmings included two feather dusters for plumes, two bottle brushes for pom-

kitchen of to-day, and the other the kitchen of yesterday. In this way a good idea could be gained of the advance that has been made in hardware kitchenware.

By comparing the old cooking range with the, say, 1908 pattern one displayed, the young bride could see how she starts off much better equipped than did her mother, and by noticing the various labor-saving devices in the modern kitchen, she can understand how her work generally has been lightened in equal proportions.

This idea of comparison could be made effective even in a simple way, but carried out elaborately and in detail, it would prove a tremendous attraction.

McCLARY'S SUPPLEMENTARY CATALOGUE.

Adorned by a striking cover design showing a woman toasting a slice of bread over a glowing fire in a stove



"Merry Widow" Hardware Window Display.

poms, two scratch awls for hat pins, and four large brass lamp burners as roses. It is hardly necessary to say that this choice confection of millinery attracted a great deal of attention from the ladies, while the sterner sex also studied the exhibit with much interest.

THE BRIDE'S KITCHEN.

A tin shower window is appropriate in September, as would also be a model kitchen for the young housekeeper, showing the latest and best cooking and cleaning utensils that are on the market.

A striking display could be obtained by dividing a window into two parts, and fitting up one to represent the

specially adapted for this necessary work, the McClary Manufacturing Company, London, have issued a striking catalogue of 80 pages and cover as a supplement to their No. 66 book. This new work deals chiefly with stoves and ranges, beginning with their latest, "Sask-Alta," and ending with their "Camp Comfort," both of which deserve attention at this time. The "Kootenay" steel range also appears in a new dress and fitted with a new grate, while the "Ladies' Aid," a new medium-priced cast-iron range, also receives considerable attention. Cook stoves, base burners, oaks, laundry and camp stoves are also illustrated and their capabilities explained. Copies of the book can be had on request.

"Men Who Sell Things"

Self-Restraint a Large Factor in Success—How the Live Salesman Improves Dull Months—A Salesman's Creed—Personal Magnetism and Its Part in the Game of Trade.

By Walter D. Moody—Serial rights for Canada purchased by the MacLean Publishing Co. from the publishers, A. McClurg & Co., Chicago.

CHAPTER XIII.

The Mind as a Magnet.

He who adopts no high standards is the only one who never fails.

Half the pleasure in making a big success consists in knowing just how it has been accomplished—in being able to say, "I used this or that chance to good advantage"; "I should have failed if I had not known just how and when to apply this faculty or that talent, as the case required. How glad I am that I understand myself and my work, and can use what accomplishments I have intelligently!"

But a good many men lose half the pleasure of their success. All they know is that they have worked hard and done their best, and, "as luck would have it," everything has prospered. They are satisfied with the material results, so that it does not occur to them to find out specifically to what powers within themselves these results can be attributed.

What Qualities Bring Success?

If you were to ask them by what steps they had developed into "geniuses," they would have to answer, like Topsy, that they "jest growed." Or they perhaps would privately agree with you, if you called them "born salesman." It would be more satisfying to know just what qualities, alleged to have been born in a man, operate in assuring the success of everything he undertakes.

Any salesman who seriously hopes to improve his work must sometimes weigh very carefully the mental qualifications that tend to make him either a success or a failure. If he is at all thoughtful, he attaches more importance to his progress than he does to the weighing of external conditions, such as labor troubles, a shortage in crops, rumors of war, etc. He knows that the laws that govern the mind's action have a more direct bearing on the results of his work as a salesman than foreign complications and the stringency in trade conditions described as "hard times."

Practical psychology is a mighty motive power in business-getting, and is receiving marked attention on the part of thinking men in various walks of business life.

Some people speak of the "soul power" which gives its possessor some measure of control over others. We hear of ministers and missionary workers who are practically masters of whole communities. Sometimes they are opposed and even persecuted when they begin their work, but end by commanding the docile obedience of the persons

who at the start made trouble. Other people describe the same quality as "psychic force." The important thing is not so much the name given to such an agency as the fact that it enables a man to make others see and accept his point of view as their own. The vital question is, whether or not it can be used by salesmen as a means for increasing the volume of their orders.

Exercising "Soul Power."

Some salesmen have demonstrated that this can be done. They seldom hear a refusal. Customers who are prejudiced and obdurate forget their natural combativeness when a salesman of the type we are describing appears. He gets their order, sometimes without any argument at all, and almost always without any difficulty or waste of time. It seems natural that all people should agree with him, accept the ideas he advances, and do very nearly what he wants them to do.

Either consciously or unconsciously, he is exercising what has been variously described as "soul power," "psychic force" and "personal magnetism."

There is no question that the power of attraction which gives one man ascendancy over others can be cultivated by any one who is sufficiently persistent and painstaking in the effort. Psychologists have not given us any formula for developing this quality. Any one who is interested, however, can suggest ways and means for himself, which will help toward the desired end.

Earnestness and Magnetism.

The first step toward accomplishment in this direction is a careful study of the successful men who are described as "born salesmen," and who get their results by exercising this mental force. It will be found that all men possessed of personal magnetism are very much in earnest. Their intense earnestness is magnetic. Their minds are filled with one controlling idea—success in whatever undertaking they have in hand.

Their earnestness cannot fail to have its effect on every prospective customer with whom they come in contact. Besides its direct effect on the man addressed, the quality of earnestness in the salesman has also an immediate effect upon himself, in increasing his powers of reasoning and self-expression. By stimulating these powers, and through their agency, it also has an indirect effect upon the customer.

Among people who live much alone, and whose labor exercises their muscles and not their brains, a common and sig-

nificant phenomenon is observed. We are all familiar with cases where an ignorant, stolid fellow, ordinarily incapable of expressing himself in speech very well, has suddenly found himself gifted with eloquence at some emotional crisis in his life—eloquence not the less splendid and powerful for grammatical inaccuracies.

When this happens, the mind of the speaker has swept aside by the very force of earnestness the limitations which hampered it in ordinary intercourse. The same principle accounts for a man's ability to improvise means of escape from great and sudden danger, which would have been entirely beyond his ingenuity at other times.

Harmonious Conditions.

The second step toward gaining the end in view is for the salesman to put himself as far as possible in entire harmony with all the conditions under which he works. To do this, his relations with his house should be candid and agreeable; there should be no rankling remembrances of differences which he may have had with the manager or others in the house. He should have absolute faith in the product he is selling; he should feel in entire sympathy with every prospective customer with whom he talks.

This last is a most important matter. Some salesmen seem to think that it is sufficient if they preserve the outward forms of courtesy and patience and consideration in dealing with a trying customer.

Perhaps the customer's objections are ridiculous because of his ignorance, and prejudiced because of his narrow-mindedness. It is necessary to get down to first principles and improve upon his education before he can form any conception of the value of what is offered him. The salesman who is not genuinely in earnest will hate this slow and tedious process. He will talk in the kindest possible manner to his customer, of course, but mentally he will be calling the man a fool, and wondering how such an antiquated specimen managed to survive the flood. The customer, of course, hears what the salesman says, and does not know what the salesman is thinking. Still, he is very likely to be affected by the negative thoughts in the salesman's mind. If he gives his order at all, it is because he has either been beaten in argument or made to feel ashamed of his own conservatism. It is certain that he has not been influenced by the power of attraction.

HARDWARE TRADE GOSSIP

The salesman who was really in earnest would undertake the same task without any mental reservation. This at least would leave his mind free to devise ways and means by which his prospects might be enlightened. He would have a quicker insight into the circumstances that govern the case. A mutual understanding and appreciation would be established, such as exist when two persons are said to be en rapport—a very necessary condition before one mind can exercise any attraction over another.

No one should confuse the mental action described here with hypnotism. It is not recommended to make an attack on the will power of a customer, for that is neither fair play nor practical business. One can, however, develop a power to arouse the interest and goodwill of others, so that they will sometimes do voluntarily what a hypnotist seeks to make them do involuntarily. Such power, when acquired, assures some measure of success at least.

(To be Continued.)

U. S. IRON TRADE.

Cleveland, Aug. 6.—The Iron Trade Review says: The month of July just ended has played quite a conspicuous part in the process toward regaining former business conditions, through which the iron and steel trade is now slowly passing. More clearly than any of the months that has preceded it, July was marked with the evidence of a cheerful spirit returning to general lines of commercial activity and the results of that period as they now stand forth are lending encouragement to manufacturers as to the future.

The fact that the past month commended itself to attention by the large tonnage of iron and steel products placed upon mill books through new contracts and the renewals of those expired, was not in itself exactly unexpected. Representing the beginning of the second half of the year, July has become a proverbial time for the covering of annual and semi-annual requirements of consumers, and, with the added impetus of price concessions made a short time before, this year has proved no exception in this respect.

But the hopeful tone that is spreading from the month is not so much in contracts placed as in specifications filed against contracts, the true index to consumptive needs, and that upon which mill operations are based. The specifications received in the period just passed aggregate the largest volume of the year for some steel companies. This has been particularly true in steel bars and in a less degree in other lines, including plates designed for pipe manufacture. As a result, the mills producing the favored lines have increased their operations; others, less fortunate as to their products, have barely sustained the record of the past. The net result is more hopeful, but scarcely one calculated to insure prosperity within any definite number of days or months. August has started well, but is not expected to exceed, if it can maintain, the gait of its predecessor.

Quebec.

The Dominion Government will spend \$310,000 on altering and enlarging the Montreal post office.

The assets of E. Archambault & Co., hardware merchants, Montreal, are advertised for sale on August 11.

Ontario.

John G. Sims, hardware merchant, Little Current, is advertising his business for sale.

T. G. Dexter, of H. S. Howland & Sons, Toronto, has been holidaying at Jackson's Point.

Murray McKinlay, Georgetown, has accepted a position with the Bond Hardware Co., Guelph.

Harry Vigeon, Toronto, has been appointed liquidator of the James Warnock Manufacturing Company, Galt.

Macnab Bros. are remodelling the old Palmer House building at Orillia and fitting it up as a first-class hardware store.

Mr. S. Samuel, of Samuel, Benjamin & Co., metal dealers, Toronto, has returned from a three months' sojourn in England and the Continent.

L. R. Greene, advertising manager of the Sherwin-Williams Co., Cleveland, returned last week from a vacation spent on Georgian Bay and at his old home in Toronto.

John Robertson, Strathroy, for upwards of 40 years, engaged in the hardware business, died last week. He was elected Mayor in 1903 and was for a number of years a member of the Council.

J. D. Brown, manager of the retail department of Rice, Lewis & Son, Toronto, has returned from a holiday trip to Mackinac and Georgian Bay. W. Knight, of the cutlery department of the same store, is making the same trip next week.

A new builders' hardware and construction firm, to be known as J. L. Vokes & Son, is to be established shortly in Toronto, according to report. Mr. Vokes, who recently retired from the position of manager of the Vokes Hardware Company, is now in England buying stock and will make an announcement on his return.

Mr. Helmuth Clucas, secretary-treasurer of the W. L. Clucas Plumbing & Heating Company, St. Louis, Mo., has been spending his vacation in Muskoka and visiting his father, H. Clucas, manager of the Toronto branch of the Canada Paint Co. He reports trade as being on the increase with building rapidly recovering from the slump of last spring.

Western Canada.

Walden Bros., Vancouver, have sold their hardware business.

The ratepayers of Ponoka, Man., will, on August 10, vote on a by-law to raise \$5,000 for drainage and sidewalks.

The employees of the Miller-Morse

Hardware Co., Winnipeg, held a picnic in Red River Park, Selkirk, on July 25.

The Moose Jaw Hardware Co. are offering a cash prize for the best view taken by an amateur photographer of a scene in Moose Jaw or vicinity.

The ratepayers of Strassburg, Sask., will, on August 12, vote on a by-law to raise \$6,000 for the purpose of providing the town with proper fire protection, and provide a drainage system.

U. S. METAL MARKETS.

New York, August 6.—The Iron Age says: Pig iron production in July shows a substantial gain over that for June—a total of 1,217,897 gross tons of coke and anthracite iron in the 31 days of last month, as compared with 1,092,131 tons in June. The number of furnaces active at the beginning of the month was 161, a net gain of 10 over the number one month previous. The weekly coke and anthracite capacity active August 1 was 284,590 tons; on July 1 it was 264,452 tons—a gain of over 20,000 tons, or at a yearly rate of more than 1,000,000 tons. The daily rate of production was 39,287 tons in July, as against 36,444 tons in June, steel works and merchant furnaces showing nearly the same ratio of gain in the month.

In the copper market the most interesting feature is that exporters have again entered the market at the present level. There has been some good buying by domestic consumers for delivery as far as October, the market closing at 13½ cents for electrolytic.

Spelter, too, has joined this upward movement and is now quoted at \$4.80, New York. Lead has risen to \$4.60, that price being announced to-day by the American Smelting & Refining Company.

CONTRACTS SECURED.

R. J. Butchart & Bros., Owen Sound, have secured the contract for the installation of a Gurney steam heating system in the Separate School in that town.

The W. P. Millar Hardware and Heating Company, Calgary, have been awarded the contracts for the sheet metal work and plumbing in the Provincial Land Titles Building being erected at Calgary.

The James Smart Mfg. Co., Brockville, have been awarded the contract for heating and ventilating a large public school in St. Thomas. Four large furnaces are to be taken out and replaced by four Kelsey generators. The school to be heated is a large three-storey building in which there are seventeen rooms and three halls.

BUSINESS CHANCES.

HARDWAREMAN in business in Manitoba wishes to hear from practical tinmith with from \$1500 to \$2500 cash. Object to form partnership and start hardware and tinshop in new western town. Good references asked and given. Must be strictly temperate. Box 47, HARDWARE AND METAL, Winnipeg, Man.



GURNEY'S BEST



The
OXFO
O.K.

So different from all others that its appearance on your floor
will rivet attention.

If you are first with a sample in your town,
the other fellow will tell the "just as good
story."

The Gurney Foundry

Stocks at Montreal, Hamilton, Wi



Your selling talk can be forceful, because when you sell the O. K., youv'e got new, desirable features right in sight.



**Note the Duplex Draft,
for instance.**

**Your customer will see
that Warming Closet
with the drop door.**

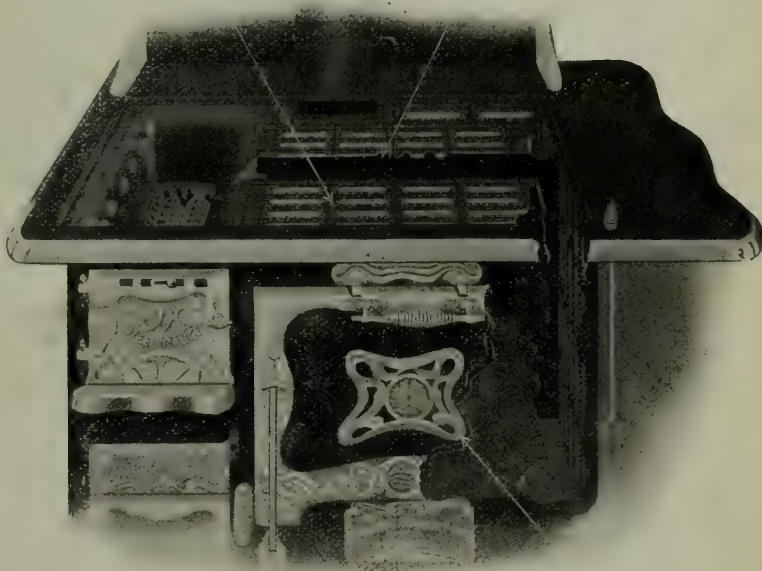
**No Blacklead on the O.K. Something better
—ask us about it.**



Note the Double Open Door,

The Asbestos Protection,

**The Flue Strip that keeps
the front covers hot.**



**The Cup Water Front—be first
with a sample in your town.**

Company, Limited
Calgary, Edmonton, Vancouver

Toronto, Ont.



Drummers' "Snack" a Glorious Success

A Host of Ontario Travelers Had the Time of the Year at the Annual Jollification at Alton Last Friday and Saturday—The Community Takes a Holiday and Welcomes the Visitors With Open Hearts, Homes and Pantries—A Unique Concert, an Enjoyable Banquet and a day of Novel Sports Make up an Occasion Long to be Remembered.

Isn't it bully, my friend of the grip,
In the summer's mid, to let things rip,
To run out there with the rest of the boys,
Shake hands all round, raise a deuce of a noise,
Meet "Father Bill" and have all the joys
Of the Drummers' Snack at Alton?

Dr. Algie did a mighty wise thing when he chose that word "snack," with all its euphonious suggestiveness for the title of the most unique function or celebration or holiday or whatever it is, in the circle of Canadian commercial activity. It suggests a picnic, and the travelers certainly have it in both the usually-accepted and the slangy-meaning form, two days and a night of it—at least most of the night. It suggests a feast of some kind, and feasts there certainly are of various kinds—physical, provided in the generous helpings of country ham and eggs, and apple pie and

ferences laid aside for the nonce, and in surroundings which could not well be more applicable and you have some idea of the event—the seventh annual Drummer's Snack, which ran itself joyously off in the little town of Alton last Friday and Saturday.

Well, the snack of 1908, like all the other snacks of other years, is gone. It only remains for us to chronicle some of the special features, to bring back to the minds of those who were there some of the things that were laughed at and to give those who were not so blessed some idea of what their traveler friends in Ontario do when they set out to enjoy themselves.

The Grand Entree.

The official opening of the great event came on Friday evening with the arrival of the trains from the east and west. The afternoon train from Toronto bore, as usual, a large quota of care-free drummers, who on the way ran over the memorable incidents of last year's outing and made plans as to the things that were to be done during the present one. At Inglewood the always-large and always-jolly Hamilton contingent was picked up and from there on the train was a place of merriment.

As usual, too, practically all of Alton's population was on hand at the station to extend the usual hearty and vociferous welcome. The band was there in the same conspicuous red suits, the daintily-dressed little girls were there, with and without their mothers, though the mothers were there all the same. The young ladies were there, with their sweetest smile of welcome, and in their very newest gowns, trying to pick out among the arrivals the chap they liked best last year. Last, but not least, the Algies were there, William, with a genial smile of welcome for the boys, who liked to come back, and the rest of the family with their hearts just as big and open as that of the father of the snack.

Of course, the usual procession was formed, with the band in front, then the contingent of little girls in white bearing the Snack banner, with the mystic device, "The Sample is Mightier than the Sword," and then the string of travelers and visitors. It was no mean procession, as it wound up the hill and along the main streets, and many visitors from towns considerably larger than Alton looked on with envious eyes.

At Camp Kilcare.

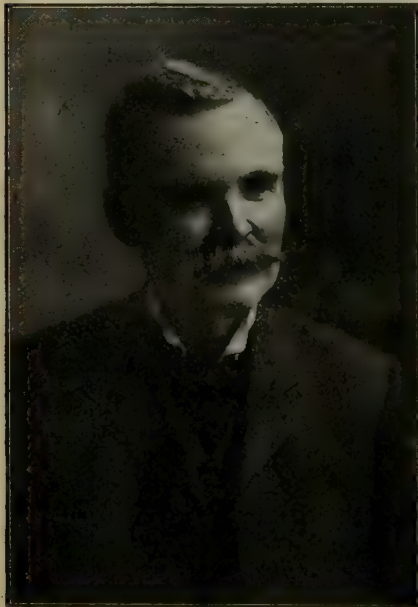
Camp Kilcare, a new cognomen for the concert tent, by the way, was the rendezvous, and on arrival the boys, most of whom had been waiting a couple of hours longer than usual for their supper, made a bolt for the "Cyclone cellar," where things many and various were provided.

We said the Snack was officially opened on Friday evening. In the afternoon, however, as a preliminary, a baseball

match was pulled off between the town team and an aggregation organized from the early arriving drummers. Jack Wildfong undertook to hold the indicator, but ended up by pitching. Anyway, though no one can explain how, the game ended a tie, and with something resembling groans for the umpire.

Another Splendid Concert.

One of the biggest features of each year's Snack is the concert on Friday evening, and, as has been said on probably each succeeding year, "this was ahead of all those before." Anyway, the concert is popular for the people keep on coming, not only from Alton, but from all the country around, and it isn't at all to be wondered at, for from the standpoint of novelty and interest these



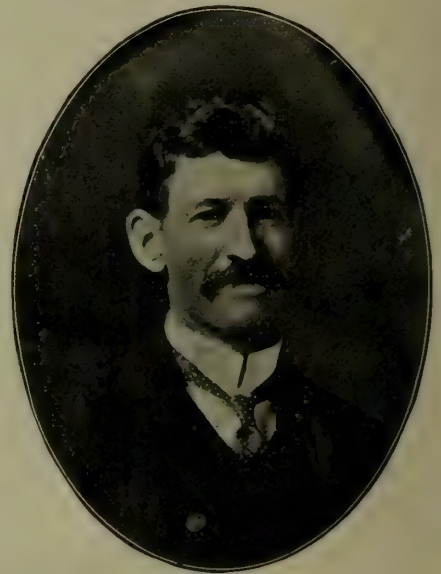
WM. ALGIE.

The "Father" of the Snack, the Most Popular Man in Alton.

other things, ad infinitum which the good ladies of Alton deal out in brodiagnaggian batches to the hungry-for-country-stuff travelers; mental, in the flow of art, humor and fun in the proceedings of the concert, the banquet and the sports, and general in the glorious, satisfying and never-to-be-forgotten outing.

The "Sunshine" Spreaders at Play.

"A bunch of sunshine-spreaders," some one has called the Canadian commercial travelers. Get a hundred or so of these together, with the good humor and fun they have been storing up for a year fairly oozing out of them like cold black-strap out of the bung of a molasses barrel, with all their troubles and little dif-



BAY HILL.

The Original Man From Hamilton and the Club's New Vice-president.

concerts put a five-ring circus, elephants and all, in the shade.

The people began coming early, too, and by the time the supplies in the cyclone cellar had gone down—we mean, of course, in quantity—about fifty per cent. Camp Kilcare was filled (as the Hillsburg Beaver would say) with "the youth, the beauty, the elite and the aristocracy of the community." Indeed, the big tent was so well filled that its capacious folds bellied out with the joy of it all and an overflow meeting had to be camped out under the apple trees at the rear end where the man in the moon looked down and probably rejoiced with the rest that the great day of the year had come for Alton.

President Mike Malone, in accepted Snack regalia, viz., white pants, white shirt, white collar and black bow tie, in

due time appeared on the stage and in a characteristically brief speech set the hall a-merrily rolling by calling on Wm. Algie, "the father of the Snack," to make the official welcome.

It must be rather a proud moment for Mr. Algie to look round on these gatherings year after year. Anyway, he fills the bill to perfection and gives a speech that makes one think things and the next minute explode with merriment. "You are a lot of splendid boys," he said, among a host of other good things, "and I am glad to see you come back year after year."

Toronto's Share of the Programme.

The first part of the concert was, as usual, of a highly artistic nature and though Donald McGregor, the travelers' old friend, could not be present, the programme was very high-class, thanks to the presence of some of the best musical talent Toronto and Hamilton can furnish. Vocal numbers were given by Mrs. Mabel Manley Pickard, whose reputation is national; by Miss Frances Wright, a rising young Toronto soprano with a pleasing voice; by Wilfrid Morrison, the well-known boy soprano, whose warbles and high c's and choir boy garb, took the audience, especially the little girls in the front seats, by storm; and by Will J. Reilly, one of the News' globe-trotting travelers, who must have been a source of considerable pleasure from a musical standpoint on the long way round. A couple of excellent violin solos were given by Roland Roberts, with Mrs. Roberts at the piano. But we mustn't forget Will White, who is always at the snack, is always very welcome, and who had most to do with preparing the Toronto end of the programme. Mr. White got the audience going on that sentimental little ditty of recent extraction, "When There Isn't a Girl About," and had sections of the audience and then the whole of it singing in a way he surely learned at the Torrey-Alexander meetings. Mr. White's last number was a quick-change act in which he impersonated several famous characters, on whom the lime-light has been thrown by recent events. E. R. Bowles was an efficient accompanist, though he worked under difficulties with one of those multiplied instrument attachments which turned on a tiny mandolin accompaniment when he wasn't looking.

In the intermission the Alton band, under the leadership of "Billy" Algie, played a somewhat heavy number which showed a good deal of ability. They helped also to keep the audience in good humor before the programme was begun.

Fun by the Hamilton Boys.

In the meantime, however, there were doings, fearful and wonderful in the spacious (!) dressing rooms behind the scenes. Brilliantly pink-cheeked maidens, with suspiciously male voices, coons (evidently of both sexes) and fat and thin figures, padded and unpadded, got mixed up so that they could scarcely be unravelled. In due time, however,

the second part of the programme, labelled "Fun by the Hamilton Boys," which on account of the novelties and excellencies of former years, was anxiously looked forward to, was brought before the foot lights, or rather, in this case, head lights.

For originality and general all-round talent, those same Hamilton boys certainly carry off the palm. They could start off on a concert tour to-morrow and rake in shekels by pailfuls if people only knew them as they do in Alton. This, too, was about the idea of their

Sam Male, as Rastus, the coon servant, was the funniest thing on the stage, and provoked screams by his clever acting. He got outside the half of a big juicy watermelon about as fast as a steamshovel gobbles up a gravel bank. Billy Dore made a cracking fine Highlander, even to the rubber balls pasted to his calves on the inside of his white socks. Harry Eckstein did a turn as Mademoiselle something or other, an opera singer, and got off a couple of love songs in a falsetto soprano that would pass muster in the Mendelsohn



A POPULAR ALTON RESIDENCE.

The Verandah of Robt. Algie's Home, Giving Some Idea of Alton Hospitality.

stunt, which was in the form of a vaudeville act, staged in a way that would make the property man at Shea's or Bennett's turn blue with envy. To make the story short, "Bay" Hill, as the organizer of a traveling company, advertises for performers and these appear and give exhibitions of their turns.

The first, Prof. Ben Arthur, was engaged to punch the piano, an occupation which he certainly discharged with avidity, the melody handed out ranging from cakewalks to grand opera.

choir. His make-up—rouge, corsets, hair net and all were as feminine as heart could wish and someone tells a story that a couple of the Alton boys wanted to kiss him or her, on his or her way up from the house to the tent. Billy Pringle came on in the varicolored garb of a freebooting Dago, with an Italian accent that surely was imported. One of the funniest stunts, though, was a burlesque boxing contest, put on by George and Charley Smye, the latter in Sol Waters' sixty-five-inch vest with a few yards of padding inside and a

bristly whisker tacked to his chin to make a Dago of the Hebrew type. How many times Charlie slipped and landed on his soft, little stummick no one can say, but in the end, with a left upper-cut jab around the back of the neck he put George out of business. Jim Mundie poured coffee for all the players out of an old tin pot and then putting the spout in his mouth made a big flute out of it. Mel Tufford made a good figure as "Cupid Hazen." Bob Cowan and Ed. Nally with a black face make-up, stepped off a cakewalk in a way that would make your Aunt Liza look around some. The act closed with an exceedingly well-rendered burlesque on

have last year so a good deal of interest was manifest. After everybody had seen someone else home and had come back, after the chairs had been brought down from the tent and after the piano had been transported from Camp Kilcare on a dory drawn by hilarious human steeds, the fun began. The president and Billy Colville had a hard time keeping the boys away from those fresh country good things while waiting for the guests of honor to arrive, but by herculean efforts, threats and cajolings the thing was done.

Science Hall was set with three long tables in the form of the legs of an E, with a short table of honor across the

members of the Snack family enjoying themselves again he introduced his friend Mr. Barnet, a visitor from Ohio.

A Tribute to the Snack.

Mr. Barnet is a humorist, born and bred, and he threw out joke after joke that set the audience agoing. Speaking seriously, though, he paid a fitting tribute to the pleasant relations evidently existing between Canadian commercial men, stating that such a gathering as the Snack would be impossible in Ohio, where the salesmen would only stay away to steal each others' good customers and to play poker. The spirit of friendliness shown, he said, was a good index to the healthy conditions of Canadian commercial life.

Next three of the travelers, who trotted round the world on the News treat, were called for. Valentine Wells, of Brantford, told of how he was enjoying the Snack and Will Reilly did his part in a Scotch song where he rolled the r's so loud the hall rattled. Billy Colville was the third member of the trio but his turn came later.

Some Humorous Asides.

With interpolations of song and story things were going famously, though interruptions of various kinds came from outside where some choice and impatient spirits were preparing, seemingly for the grand awakening, with horns and drums. Every once in a while, too, the fire bell would tinkle. The first time this happened Billy Algie, jr., who was standing near the door, forgot for the nonce what was going on in town and made a jump for outside. When he got to the door he remembered. Things went along pretty steadily, however, in spite of all.

"Bay" Hill was called on to propose a toast to the assisting artists. His reference to the artists wasn't long, but he got started on one of his original and inimitable after-dinner speeches, this time bemoaning the growth of the "hand-me-down" foods, citing a list of grievances which would make a man's hair fall out (Bay's thatch is still pretty thick) and blaming the grocers for wrecking happy homes, all of which aroused bursts of enthusiasm. E. R. Bowles and Will J. White, both honorary members of the club, responded in behalf of the artists.

"Now, gentlemen," said Mike Malone, when Bay Hill got down, "charge your glasses and drink to the health of the past presidents." Mike would insist on having those glasses "charged," though to tell the truth there was mighty little by this time to charge them with. Anyway, the toast was honored most heartily and Billy Colville, Jim Hooper and John Charles each gave a few words in reply. John Charles made a cracking fine speech, giving President Malone some well-deserved eulogy for his work and stimulating the boys to better effort generally. Bob Keyes, another past president, was also called on, but had disappeared somewhere and couldn't be found. Then



A BIT OF THE PROCESSION.

The Travelers in Their Uniform in the Background.

the "Choral From Attila," by Messrs. Eckstein, Mundie and Pringle.

This, with a heartily-sung "God Save the King," closed the first part of the evening's doings.

Pyrotechnics in Reality.

Things are never done by halves at this celebration, however. After the concert from a point on the hill just above the cyclone cellar a fusilade of rockets was fired off which burst just above the mill pond and threw a sort of rejoicing light on the Algie homestead and in spots lighted the townspeople homeward.

Next Was the Banquet.

The next order of business, or rather pleasure, for the evening was the banquet. This was something they didn't

top. The centre table was filled with ladies, old, young and younger. At the table of honor were the artists who took part in the evening's programme, the officers of the club and a few friends and around the others the travelers and visitors filled in in the friendly manner which characterized the whole affair.

No, the banquet wasn't at all formal. From Mike Malone's grace, which no one was ready for, down to the last spasm of gratitude to the ladies, everything was free and easy, though once or twice a feeling of pathos crept in which only served to lend variety.

As a matter of course the first person at the table of honor was Wm. Algie, and, naturally, he was called on to reply to the first toast, "The Drummers' Snack Club." After a brief expression of the pleasure it gave him to see the

Jack Wildfong made a characteristic little speech and got down to the table to pound it in illustration of a funny story which brought out evidences of his German extraction.

At this point President Malone handed over the toast list to Billy Colville, who proceeded to get it over with in his usual energetic way.

Honors for the Press.

He referred very kindly to the press, mentioning particularly The Canadian Grocer, and said that undoubtedly the papers had done a good deal to remedy the travelers' problems. The toast was responded to by E. J. Moore, MacLean Trade Papers; W. Hobbes, Toronto News; W. Hull, Erin Advocate; and W. J. McGuire, Orangeville Banner.

The Last to the Ladies.

As usual, the last toast was to the ladies. This was drunk heartily enough but the toast master had a big time in getting anybody to give a really capable reply. Harry Coffin, Harry Eckstein and Billy Meen all tried their hand, but it remained for Mr. Barnet to put on the climax with the following: To their sweetness we give love, to their beauty admiration, and to their Merry Widows—the whole sidewalk.

Robt. Algie, the hard-working home secretary, spoke seriously and appreciatively of the pleasure it was for him to work for the Snack. "I believe there is good stuff in every man," he said. "It only remains to find it out and this is one of the ways of doing it."

The Midnight Jamboree.

This, with a hearty "God Save the King," closed the official proceedings of the evening at about 2.48 a.m. Then the real fun commenced. The midnight serenade is one of the real features of the Snack. The visiting travelers, old and young, for once in the year, dropped their dignity in the street and did the very thing they would lick their boys for—if they had 'em—paraded the town from "Wm.'s" to "Robt.'s," and from one end to the other, calling at the principal houses, paying particular attention to the ministerial residences as well as to the cyclone cellar, singing, shouting, beating the band's big drum, ringing the fire alarm, etc., etc., etc., while the populace took it all calmly and even seemed to enjoy it. About 4 a.m. the biggest part of the band of revellers had tired themselves out and quietness reigned, to last for a few hours at least.

The people of Alton are certainly strong examples of hospitality. They give their rooms up to the visiting drummers and leave their doors open for any chance visitor who perchance has not found a bunk elsewhere.

Getting Back to Business.

Active operations opened again about 10.30 a.m. next morning, when the members of the club, full of good country breakfasts and showing no evidences of

the evening's jamboree except a more friendly feeling toward their brethren and the world generally, met in Science Hall to pass the business of the year and to elect the new officers.

The routine business was run through with all facility the reports showing a good substantial balance on the club's books and affairs generally in a thoroughly satisfactory condition.

Several telegrams were read from enthusiastic members who were mighty sorry they were not able to be present and the meeting proceeded to the election of officers.

The New Officers.

This went forward very smoothly. For president, Bob Asher was named and was at once unanimously elected with very flattering comments. Bob has been one of the hardest workers and most faithful workers of the club, and the honors are well deserved. In his inaugural address Bob said he would rather be at the head of the club than be president of the United States. With the executive elected he was sure the Snack would show improvement again next year. "Bay" Hill, who has always worked like a Canadian beaver for the success of the Hamilton end of the club, was unanimously placed in the vice-president's chair. In the same way Jack Wildfong was elected Toronto secretary and Geo. Smye the Hamilton secretary. The office of home secretary and treasurer went as usual. "That's a life job for Bob Algie," say the boys. And they're right for no one could and would do the work half so well.

The executive committee for Hamilton is composed as follows: Geo. Peen, Mel. Tufford, Chas. Smye, P. Smith, Harry Eckstein, Avery Smith, W. Dore, H. S. Welch, W. Mills, J. Wilkinson, C. Kirkpatrick and B. Arthurs.

The Toronto executive is made up of G. F. Campbell, Walter Scott, C. C. Weese, P. McIntosh, W. Meen, Tom Goucester, Will Whyte, W. G. Riley, Donald McGregor, C. Silver, E. R. Bowles.

Proceeding again to general business it was decided that a letter of condolence should be sent to Mrs. Ritchie, of Orangeville, whose late husband was one of the club's most esteemed members.

The following gentlemen were named as honorary members: W. G. Reilly, W. Pringle, Roland Roberts, J. B. Mundie, E. J. Moore, W. Hobbes and W. J. McGuire.

Nibbles From the Snack.

Wonder how the ministers liked the serenading? They certainly got it good and heavy.

The "cyclone cellar" was at its best on Friday night. Next day the attendance dwindled off some.

One didn't see all the good-byes that took place. They weren't all said at the station, by any means.

Did you notice, though, how few small boys there seemed to be in Alton. Seems to run the other way.

Which were the happiest, the travelers with their wives or those without 'em? There's a problem for you.

Jack Wildfong carried off the prize for selling the largest number of buttons with a record of fifty. Bob Asher was next.

Everybody who said it was his first Snack said it wouldn't be his last. That's the way it seems to affect them all.

What a jolly, carefree lot of boys they were. Never a thought of opposition or cutting prices or stealing sample rooms.

How many wanted to do like the small boys and take a dip in the mill pond? Put on some swimming contests next year, Mr. President.

The refreshment tent on the grounds was a Mecca for many a thirsty youngster during the afternoon. It helped, too, to keep the sun off the baby show.

Those Hamilton boys can certainly sing. To hear them on the street at 4 a.m. one would think a bunch of choir boys from Westminster Abbey had broken loose.

The way the Alton people let you wander through their houses after midnight is a wonder and is a mighty strong tribute to the behavior of the visitors in former years.

"Laugh and grow fat" seems to be effective with a good many of the club men. With John Charles, Sol Waters, Mel Tufford, Bob Keyes, C. A. Weese and a number of other 200 pounders the recipe seems to work famously.

The hearty thanks of the press representatives are due to Billy Colville and the officers generally for a warm reception and mighty kind attention. Usually its a case of look out for yourself, but things were vastly different in Alton. Take 'em, Billy.

Train time found just as big a crowd at the station as had been there the evening before, but oh how much had happened since. It wasn't a bit peculiar either, that everybody seemed to be on considerably better terms than at the arrival twenty-four hours before. With a host of good-byes and farewell songs the train pulled out, and the Drummers' Snack of 1908 was over.

The Calgary City Council has accepted the tender of John Gunn & Son, Winnipeg, for work on a gravity waterworks system, one of the greatest improvements ever attempted in the city. The tender was \$156,195, which includes work on the pipe line and excavations complete from intake to reservoir, a distance of over 10½ miles. The lowest tender was that of F. F. Fry, of Moose Jaw, at \$153,360. The next highest was that of the Redwood Manufacturing Company, of San Francisco, at \$172,000. The cost estimated by Consulting Engineer Mitchell, was \$204,000.

HARDWARE^A METAL^D

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STOVE DISPLAYS AT EXHIBITION.

The proposal made by Hardware and Metal a fortnight ago that stove manufacturers take action towards securing the erection of a larger stove building at the Toronto Exhibition, has met with general favor, only one stove founder so far having expressed satisfaction with the existing arrangements.

Hardware and Metal concurs in its previously expressed opinion that the more representative the exhibit of heating goods is made and the larger the number of stove manufacturers exhibiting, the more interesting the exhibit will be to the public and the stove dealers who visit the Exhibition. Increased interest in the displays will make the show more profitable also to the exhibitors as well as to the Exhibition itself.

The Walker Steel Range Co., Grimsby, and the Harriston Stove Co., Harriston, who have been in the habit of exhibiting, have not been able to secure space this year, while the Down Draft Furnace Company, Galt, and the McClary Manufacturing Company, London, and at least two other concerns wanted to exhibit this year and will not be able to.

With half a dozen exhibitors crowded out this year and with the stove displays increasing in popularity every year, the

Industrial Exhibition directors and the civic authorities should not hesitate to provide a new building or enlarge the space available in the present structure. If this is done space would be available to any foundryman desiring to exhibit the process of manufacturing stoves. It is certain that the improved methods of heating and cooking should be brought before the public to its best advantage and under existing conditions this cannot be done. The lighting arrangements of the present building might also be criticised as to properly display the nickel and iron work, prism lights would be much preferable to the present back lights which also make difficult the securing of photographs of displays.

The subject is one which calls for united action by manufacturers who desire improved facilities for this branch of the Exhibition. It should not be allowed to be pigeon-holed until next year.

METAL MARKET CONDITIONS.

There is no mistaking the fact that just at present a strong stimulating movement is being shown in metals generally. Quotations all the way round are firmer, consumers appear much more interested in the markets, and it would seem as if the long anticipated turn of the tide had at last arrived. But it is well not to be too sanguine, or to lay too much stress upon the improvement until there can be no room for doubt. Several times since the dark days of last October have hopes of a stronger market, based on a short lived rally in the demand, been falsified by reaction. Market manipulation was confused with increasing consumption, the result being that when the speculative movement fizzled out, the weakness of the market was more apparent than ever.

In the present instance there are certainly stronger reasons why we should look more hopefully upon the situation. In the first place, industrial activity has been gradually improving for some months, money has been circulating more freely, while magnificent harvests in the States and here are soon to be, let us hope, safely garnered. In every trade the consuming demand has shown signs of increasing strength, and one cannot be considered unduly optimistic, in expecting all these facts to culminate into a great fall revival. The railroads, whose retrenchments have so adversely affected the markets, are making great preparations to deal with the grain.

Idle cars are being made ready for their coming loads, and all this activity must tend to bring the railroads back into the markets.

Metals, owing to the sensitive movement of quotations, are the first to show outward signs of improved or vice versa trade conditions. It is, therefore, only to be expected, if business is mending, that the metal markets should show signs of the improvement. Of course, with the metal barometer allowance must be made for speculation, as it is an easy matter, comparatively speaking, to bull or bear the market.

There is one good point in connection with the improvement which is now being shown in the metal situation, and that is that prices steadily improved all through July. Tin, copper and spelter all showed higher figures in the primary markets at the end of the month than they did at the commencement, while lead was exactly at the same figure. No metal, with the exception of spelter, at any time during the month fell below the opening figure. These facts, therefore, look exceedingly promising. Setting aside pure speculation, this improvement could not have been maintained without a stimulation in demand. The improvement may have been slight, but it was there all the same. The bulling movement in tin must be taken into account in considering the position of this metal, but the other markets have not been extensively manipulated.

Copper seems to be in a very strong position. Its record throughout the month has been one of steady progress, and now there is a decided stimulation in prices. Copper shares have risen, and the utmost confidence is apparently being displayed in the near future of the metal. Purchases by domestic consumers lately are said to be the heaviest during the year, and were for spot delivery, not for contract two or three months hence. All this is undoubtedly encouraging. The great point, however, is not to take an exaggerated view of the improvement. Wall Street naturally does so, hence the reports of daily sales of millions of pounds of copper, of producers' accumulations being wiped out, and of future high prices. But this, of course, is all in the game that is played in Wall Street. What is to be avoided is any undue exaggeration of the situation by the consuming public. There is every reason to believe that the metals are showing greater strength owing to a better demand, but users

THE SITUATION IN THE WEST

The Western Viewpoint, by our Special Correspondent.

must not allow the report of high prices to lead them into rash speculation. The situation looks favorable but the metals are not so staple that a slight reaction would not set them back. The demand, has not so improved that very much higher prices can obtain yet awhile. There seems a favorable chance now for the whole metal situation to move steadily ahead, but producers and consumers must combine to make that progress a natural one and not a boom for high prices.

POSTAL PROMOTIONS.

Some time ago in an article referring to the growing importance of the postal service we urged the promotion of efficient post office officials to fill the higher offices, instead of giving these, as now, as a reward for party services. Under such a system a young man who is to-day conducting a small post office in connection with a grocery, hardware or general store and doing it well, may hope to attain the position of deputy postmaster-general by a series of upward steps from the small village to the town, then the city, and thence to the inspectional and headquarters staff at Ottawa.

The last issue of the Postal Current in an editorial adopts our views and elaborates on them. This system is the best that can be followed to give us an efficient postal organization, and it is to be hoped that the Postmasters' Association will make the development of it one of their principles.

ONE PRICE STOPS HAGGLING.

There are many buyers of the class which a contributor calls "hagglers," who work the dealer for cut prices. It makes no difference how low a price the dealer names, they respond with a lower offer. They are like the man who asked the price of a certain article and thinking the storekeeper had said 50 cents, exclaimed, "Too much; I'll give you 40." "I said 15 cents," replied the storekeeper. "Oh! in that case I'll give you 10," said the haggler. Some dealers make quick advances in prices when a known haggler puts in his appearance, thus preparing themselves for the inevitable cut, but making the latter harmless. This cannot always be done, however, and the better way is to have one price and stick. When a dealer achieves a reputation as a one-price tradesman the hagglers do not try their wiles on him.

Winnipeg, Aug. 1.—From a report covering 160 points, received during the past week, the outlook as to the western harvest is good and cutting will be general from the 15th to 20th of August. Now that the wheat areas of the west are increased to 6,000,000 acres and these acres are scattered over a territory 850 miles long and 500 miles wide, it is not reasonable to suppose that absolutely ideal conditions will prevail throughout an entire season. If the weather conditions were flawless there are variations of soil, climate and cultivation to be reckoned with, so that as the wheat acreage is extended year by year the probabilities of what is known as a bumper crop over the entire area in any one season are materially lessened.

The present crop, as has been repeatedly stated, went in on a good seed bed and had a good start. Taking the country as a whole, June rains were abundant and there was sufficient warmth for steady growth, the plants stood well and there was not too much straw. Even in June, however, there were districts that reported barely enough rain for current requirement and no moisture being stored against the heat of July. July came in very hot and has continued so throughout the month. When June has been wet in the west the ideal July has a hot sun, light cool winds and heavy dew at nights. The present July has given hot rather than cool winds and there has been a marked absence of the usual heavy dew, while the atmosphere during the day time has been both hot and moist. On rich lands, and this is the land that predominates in the west, the crops have done well with the one or two light showers during the month; and have passed successfully through the blossom stage, have filled evenly and well and by the time the binders begin their work will give an excellent account of themselves in long heavy heads, without an excessive amount of straw. In fact the very crop the farmer delights to handle. There are, however, very considerable areas, especially south of the main line of the C.P.R. where the crops have suffered very materially from excessive heat and drought, where the straw is short and the heads short and uneven, thus reducing the yield very materially. Some of these sections will not go over 10 bushels to the acre. Further west in Saskatchewan there have been considerable areas hailed out either in whole or in part. The month of July has certainly divided the sheep from the goats among the farm-

ers and the badly broken, badly cultivated and weedy land has felt the strain of the hot days.

In spite of these drawbacks the country as a whole will reap a good average crop and every hour of the present weather places it further from danger in the matter of frost. The damage from smut will be much less than last year and there is no rust damage. It may be asked that if the general outcome is to be good what is the object of stating the damage? Simply that undue boosting of the crop has a tendency to depress prices at the very time when the rush of wheat is leaving the farmers' hands, and in this way the man who does the heavy work does not get the just reward of his labors. The indications are that the world will be short of wheat and there should be a steady consumptive demand for our crop at good prices, but if the British buyers run away with the idea that we are having a 125,000,000-bushel crop he will be slow to buy and offer lower prices.

The thing for the business world to grasp is that the Canadian west is within easy distance of reaping a crop that will be one of the most profitable in her history—good wheat—good demand—good prices, but not any 125,000,000 bushels.

A round-up of the wholesale trade shows the western men in good spirits but not one of them looking for a bumper crop. They state that they expect business to be good, but that country merchants have learned their lesson and are buying carefully. Wholesale houses have big stocks on hand ready to meet any later rush that may come and because last year the country merchant was obliged to square up with his local bank and is now being carried by the wholesale houses it is reasonable to expect that these houses will receive a goodly share of the money for the crop at a much earlier period than usual. The retailer has done largely a cash business for the past ten months.

It is not anticipated by either the railways or by men in trade that there is going to be any congestion of freight of a serious character from a heavy western rush near the close of navigation. Wholesale houses report that manufacturers have been sending goods forward steadily and that this year the manufacturers have been seeking orders where a year ago they refused to accept them except at seven and eight months time to fill them. On the whole, western freight has been light for the season and the boats have got what freight was coming through quickly and it has arrived at destination and already a very large amount of the goods that usually do not arrive until September have passed into stock.

To sum up the views of the wholesale men, we are doing a fair business now, we expect an excellent business as soon as the crop moves and we expect an even greater volume of business, especially in dry goods lines next spring. It is a good average crop and will bring a lot of money, but it is not a bumper and we are not looking for it.—H.

Hardware and Metal Markets

(For detailed prices see Current Market Quotations, page 68.)

MARKETS IN BRIEF.

Montreal.

Copper—Advance of 50c.
Tin—Very firm.
Spelter—Advance of 25c.
Lead—Firm.
Iron—Unchanged.

Toronto.

Copper—Advance of 50c.
Lead—Increase of 10c.
Tin—Higher—\$33 to \$35.
Spelter—Firm.
Turpentine—Irrregular.
Linseed Oil—No change.

MONTREAL HARDWARE MARKETS

Montreal, August 7.—Although trade has picked up again, things are naturally on the dull side. Summer lines are now practically dead, and on the other hand the fall lines have not yet commenced to go out in any great quantity. Some of the travelers have started on their fall campaign, but many are still taking their vacation, so that at present there is little stimulation to business. Reports from the East and Northwest continue to present conditions in the most favorable light, and the general opinion held for some time that the fall prospects will be good, seems to be confirmed day by day.

Fair orders are going out for apple parers, apple nippers, corn hooks, guns and ammunition for immediate delivery, while future delivery booking for lanterns, cow ties, horse blankets, skates, and sleigh bells, should soon commence to come in freely. Prices are reported firm, and there should be nothing to detract from a fine trading season. The consuming demand in all industries has shown stimulation, and there is no doubt that the agricultural community when they see their grain safely harvested, will be ready buyers. Dealers should order so that they can take full advantage of the trading that is likely to be offered in the fall. The exodus from the country has not yet commenced, and will not for a few weeks, so that trade is inclined to be quiet locally. Household utensils are moving slowly, but there will be a good call when the summer is over.

Taking everything into consideration, prospects seem very favorable, and manufacturers, jobbers and dealers seem to be awaiting the fall campaign with quiet confidence.

Builders' Hardware—Business is on the quiet side, as the building trade, like other trades, is now suffering from the between-seasons dullness. Prospects for the fall continue favorable, and there should be a good demand for hardware all the way through. Lock sets, escutcheons, sash lifts, bolts, push plates and butts continue to move.

Harvest Tools—The demand is now quiet, dealers being well sorted up. Binder twine is going well, but there is no other special feature to note. With such

good harvests the dealer should be able to clear out his lines of tools.

Sporting Goods—Hunting and shooting accessories, such as guns, shot, powder, wads, primers, hunting knives and axes, as well as hunting clothes, are commencing to move. Summer lines are now practically dead, although camp enamelware is still moving steadily.

Preserving Goods—Apple parers, fruit presses, and kettles are moving well. Much preserving will be done now by those who have been away the earlier part of the summer.

Railroad Supplies—Hammers, shovels, picks and blasting powder are moving steadily. Some of the construction camps have been retarded by the difficulty of obtaining men, which is a somewhat singular fact considering the number of unemployed about. Probably the work is considered too arduous by a great many. It is facts like these which help to keep back the trade that should be coming to the dealer.

Bolts and Nuts—The demand continues fair for bolts and nuts. Nails have been somewhat stimulated lately and a good fall trade is anticipated. Prices are unchanged.

Enamelware—The improvement noted last week is being continued, and orders from the Northwest are of good bulk, with stocks on the light side, the fall demand should be a strong one. In the east, camp enamelware and preserving kettles continue to move.

Fall Lines—Fall lines, such as lanterns, cow ties, horse blankets, and halters are commencing to move a little, but it is too early to expect much of a demand. Lumberman's tools should also be moving shortly.

Screws — The demand maintains strength at: 85 and 10 off for flat head, bright; 80 and 10 off for round head, bright; 75 and 10 for flat head, brass, and 70 and 10 for round head, brass.

TORONTO HARDWARE MARKETS.

Toronto, August 7.—A between-season dullness prevails, although much sorting is being done and booking in fall and winter goods is increasing. Most of the travelers who have been holidaying are back on the road and an accumulation of orders is helping to keep the shipping staffs busy. Goods that are going out include builders' hardware and supplies, mechanics' tools, and such general lines as kitchen enamelware, apple parers, fruit presses and farm tools.

Prices generally are steady, with no sensational changes to report. Crop reports are satisfactory and hope for a revival within the next few weeks is constantly being expressed. Metal markets are strengthening and many manufacturing plants are reopening, so there is good ground for the development of a better feeling. Wants which have gone unsatisfied for many months will be supplied and retailers seem bound to feel an increased trade all through the fall and winter. In the larger cities the coming

winter may be hard on unemployed workers experiencing want owing to the slump in building in the early part of the summer. Permits in Toronto, however, now compare favorably with 1907, and this increase in activity, together with good times on the farms, will help to carry willing workers over the winter.

Builders' Hardware—In Toronto the value of building permits is now as great as last year, and buying from outside points indicate that activity is increasing everywhere. A good volume of trade is doing in door sets, locks, etc., as well as in cement, roofing paper and other supplies. Mechanics' tools also are selling well.

Kitchen Utensils—The preserving season is responsible for a good trade in fruit presses, kettles and jars, while apple parers and slicers, fruit presses, etc., are also in demand. Those who have returned from holidaying trips are the chief buyers. Lamp goods, such as spiders, oil stoves, enameled table ware, etc., are still in fair demand.

Summer Goods—There is still an occasional call for lawn goods, freezers, etc., but the bulk of this trade has been done and sorting is limited.

Fall Goods—Horse blankets, halters, lanterns and similar lines are being inquired for in increasing quantities. Axes and lumbermen's supplies are included.

Sporting Goods—Booking orders are increasing for guns, skates, sleds, etc., as many dealers neglected to cover their requirements in the spring. Fishing tackle is still a good seller.

Binder Twine—Deliveries of twine have been very heavy and harvesting is now general. In some districts the demand for twine will more than equal the supply on hand and repeat orders will be necessary.

Heavy Goods—Prices are unchanged on bolts and nuts as well as screws and nails. A seasonable demand is noted with an increasing call for nails, owing to the progress made in construction work.

MONTREAL METAL MARKETS.

Montreal, August 7.—There is again a decidedly firmer tone to the local situation, not only on account of the strengthening of the primary markets, but on account of better business. Merchants generally seem very satisfied with the way trade is shaping, and with indications on every side that consumers are getting closer to the market, the situation has become much brighter. Presuming that this improvement is steadily maintained—and there is no reason why it should not be—until the grain is moving, a fine fall metal trade should be assured, with all metals showing a stability that has been lacking since October. The only danger is that of a sudden boom to high figures before conditions warrant such increases. In

that case a reaction would throw back the stability of the markets below the point now reached after many months of hard struggling. So long as the demand comes along steadily, and consumers do not unduly speculate, the prospects are full of promise.

The heavy buying of tin has been continued in the English market, with the result that high figures have prevailed, although the market has now become weaker again. The situation is full of danger. The demand in England, and in the States does not at present warrant such a bulling movement, and a reaction is almost certain. A slight scarcity of spot tin in New York helped the bulls somewhat, but with the announcement that many tin plate mills in the States are silent again, the metal cannot be very confidently regarded. Some good-sized orders have gone through, but it is in the jobbing demand where the improvement is most desired. According to statistics, the output of tin from the Malay States was some 2,011 tons heavier during the first three months of this year than in 1907. Considering the dullness of the demand this is a matter that must not be forgotten when the situation of tin is considered, even though the high price at which the Banca sale went last week, would not, on the face of it, show any fear as to over-supplies.

Undoubtedly copper is in a much firmer position than tin. Prices in New York have been steadily strengthening until casting copper from around 12.65 is now 13 to 13.10. Copper shares have also risen strongly, although too much stress must not be laid upon this. Still it shows that copper is regarded more favorably, but the reports going round that the metal will shortly reach 14c must be taken with a large grain of salt. There is no doubt that domestic consumers are buying more freely, and for spot delivery as well. Still an exaggerated view should not be taken of the situation. The demand is not of such a character that prices can advance too rapidly. If the market gets ahead of conditions there is bound to be a reaction.

Iron—The iron situation has not changed much since last week. In the States there is undoubtedly a better feeling all the way round. Nervousness as to further cutting has largely disappeared, and the opinion seems to be that business will move along steadily now, not without occasional ups and downs, but with a strengthening tendency all the time. The Old Country markets are maintaining strength and good business is being done. Locally trade is about the same at the unchanged prices of: Middlesboro No. 3, \$18; Summerlee No. 2, \$20 for carload lots, shaded 25c for 100 tons or over.

Tin—Tin locally, is unchanged, although higher prices have been ruling in the primary markets. Still the speculative figures obtaining in the English market are not to be depended upon. As it is, tin since the bank holiday has been declining again. Fair business has been done locally, and we continue to quote tin at \$32.50.

Copper—Copper is in a stronger position, both in the English and New York markets, the former showing a decided jump. There is no doubt that a much more rosy view has been taken of copper in the last week or so. The demand has been stimulated, and the confidence

displayed so long by holders in declining to sell at cut prices, has undoubtedly helped forward the strengthening movement. Purchases in New York in the last few days have been declared to be the heaviest of the year, and this, combined with the rise in copper shares, has made the leading copper interest very confident. A too rosy view must not be taken of the situation, however. Undoubtedly there is good improvement, but any strong bulling movement founded upon an exaggerated idea of this improvement would be fatal to the stability of the metal. The production of copper is still going ahead. The Granby mines, for instance, continue to ship over 3,000 tons of ore a day, having sent 21,744 tons to the mill in one week in July. In the first seven months of this year, Granby has shipped approximately as much ore as in the entire twelve months of 1907. Considering the progress of copper production in Canada, it is especially unfortunate that the Fernie fire should have caused such destruction. With the crippling of the coal industry of the region, the copper mining of the neighboring Rossland and Boundary copper regions will be greatly handicapped. There are here four big smelters which depend upon the Crow's Nest mines for their supply of coal and coke. This will now be cut off, and the effect on the copper industry must necessarily be serious. Locally good trade is being done, and with the stronger prices in the primary markets, copper has been marked up $\frac{1}{2}$ c, and we now quote 14 $\frac{1}{2}$ c.

Spelter—Spelter has been showing signs of much greater strength now that the heavy stocks are gradually clearing under a better demand. The St. Louis market is much stronger, while the English market, although a fluctuating one, is really in a better position. With a steady demand locally, prices have been advanced 25c, and we now quote spelter \$5.25.

Lead—Lead likewise has been showing steady improvement, the price in the English market ranging well over the 13 mark. The demand locally is better, but there is no change in quotations, and we still quote \$3.60 for imported pig.

Old Metals—With the increase in the metal market, scrap is certainly to be advanced. At present, however, we still quote: Heavy copper and wire, 10 $\frac{1}{2}$ c; light copper, 9c; heavy red brass, 9 $\frac{1}{2}$ c; heavy lead, 2 $\frac{1}{2}$ c; wrought iron, \$11; No. 1 cast, \$12; No. 2 cast, \$9.

TORONTO METAL MARKETS.

Toronto, August 7.—Buying is now the order of the day and it looks likely that some jobbers will be caught with short stocks. All metals are firming up and tin, copper and lead have advanced, with a likelihood that spelter will also. Iron is slowly improving, but not at all to the same extent as are the other metals. Canadian inquiry is of more importance to the steel industry than it was some time ago, and Grand Trunk Pacific business is being looked to by the larger United States interests. It is more than likely that the concerns south of the boundary will figure largely in the tenders for rails called by the National Transcontinental Commission.

Pig Iron—Quiet is this one line among the metals, at least, so far as the local situation is concerned. The United States reports a slightly better feeling.

Hardly any contracts for futures are being made, or if made, the news is kept dark. Pig and foundry iron are quiet, but Bessemer shows a little life. A hopeful view is held out to the trade that things will be much better in the fall, and certainly if inquiries count for anything, signs point that way. The fly in the ointment is the coal miners' strike in the south, which has already delayed the blowing in of some blast furnaces. Coupled with this is the Detroit rumor that lake ore trade is stagnant, which means a check for some of the northern furnaces. However, the larger centres report a gradual improvement in business at firm prices. Local quotations remain at \$18.75 for No. 2, Canadian Foundry, and \$20.25 for Middlesboro No. 3, Summerlee No. 2 and Cleveland No. 1.

Tin—A very active local market at higher prices prevails, quotations running all the way from \$33 to \$35. Judging from the demand some jobbers are likely to be caught short. The bottom has been reached in the estimation of both buyers and sellers, and a firmer tone prevails in consequence. Both London and New York report good business and all round a steadier feeling is noted.

Copper—Active and rapidly rising. Quotations are now 14 $\frac{1}{2}$ c to 14 $\frac{3}{4}$ c. Good business is being done all along the line and brass manufacturers are listening again to the hum of machinery. Primary markets report everything lovely. Europe is again taking large stocks, although some authorities say that continent is buying because of the present low prices and is simply stocking it up. Certainly England, France and Germany are buying largely and so far this year have taken 40,000 tons more than they did during the same period last year.

Lead—Like the other metals, lead is going up. At present a very active demand exists and at a quotation 10c higher than last week. The lowest price at which this metal can be had is \$3.75. Buyers evidently expect it to go higher.

Spelter—Though unchanged in price from last week, remaining at \$5.10, good business is being done.

Plates and Sheets—As was to be expected, prices remain at last quotations. There is, however, a definite improvement, there being better buying of a sound character. In the United States, too, an improvement is noted. The American Sheet and Tin Plate Co. is now operating 86 mills, an increase of 7 per cent, over the past several weeks. The Republic Company, too, has started its mill. The Carnegie Steel Co. is increasing the number of its rolling mills and the National Tube Co. has added two more stacks.

Old Materials—Although prices remain the same as last week, it is simply to induce buying. Old copper and old brass are firmer, sympathetically with ingot copper, but stocks are pretty large and buyers are none too frequent. These lines are likely to go up during the week. Chicago and New York continue to show activity among old materials. Quotations are as follows: Heavy copper and wire are 11c; light copper, 9 $\frac{1}{2}$ c; heavy red brass, 10c; heavy yellow brass, 8 $\frac{1}{2}$ c; light brass, 6c; heavy lead, 2 $\frac{1}{2}$ c; zinc, 3c; No. 1 wrought iron, \$9; stove iron, \$10.50; machinery cast iron, \$14; rubber, 6 $\frac{1}{2}$ c.

Trade News From Atlantic to Pacific

Hardware Merchants, Travelers and Clerks Are Invited to Forward News for Publication and Express Their Views on Topics Discussed by Other Correspondents.

Maritime Provinces

Enterprise Foundry at Sackville Destroyed by Fire—Woodworking Factory Being Rebuilt at Campbellton—New Steamship Line to Cuba—Sydney Firms Secure Large Roofing Paper and Electrical Equipment Orders.

ST. JOHN.

August 4.—A destructive fire occurred at Sackville, N.B., on the morning of July 30, when the Enterprise Foundry plant, owned by Emerson & Fisher, of St. John, was completely destroyed. The plant consisted of a large warehouse and office building, mill room, pattern shop, molding shop, fitting shop, new power house and foundry. All were destroyed, together with all the patterns and other valuable equipment. W. S. Fisher, one of the owners, was in Sackville at the time, and he attributes the origin of the fire to lightning. The loss of the Enterprise Foundry will be a severe blow. With the exception of the Fawcett Foundry, it was the largest industry in Sackville. It was acquired by Emerson & Fisher about twenty years ago, being operated previous to that time by A. Cogswell & Co., as the Colonial Foundry. The fire came at a particularly bad time, as the company had their stock all made up for the fall trade, and the loss will be very heavy, one estimate placing it at \$100,000, while the insurance is but \$52,000. The foundry was running on full time, and between ninety and one hundred men were employed. The private papers in the office were saved, but beyond that everything was lost. It is not yet known whether the company will rebuild at Sackville or St. John.

The Intercolonial Hotel, near the foundry, was also destroyed, as were several barns and the old I.C.R. station. The hotel was insured for \$3,000.

Among the firms who will have exhibits in the St. John Exhibition, Sept. 12 to 20, are the following: R. H. Smith & Co., St. Catharines, Ont., saw manufacturers; Darling Bros. & Co., Montreal, machinery and engineering; Canadian Fairbanks Co.; Dunlop Tire & Rubber Co., Toronto; Dominion Carriage Co., Montreal; Canadian Rubber Co.; James Pender & Co., St. John, nail manufacturers, and T. S. Simms & Co., St. John, manufacturers of brushes.

A new high school, which has been under construction at Sussex, N.B., will be formally opened on Labor Day, Sept. 7. The building is of stone and brick, and cost upwards of \$50,000.

H. M. Davy, of the Public Works Department, Ottawa, is in the city to make borings at Courtney Bay to ascertain the formation of the bottom looking forward to the building of shipping facilities for the Grand Trunk Pacific.

Tenders are being called for by the Provincial Government for bridges at St. Jacques, Madawaska County, and Havelock, Kings County. Hon. John Morrisey, Commissioner of Public Works, is now making an inspection of the bridges and wharves in Kings County, and he reports that many improvements and repairs will be needed.

A new schedule of fire insurance rates went into effect in Fredericton on Aug. 1. The new rates take off the extra 15 cents, which was placed on commercial property some time ago, and make other reductions.

A new line of steamers is now being operated between St. John, Boston and Havana, and the first steamer, the Talisman, which left here on Saturday last, took away a good cargo. It is probable the steamer will sail direct from Havana to St. John in future. W. E. H.

NEWCASTLE.

August 3.—The corner-stone of the new Masonic Hall was laid in Campbellton on August 4.

P. L. Dupuis, of Richibucto, has accepted a position with the Shives Lumber Co.

On July 30, J. & D. A. Harquail commenced to rebuild their woodworking factory, recently burned in Campbellton. The town refused exemption from taxation, but the company will remain.

H. H. S.

HALIFAX.

August 1.—The hardware business for the month just closed was unusually good. Many of the jobbers are now taking advantage of the low price of rope, and are placing orders for spring delivery. Best manila lobster rope is now quoted at 11c per pound base, one-half cent extra for 12-thread, and one cent for six to nine-thread. Some slight changes have also been made in the price of steel products.

W. A. McKay & Co., of Sydney, electrical contractors, have secured a contract with the Newfoundland Government for the electrical installation in connection with the museum at St. John's, Nfld. They have also made a contract with the Canadian Government for the electrical work in connection with the Government's new building at Shelburne, N.S.

C. C. Starr, of Halifax, representing the Canadian Westinghouse Company, was in Sydney on business this week.

James A. Anderson, of Bonnybridge, Scotland, representing I. G. Stein & Co., Limited, is in Sydney in the interests of his firm. The Stein Company are manufacturers of fire brick of a very superior quality, and Mr. Anderson has succeeded in placing a large order with the Dominion Iron & Steel Company.

The firm of Perry & Thorn, electrical contractors, of Moncton, has been dissolved, Mr. Thorne retiring. F. G. Perry has been taken into partnership, and the firm hereafter will be known as Perry Bros.

A. O. Saunderson, manager of the Saunderson Manufacturing Company, of Sydney, was in Moncton this week. The company manufactures tarred roofing and building papers, and business is most satisfactory. Their products are coming into general favor throughout the Maritime Provinces. One of the firm's largest orders was for roofing papers used on the I.C.R. shops in Moncton. The firm also does a large and growing business with Newfoundland. Although the business has been established at Sydney, only three years, it is already one of the important industries of the Iron City.

The gold mining areas at Wine Harbor, known as the property of the Hall Syndicate, have been sold by order of the Supreme Court of Nova Scotia for \$22,500. The purchasers were D. Johnson, E. Aretolus and E. Owen James, of Manchester, Eng. The new purchasers will likely develop the property on an extensive scale.

Work is being rushed on the Government Technical College. The McNeil Company, of New Glasgow, N.S., are supplying all the structural steel for the new building. J. H.

Quebec

Steamship Company Offers Inducements to Firms Desirous of Developing Trade With South Africa—Automobile Window Display Made by Montreal Firm.

MONTREAL.

August 7.—The possibilities of Canadian export trade in South Africa are being freely dilated upon by Captain J. W. C. Martyr, chief South African agent of the Elder-Dempster Steamship Company, who is now on a visit to Montreal with a view to promoting commercial relations between the two countries. Captain Martyr says that South African merchants would much prefer to handle the lines of Canadian manufacturers, but the latter do not appear to realize this, or if they do, are not taking advantage of the fact, and

are allowing United States firms to capture all the trade. Canadian firms have every advantage over the United States ones. The South African tariff gives them a preference of 3 per cent., while the freight rates are in every case below those from the States to South Africa. The Elder-Dempster line is willing to do everything to promote business. They will give free transportation to any bona fide Canadian traveler and his samples to South Africa, and will permit of his use of the ship as a sample room to which he can invite different merchants of the ports visited. Here is undoubtedly an opportunity for hardware manufacturers, especially in many of those lines which are made as well, and in some cases more cheaply in Canada than in the United States.

How admirably an automobile can be built up of hardware articles is shown by the E. Cavanagh Co., of Notre Dame, whose window is attracting a great deal of attention. The car they show almost looks as if it would go, and the designer must be congratulated upon the realistic effect produced. The wheels of the machine are made of split pulleys, the platform is of wood, strap hinges are used for springs, wood poles for shafts, and a grind-stone for the fly wheel. A boiler admirably represents the engine, with wash boards for the front, and brass tubing doing splendidly for connections. With two high back sinks for seats, and pokers for brake handles, the whole car looks quite workmanlike. Other articles are used in the model, but the principal ones we have here given. Using everyday articles to construct some novel design of this kind is exceedingly good advertising, and retail merchants would not find their time wasted in paying more attention than they do to this line of window display. Undoubtedly it is a relief from the stereotyped form of dressing, and draws general attention to the store.

Ontario Items

Peterboro Secures New Industry—New Store Opened at London—Creditable Record of Dundas Industry—Wallaceburg to Have Natural Gas.

PETERBORO.

August 5.—The Peterboro Lubricator Manufacturing Co. has acquired as its factory the present furniture factory in East City, managed and owned by Thomas W. Oke. The latter has found that the present premises are inadequate and is erecting a new building. The Lubricator Manufacturing Co. will manufacture the "Philadelphia" Grease Cup. Besides the purchase of the factory they have also bought the line shafting and electric motor, so that operations on a small scale are expected to begin within the coming few weeks. An application will be made to the city council for a small bonus and a fixed assessment.

J. J. Turner, sr., left on August 5 for a pleasure trip to England. Mr. Turner is the senior member of the firm of J. J. Turner & Sons and when he

completes his journey he will have made 21 round trips across the Atlantic.

The contract for the new Peterboro curling ring has been let to the Baptie Bros., of Lakefield. The construction will be rushed in order that the building will be completed by winter.

The contract for the erection of a wire fence around the Hilliard farm, which is the property of the city, has been awarded to M. Archer, of Smith township.

B. T. H.

HAMILTON.

August 4.—W. A. Edwards, architect, has taken out a permit for the erection of a Sunday school for St. Giles church to cost \$6,000. Tenders for the work are being applied for.

While painting a smoke stack at the east end plant of the Hamilton Steel and Iron Company last week Norman S. Easter, a painter, 20 years of age, was killed by the tackle which supported his chair, slipping. He fell 150 feet.

The Canadian Westinghouse Company, of this city, has been awarded the contract for supplying the pumps for the civic waterworks at Niagara Falls, Ont. The pumps will cost \$6,250.

James W. Keagey, architect, has prepared plans for the erection of an Aged Woman's home at Dundas.

For twenty-one years the John Bertram & Sons' Company, of Dundas, has never shut down its works or run on short time because of the scarcity of contracts to keep every wheel turning in their large factory. This is a record that any company may well be proud of, considering the number of financial panics that have swept over Canada and the United States during these years. The Bertram Company is the most important industry in Dundas, and when working on full time and full force gives employment to about 400 men, a majority of whom are skilled mechanics. The stoppage of the pay roll for even a month would be seriously felt in a small community like Dundas, and when the depression of last October swept over this country it struck Dundas, as it did all other manufacturing towns. For the past six months the company has been compelled to make quite a cut in its daily force, but in order to keep the men together, the majority of whom have homes and families in Dundas, the work was so divided that each man got his share. There were orders enough ahead to keep the plant going, but the firms in want of the machinery manufactured by the Bertram Company had to postpone delivery till such times as money began to creep out of its hiding places. However, there is a more cheerful outlook for Dundas and Hamilton and every manufacturing centre as the dark clouds are rolling past.

The Hamilton Bridge Company has secured the contract for the new bridge over the North Saskatchewan river for the Prince Albert to Edmonton extension of the Canadian Northern Railway.

D. L.

LONDON.

Aug. 4.—Hardware travellers are on their holidays and for a couple of weeks will leave the retailers severely alone.

McClary's travellers are all in at headquarters this week, holding con-

ventions at which papers dealing with matters pertaining to the business are read and discussed.

W. B. Gillespie & Co. have opened out in the hardware line in the Hiscox block, Dundas street. The store is specially well stocked and the new firm should do well.

The senior member of the McMurtry Hardware Company is an ardent advocate of all merchants organizing into one association. The grocer, the dry goods man, the hardware dealer and the rest of them might, he says, have separate organizations, but if all were amalgamated for the general mercantile interest he believes much good would result. He points out numerous instances wherein all branches of trade would benefit by such organization, there being a community of interests throughout. At present the local hardware men have no organization. They should, Mr. McMurtrie says, get together at once, and if all other lines of trade did likewise, a central body with which all could affiliate and to which all could send representatives, could be formed.—F. T. Y.

CHATHAM.

Aug. 4.—Things are rather quiet in hardware this week. This is largely due to the hot weather, and to the fact that the farmers in the surrounding country are too busy reaping the bountiful harvest to come to town. When the harvest is over, then business will liven up.

The liveliest thing in hardware just now is the hardware clerks' baseball team. A punster in the trade, in touching allusion to his favorite paper, just now referred to the baseball boys as "all hardware and mettle." Last evening they added another to their unbroken series of victories by trimming the shoe clerks to the tune of 17 to 5, and on Friday evening they are scheduled to butcher the butchers. The personnel of the glory-winning team is as follows:—

John Brooks (Stephens & Douglas) c.; Pat. Brady (Campbell & Crump) p.; Ed. Wanless (J. C. Wanless) 1st; Jules Perrott (Stephens & Douglas) 2nd; Sep. Poole (J. C. Wanless) s.s.; Edgar Cunningham (P. Cunningham) 3rd; Jim Milner (T. W. N. Clements) i.f.; Cliff. Taylor (Westman's) c.f.; H. Shillington (J. C. Wanless) r.f. Jules Perrott, captain. Sep. Poole, manager.

During the past few weeks similar teams have been formed among the store clerks in the various branches of trade, but the hardware boys have come decidedly to the front. The trade baseball team ought to help a lot to promote that feeling of mutual interest which goes so much to benefit trade conditions.

In last Saturday's issue of the Ontario Gazette appeared notice of the incorporation of the Northern Pipe Line Company, with a capital of \$100,000. This is the line which is to supply Wallaceburg with natural gas, D. A. Gordon, M.P., of that town being one of the directors. Work is progressing rapidly, nine miles of pipe being already laid, and in at most 60 days Wallaceburg will be receiving gas from the Romney field.

With an eye to taking advantage of the resultant gas fitting business, W. C.

British Columbia

Brisk Building at Vancouver—Water-Works System to Be Installed at Creston—Hardware Store at Nelson Burglarized—Wood Pulp Company at North Vancouver Wants Gas Franchise.

VANCOUVER.

August 1.—Increasing interest is being taken in bicycling, and the recently reorganized bicycle club is active. A run is taken every Wednesday evening around Stanley Park, which is participated in by a large number, and at a meeting held this week it was decided to hold a big meet on Labor Day. In addition to that, a road relay race will be held on August 8. Events such as these will all help to bring the bicycle before the young people particularly as a means of recreation. In a city where streets are good and parks some distance off, bicycles are much more convenient than cars, and in the long run, just as cheap. The bicycle shops in Vancouver report a steady business.

Trade is reported by some to be a little quieter than was expected this month, but conditions are very satisfactory. The sawmills in and around the city are nearly all working full time, and a flurry in the Northwest market is looked for in September or October. This will make a start before the winter business, and following the clearing away of debts by the farmers, large orders are looked for by the mills in British Columbia.

Building permits for the past week reached a value of \$178,440.90, an increase of \$55,390 over the amount of the previous week. Two or three large buildings are in prospect, one being a concrete hotel to be erected by the proprietor of the Europe, A. Calori, adjoining his present hostelry; another a \$25,000 structure, by Macaulay & Nicholls, on Granville Street, for offices and stores, which may be enlarged later, and a \$60,000 brick school.

The Goat Mountain Waterworks Company has been formed to provide a waterworks system for Creston, a town in the Kootenay.

The Crane Company, which bought out the plumbing and steamfitting department of Boyd, Burns & Co., has been registered as an extra-provincial company in the Province, with head office in Chicago. The attorney is J. E. McIlreavy, general manager, in this city.

H. B. McCurdy, who for four years managed the affairs of the B. C. Engraving Company, in Victoria, has started the Dominion Illustrating Company in Vancouver. He will do all lines of engraving.

The B. C. Electric Railway Company is installing air brakes on all its street cars. It has also satisfactory tested the Liverpool life guard and will instal this life-saving apparatus.

Four carloads of boilers for the Canadian Pacific Sulphite Company, at Swanston Bay, are on the wharf for shipment north. They were manufactured by the Jencke's Machine Company, Sherbrooke, Quebec.

Reid & Co., of Montreal, have written to the City Council of New Westminster asking that body to purchase a dredge that was constructed by the company, especially for such work as dredging in the Fraser River.

The Wood Vallance Hardware Company, at Nelson, was successful in recovering a number of articles that were stolen from their store. The burglars evidently thought an empty box car would be a good place to cache the goods in until they could be taken away, but they were found. A mill employe secured a gunny sack containing 26 fine pocket knives, 26 safety razors and four guns. He proceeded to distribute them among his friends, but the police heard of it and gathered in the goods.

Sam J. Gorman, senior partner of the firm of Gorman, Clancy & Grindley, agents for electrical machinery, has come from Calgary to remain in Nelson, where the local branch will be made one of the most important of the firm's enterprises. The staff includes Roy A. Cook, traveling representative, and George Fisher, office manager, both of whom were formerly connected with the Allis-Chalmers-Bullock Company.

The Canadian Fairbanks Company will supply the plant which the Hinton Electric Company, of this city, is installing in Kelowna for city lighting purposes. It will cost about \$30,000, and will be in operation about the middle of October.

It has been estimated that the total daily output of the dynamos of the local B. C. Electric Railway Company's system amounts to 72,000 kilowatt hours per day, including North Vancouver.

The British Canadian Wood Pulp Company, which has a process for the manufacture of wood pulp from any kind of wood refuse, is making a bid for the gas franchise of North Vancouver. It has a demonstrating plant in this city to show how gas is made as a by-product in the manufacture of pulp at very little expense. This company is erecting a pulp mill at Port Mellon, Howe Sound, a few miles from Vancouver, and the pulp will be first manufactured at North Vancouver, if plans materialize, and then taken to Port Mellon to be manufactured into paper.

The Valley Coal Company has been organized in Vancouver to handle exclusively the product of the Nicola Valley Coal & Coke Company. F. H. Lantz is President; H. A. Stewart, Vice-President and general manager; A. F. Salisbury, Director and Secretary-Treasurer.

B. Lequime, the sawmill man, of Grand Forks, has started the manufacture of cement blocks for building purposes.

A story is being circulated locally that prominent Seattle men contemplate the erection of a fine hotel in Vancouver.

C. A. McKinnon, well-known on the

Crawford of Tilbury is opening a gas supply store in Wallaceburg, next to Stonehouse Bros. Mr. Crawford has an extensive gas and oil supply department in his big store at Tilbury. Charles Long, who was foreman of the work in Tilbury, will supervise the work in Wallaceburg.

Building permits for July showed a jump to about \$15,000, where last month scarcely any were issued. Coincidentally, July did not show a single fire within the city limits.

The Western Bridge & Equipment Co. of this city have received contracts for a 112-foot span iron bridge at Guelph, and for stretching 209 feet at Elora.

The County Council has decided to instal electric lights in the county building in place of gas, and tenders are being asked, to reach the county clerk by Aug. 15. The conduit system will be used.

"What has become of the travellers?" queried a hardware merchant to-day. He went on to state that the knights of the grip had been woefully missing of late. In response to the suggestion that perhaps they were taking their holidays he added that several who had been announced to appear this week failed to materialize—including one or two whom he was especially anxious to interview.—D. L.

The Prairie Provinces

New Store Established at Saskatoon—Harvest Operations Now General.

SASKATOON.

August 1.—A fine new cornice is being placed on the Queen's Hotel on First Avenue. The work is in charge of the Hub Roofing and Cornice Co. The same firm have also the cornice work on the new fire hall and the Alexandra School.

Harvest operations have begun in various parts of this district, and next week it will be quite general. Where the soil is light the want of rain has been felt but otherwise there is a good yield. Many farmers have been in town lately procuring binders and other necessary harvesting implements. The hardware firms are now handling binder twine in good quantities as well as supplying other harvest goods. Threshers' supplies are also being brought to the front.

A new hardware store has been opened in town by Gilpin & McEown. The store is situated on Twenty-second St. on the west side. The proprietors are two business-like young men and are confident of making the undertaking a success. A general stock of hardware and tinware is carried.

D. G. R.

The ratepayers of Orillia will, on August 10, vote on a by-law to authorize the expenditure of \$25,000 for improvements and extensions to the waterworks system.

coast because of his connection with the logging business, is now president of the British Columbia Pressed Brick Company, which has established a factory at Steveston on the Fraser River. The product is sand-lime bricks, the Komnick system being used, which is well-known throughout Ontario. The plant cost \$60,000. W. H. Gallagher, of this city, is secretary-treasurer. R. B. B.

CHRISTMAS TOOL BOXES.

Spear & Jackson, Sheffield, Eng., have issued circular giving particulars of some new boys' tool boxes for Christmas and birthday presents, and which are also very useful as prizes for sports, etc.

There are five sets in all, viz.: The "Schoolboy," 6 tools, to retail in England, 60c; "Student," 10 tools, \$1.20; "Apprentice," 15 tools, \$1.80; "Gentleman," 18 tools, \$2.52; "Household," 22 tools, \$5.04.

These are said to be the first sets of really good tools that have yet been

is bound to lose if he works honestly, and how many public bodies and government departments do not callously stand by and see a contractor ruining himself owing to such little unforeseen details as a bed of running sand, a stratum of hard rock, an exceptionally hard winter, an unexpected increase of price in some material which forms the bulk of the contract, or a series of strikes? One contractor ruined, another is employed to complete the work, and not a thought is given to the heart-broken man who has given perhaps years of his brains and energy to their service. The voice of the public is silent, the finger of execration is unraised, and were one to endeavor to win a little sympathy on behalf of the fallen man the plea of "business" would probably be brought forward.

RUIED BY BANK'S FAILURE.

F. W. Rauh, the largest cutlery manufacturer of Solingen, Germany, is insolvent, the result of the failure of the

Hardware Letter Box

Any questions on trade subjects will be answered by the editor in this department. Do you want any address, any special line of goods, anything relating to the hardware trade? Ask us. Letters from manufacturers, jobbers, travelers, retailers or clerks are solicited. Suggestions for trade improvement or discussions on trade evils are invited.

PORTABLE BAKE OVENS.

Jordan Steeves & Son, Hillsboro, N. B., last week asked where portable bake ovens could be secured.

The Gurney Foundry Co., Toronto, manufacture a high class portable oven suitable for a small bakery and being a Canadian concern can sell on favorable terms.—Editor.

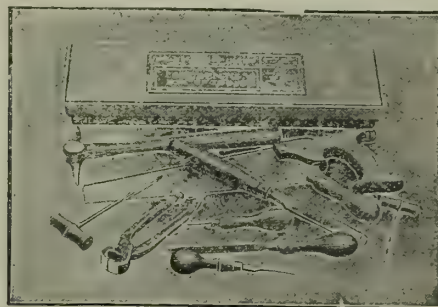
DIETZ LANTERNS.

D. J. McNab, Lanark, Ont., asks for the address of some Canadian distributor of Dietz lamps.

Dietz carriage lamps are carried in stock by C. Kloefer, wholesale carriage manufacturer, 44 E. Wellington



The Gentleman Tool Set.



The Student Tool Set.

brought out to sell at reasonable prices, and should be very popular because the tools themselves are of best quality, the value being put into them rather than in the boxes, although the latter are most attractive in appearance. The great feature, the manufacturers claim, is that all the tools and boxes are made in England, whereas many other so-called English sets are half full of foreign tools, chiefly German. The makers understand from the customs authorities that tool sets, not being in wooden boxes, will probably be admitted free of duty.

ENGLISH TRADE INIQUITY.

In discussing trade iniquity in England, a writer in the Plumber and Decorator, says:—The whole existing system of business is rotten. A man's word is no longer his bond, and the man who can best overreach his fellows is the most esteemed. There is no pity for the poor devil who goes under, and failure is reckoned a crime of greater magnitude than practice so sharp as to be upon the border line of criminality. What is it but sheer daylight robbery to cut a man to so fine a price that he

Bank of Solingen. Rauh's assets are said to exceed his liabilities by \$125,000.

Another large cutlery manufacturing and exporting firm, Von Zur Gathen, has suspended and it is reported that about forty further suspensions are expected, these being chiefly small firms.

BUILDING WITHOUT WINDOWS.

A building without windows has been erected at St. Louis for the E. B. Lewis Publishing Company. It is built with solid walls, there being only two openings, for a door in the front and one in the rear of the building. The structure, which is known as the National Daily Building, measures 68 feet by 170 feet in plan, is 58 feet high, and is entirely lighted with a skylight in the roof, the main part of the building forming one large room. The building is of reinforced concrete, with an exterior of 2 inches marble. A copper cornice, 6 feet high, backed with a parapet wall of concrete 1 foot thick, runs around the top of the building and forms a striking contrast to the white marble surface.

Street, Toronto. Other Dietz goods can be secured through any wholesale hardware house, although stocks are not carried. The address of the manufacturers is, the R. E. Dietz Co., 60 Lighthouse St., New York.—Editor.

DRY BATTERIES.

Emerson & Fisher, St. John, N. B., asks for the name of best concerns from whom to purchase dry batteries.

Rice Lewis & Son, Toronto, are Canadian agents for the "Ever-Ready" batteries, made in New York. The Electrical Specialty Co., Shuter St., Toronto, and the Berlin Ignition Co., Berlin, Ont., are two Canadian manufacturers of these goods, while the "Columbia" battery, made by the National Carbon Co., Cleveland, O., is a well-known American battery.—Editor.

Tim Healey, Fred Baker, Jack Northcote and Walter Turner, of Rice, Lewis & Son, Toronto, spent a jolly holiday at Forest Nook, Ahmic Lake, in the Muskoka District.

WESTERN CANADA HARDWARE MARKETS

Corrected by telegraph up to 12 noon Friday, Aug. 7, Room 511, Union Bank Bldg, Winnipeg.

Wire—Barbed wire, 100 pounds, \$3.25; plain twist, \$3.40; staples, \$3.40; annealed wire, \$2.90 base; oiled, 10c extra; bright iron, \$3.10 base; brass spring wire, 32c base; plain galvanized wire 6, 7, and 8, \$3.70; No. 9, \$3.40; No. 10, \$3.70; No. 11, \$3.80; No. 12, \$3.45; No. 13, \$3.55; No. 14, \$4.10.

Poultry Netting—57½ per cent.

Horseshoes—Iron, No. 0 to No. 1, \$4.65; No. 2 and larger, \$4.40; snowshoes, No. 0 to No. 1, \$4.90; No. 2 and larger, \$4.65; steel, No. 0 to No. 1, \$5; No. 2 and larger, \$4.75.

Horsenails—M.R.M. cold forged process—No. 3, 36c; 4, 32c; 5, 30c; 6, 28c; 7, 26c; 8, 24c; 9, 23c; 10, 11 and 12, 22c. Discounts 50 and 10 p.c. Capewell brand list prices on application; "C" brand list prices per box 25 lbs.; No. 4, \$5.25; 5, \$4; 6, \$3.50; 7 to 9, \$3.25; 10 to 14, \$3. Discounts on application.

Wire Nails—\$3 Winnipeg, and \$2.55 Fort William.

Cut Nails—Now \$2.90 per keg.

Pressed Spikes—½ x 5 and 6, \$4.75; 5-6 x 5, 6 and 7, \$4.40; ¾ x 6, 7 and 8, \$4.25; 7-16 x 7 and 9, \$4.15; 1 x 8, 9 10 and 12, \$4.05; 1½ x 10 and 12, \$3.90. All other lengths 25c extra, net.

Screws—Flat head, iron, 80, 10, 10 and 10; brass, 75c; round head, iron, 80; brass, 70; coach, 65.

Bolts—Carriage, 3-16 and ¼, 65; 5-16 and ¾, 60; 7-16 and larger, 55; machine, ¾ and under, 60 and 5; 7-16 and over, 55; bolt ends, 52½; sleigh shoe, ¾ and under, 55; 7-16 and over, 45; machine screws, 60; plough bolts, 50; square and hexagon nuts, cases, 2½; small lots, 2½; stove bolts, 70 and 10 per cent.

Rivets and Burrs—Iron rivets, 60 and 10; copper, No. 7, 29c; 8, 29½c; 9, 30½c; 10, 31½c; 12, 34c. Copper burrs, No. 7, 39c; 8, 40c; 10, 43c; 12, 46c. Copper rivets and burrs. No. 8, 30½c; 9, 33c per lb.

Green Wire Cloth—\$1.75, 100 sq. ft.

Coil Chain—¼, \$7; 3-16, \$5.50; ¾, \$4.90; 7-16, \$4.70; 1, \$4.40; 1½, \$4.20; 2, \$4.05.

Shovels—40 and 5 p.c.

Harvest Tools—50, 10 and 5 p.c.

Axe Handles—Turned, s.g. hickory, \$3.15; No. 1, \$1.90; 2, \$1.60; octagon, extra, \$2.30; 1, \$1.60.

Axes—Bench, 40 and 5; broad, 5½ to 7½; \$21 per dozen; 7½ to 8½, \$23 per dozen; Royal Oak, per dozen, \$6.25; Maple Leaf, \$8.25; Model, \$8.50; Black Prince, \$7.25; Black Diamond, \$9.25; Standard flint edge, \$8.50; Copper king, \$8.25; Columbian, \$9.50; handled axes, North Star, \$7.75; Black Prince, \$9.25; Standard flint edge, \$10.75; Copper King, \$10.50 per dozen.

Auger Bits—"Irwin" bits, 47½; other lines, 70 and 10 p.c.

Blocks—Steel, 35; wood, 60 p.c.

Hinges—Light "T" and strap, 65 p.c.

Hooks—Brush, heavy, per dozen, \$8.75; grass, \$1.70.

Files—Arcade, 75; Black Diamond, 60; Nicholson's, 62½ per cent.

Stove Pipes—6-in., \$9.25; 7-in., \$10.

Builders' Hardware, etc.—45 p.c.

Tinware, Etc.—Pressed, retinned, 70; plain, 75 and 2½; pieced, 25; japanned ware, 35; Famous enamelled ware, 50; Imperial, 50 and 10, one coat, 60; Premier, 50; Colonial, 50 and 10; Royal, 60; Victoria, 45; White, 70 and 5; Diamond, 50; Granite, 60 p.c.

Galvanized Ware—Pails, 37½ p.c.; other galvanized lines, 33 1-3 p.c.

Solder—21c per lb.

Lanterns—Cold blast, per dozen, \$7; coppered, \$9; dash, \$9.

Wringers—Royal Canadian, \$36; B.B., \$40.75 per doz. Churns, 45 and 5.

Rope—Sisal, 10½; pure manila, 14¾c. British manila, 11¾. Lath yarn, 10¾c.

Building Paper—Sunrise, plain, 50c; Surprise, plain, 50c; Lion, plain, 55c; Anchor, plain, 60c; Cyclone, plain, 60c; Victoria, plain 67½c; Triumph, plain, 67½c; Buffalo, plain, 67½c; Anchor, Joliette and Buffalo, tarred, 62½c; Victoria, Triumph and Joliette, tarred, 84c; Cyclone, tarred, 78c; Perfection Sulphite, \$3.75 per 100 lbs.

Corrugated Iron and Roofing, Etc.—Corrugated iron, 28 gauge, painted, \$3; galvanized, \$4.10; 26, \$3.35 and \$4.35. Pressed standing seamed roofing, 28, \$3.45 and \$4.45. Crimped roofing, 28, painted, \$3.20; galvanized, \$4.30; 26, \$3.55 and \$4.55.

Ammunition—Cartridges, rim fire, Canadian, 50; American, 33; pistol sizes, Canadian, 25; American, 5; military, Canadian, 20; American, 10 p.c. advance. Primers, \$1.55. Loaded shells, English and Canadian makes, 12 gauge, black, soft, \$18; 10, \$22.50; 12, smokeless, chilled, English, \$24; Canadian, \$23; 10, smokeless, chilled, English, \$28; Canadian, \$27. Shot: Drop, per 100 lbs., \$6.25; chilled, \$6.60; buck, \$6.95; 28 ball, \$7.30. Powder, F.F., keg, Hamilton, \$4.75; F.F.G., Dupont's, \$5.

Iron and Steel—Bar iron, \$2.50. Swedish iron, \$4.95; sleigh shoe steel, \$2.75; spring steel, \$3.25; machinery steel, \$3.50; tool steel, Black Diamond, 100 lbs., \$9.50; Jessop, \$13.

Pig Lead—\$5.50. Lead pipe, \$7.

Sheet Zinc—asks, \$8; broken lots, \$8.50.

Copper—Planished copper, 29½c per pound; tinned, 26½c.

Iron Pipe—Black pipe, ¼ in., \$2.50; ⅜, \$2.85; ½, \$3.50; ¾, \$4.65; 1, \$6.60; 1¼, \$9.00; 1½, \$10.75; 2, \$14.40; 2½, \$24.40; 3, \$31.50; 3½, \$39.50; 4, \$45.00; 4½, \$52.00; 5, \$58.00; 6, \$75.00. Galvanized: ¼-in., \$3.50; ⅜, \$3.80; ½, \$4.25; ¾, \$5.75; 1, \$8.50; 1¼, \$11.50; 1½, \$13.90; 2, \$18.50; 2½, \$30.50.

Fittings—Wrought couplings, 55; nipples, 70; classified malleable fittings, 25; malleable bushings, 50; malleable unions, 55 p.c.

Galvanized Iron—Apollo, 16-gauge, \$4.15; 18 and 20, \$4.40; 22 and 24, \$4.65; 26, \$4.65; 28, \$4.50; 30-gauge or 10¾-oz., \$5.20; Queen's Head, 20, \$4.60; 24 and 26, \$4.90; 28, \$5.15.

Tin Plates—I. C. charcoal, 20x28, full box, \$9.50; ½ box, \$5; IX. full box, \$11.50; ½ box, \$6; IXX., full box, \$13.50; ½ box, \$7.

Terne Plates—I. C. plates, \$9.

Canada Plates—Half polish, 6 and 7 inch, \$3.25; 8-inch, \$3.50; full polish, 6 and 7 inch, \$4; 8-inch, \$4.25.

Lubricating Oils—600 W. cylinders, 80 cents; Maple Leaf cylinder, \$1 per gal.; 700 A. cylinder, 75c; Sterling cylinder, 55c; 600 A. cylinder, 50c; Capital cylinder, 59c and 54c; Solar red engine, 32c; Atlantic red engine, 29c; heavy castor, 29c; medium castor, 28c; Ruddy harvester, 30c; standard gas engine oil, 36c. Renown engine oil, 38c.

Petroleum and Gasoline—Silver Star, in bbls., per gal., 20c; Sunlight, 22c; case, \$2.45; Eocene, gal., 24c; case, \$2.60; Pennoline, gal., 25c; Silver Light, 22c; Starlight, 20c; Sterling Light, 24c. Engine gasoline, gal., 24c; f.o.b., Winnipeg, cases, \$2.60.

Paints and Oils—White lead, pure, \$6.50 to \$7.50, according to brand; bladder putty, in bbls., 2½c; in kegs, 2¾c; turpentine, barrel lots, 74c. Linseed oil, raw, 32c; boiled oil, 3c per gallon advance on these prices.

Bluestone—7c lb.

EDMONTON MARKETS.

Aug. 7.—Barb wire, \$4 per 100 lbs.; plain twist wire, \$4.25; brt. wire staples, \$4.20; poultry netting, 50 p.c.

Horseshoes, M.R.M., \$5.15 base; C. horse nails, in 25-lb. boxes, No. 4, \$4.95 per box net. In less quantities than 25-lb boxes add 1c per lb.

Wire nails, \$3.55 base.

Screws, flat head, bright, 85; brass, 75; round head, bright, 75 and 10; brass, 70 p.c.

Bolts, carriage, 3-16 and ¼, 60 p.c.; 5-16 and ¾, 4-inch and shorter, 55 p.c.; ¾ (longer than 4-inch), 50 p.c.; 7-16 and up, 45 p.c.; machine, ¾ and under, 55 p.c.; 7-16 and over, 45 p.c.; plow, 45 and 5 p.c.; stove, 70 p.c.

Green wire cloth, \$1.85, 100 sq. ft.

Shovels, first grade, \$11.55; fourth grade, \$7.60 per dozen.

Harvest tools, 50-10 p.c.

Brush hooks, \$9 per dozen.

Files, Arcade or Eagle, 70-10-5 p.c.

Solder, 23c per lb.

Lanterns, No. 2 cold blast, \$8 doz.

Wringers, Royal Can., \$38 per dozen. Churns, 45 p.c.

Rope, sisal, 11½c per lb.; British manilla, 12½c; pure manilla, 15½c.

Building paper, plain, 62c per roll; tarred, 82c per roll.

Linseed Oil—Boiled 75c; raw, 72c per gal. in barrel lots.

Ammunition—Primers, \$1.55 per M.; loaded shells, English and Canadian make, 12 gauge, black, soft, \$19 per M.; 10, \$23.65; 12, smokeless, chilled, English, \$25; 10, \$29; 12, Canadian, \$24; 10, Canadian, \$28; shot drop, \$7.50 per 100 lbs.; chilled, \$7.90; buck, \$8.30; 28 ball, \$8.70; powder, F. F., Hamilton, \$5.25 per keg.

REVILLON BROTHERS LIMITED

WHOLESALE ONLY **HARDWARE** ONLY WHOLESALE

The Largest { Buyers
Sellers
Stock }

of Shelf and Heavy Hardware in Alberta

Leading Lines at Leading Prices

Our customers lead in the Hardware Trade of Alberta.

WRITE FOR QUOTATIONS

REVILLON BROTHERS LIMITED
EDMONTON, ALTA.

Fire Escapes

Circular Stairs

Coal Chutes and

Ornamental Iron for Buildings

Are lines which local hardware men should look after. We are pleased at all times to submit tenders on work of this kind.

THE MANITOBA IRON WORKS Limited
WINNIPEG, MAN.

When Addressing Advertisers Kindly Mention This Paper.

METALLIC WALL COVERING.

An electrical process has been invented by Sherard Cowper-Coles for making metallic wall "paper" in continuous lengths at a price that enables the new product to compete with other embossed and stamped materials for wall and ceiling decoration. The new material is composed of thin metallic foil, usually copper. Other metals are sometimes combined with the copper when considerable contrast is required. It is made practically in one operation from crude metal. In some cases it is backed with paper, and in other cases it is applied direct to the wall by means of special cement. The advantages claimed for the new wall paper are that it is damp-proof, fire-proof, economical, and far more sanitary, artistic and durable than any existing wall paper.

Ross Bros.
LIMITED

**Harvest
TOOLS**

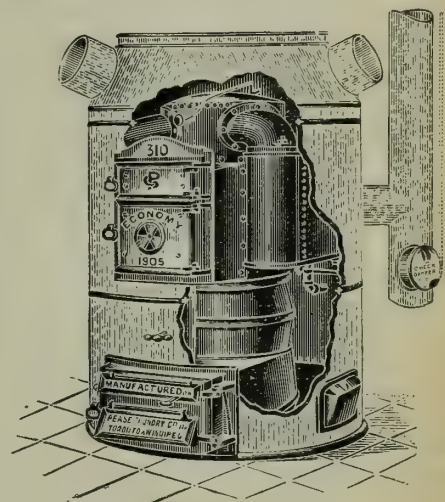
Edmonton, Alberta

Our stock is complete,
our prices are right and
we make shipment within
twelve hours of the receipt of your order.

ORGANIZED TO HELP RETAILERS.

A new firm to be known as "Inter-Agents, Limited," has been organized with headquarters at King and Jarvis Sts., Toronto, their aim being to assist retailers who become their clients in developing a catalogue trade of their own and so fight the departmental stores. They also undertake the preparation of advertising matter and the development of store systems as well as securing special agencies for different lines of goods. Co-operative buying is also one of the features of their business. The scope of work is undoubtedly wide and some features are sure to interest many in the trade and encourage them to write for further information.

**FACTS WORTH
KNOWING ABOUT
PEASE
"ECONOMYS"**



The working cost of a furnace is of far more importance than the first cost. The service given is the best proof of value. 78,000 "Economys" are now in use.

When you are told that "Economys" are high priced, don't forget that this has reference to the first cost only. "Economys" have weight in the vital parts where it is essential, and high grade steel in the Dome and Radiator where strength instead of weight is essential. That is why they cost more to manufacture and is why they last and give satisfaction.

Additional advantages which they possess over others, such as anti-clinker grate, non-clogging fire-pot, hot-air blast, etc., are improvements which perfect combustion and are special features for which no extra charge is made. The dealer will find that an agency for "Economys" is a valuable and never-failing asset, and the consumer will have secured

**The Most Perfect Heating
Apparatus Obtainable**

SEND FOR PRICE LIST AND CATALOGUE.

Pease Foundry Co., Ltd.
TORONTO, ONT.

Pease-Waldon Co., Ltd.
WINNIPEG, MAN.

Manufacturers of Furnaces, Combination Heaters, Round and Sectional Boilers for Hot Water or Steam, Registers, &c.

We maintain an engineering department. Ask for our assistance when you have an out-of-the-way heating or ventilating problem to solve.

About the Tin Roof

More roofs in the United States are said to be covered with tin than with any other material, and this is considered due to the superiority in many respects of the tin roof over any other covering for a building. In a neat little brochure, "The Tin Roofer's Hand Book," published by the National Association of Master Sheet Metal Workers, for general distribution, the grounds on which this claim is made are fully set forth, and some valuable information given on the subject of tin roofs, their construction and maintenance, from which we cull the following.

In the first place, as to material, only the best will ensure results wholly satisfactory. The plate should carry a sufficient coating of tin to properly protect the iron base, and the architect, builder or owner should be willing to pay a price that will permit of the use of such material and should insist on its being employed.

Incline of Roof.

The pitch or incline of the roof is an important consideration, and will have a material effect on its durability. Owing to the buckling of the tin, caused by its expansion under the effects of the sun's hot rays, the surface of the roof speedily assumes a permanent waviness, it forms a succession of ridges and hollows. In the hollows, if the roof is too flat, water will lie and dirt will collect, and this helps to corrode the tin. In old-time houses the roofs were made with a much steeper pitch than is customary in modern structures, and their longevity was proportionately greater. If the roof is put on with flat seams, a pitch of not less than half an inch or more to the foot should be given; a roof with standing seams calls for not less than 2 inches pitch to the foot. The gutters, valleys, etc., should be made with sufficient pitch to prevent water standing in them or backing up far enough to reach standing seams. Gutters should not be made too deep, as in the event of their being frozen while full, in the winter season, there is a possibility of their being burst or broken.

Before beginning to lay the tin, the sheathing boards should be carefully looked over. They should preferably be of narrow width, free from holes, of an even thickness and laid with tight joints or tongue and grooved. All nail heads must be well set in. Rotten or rust-saturated roof boards make a poor backing for a new tin roof, and will accelerate its corrosion. Green hemlock, chestnut, oak and ash are not recommended owing to their corrosive effect on metals.

Roof Paper Under Tin.

Sheathing paper may be used, but it is not necessary where the boards are sound and carefully laid. No tar paper, or paper containing pitch, acids, etc., should be used under tin, only plain waterproof paper of good quality. No nails should be driven through the sheets.

In a flat seam roof, the sheets, which should be 14x20 inches, should be fastened to the sheathing boards by cleats, two on the long and one on the short side, secured by two one-inch barbed wire nails driven through each cleat. If put on in rolls the sheets should be made up into lengths in the shop, with cross-seams well locked together and soaked in solder. The rolls should be laid the narrow way and should be fastened to the roof with cleats, eight inches apart, cleats locked into the seam and secured to the roof by two one-inch barb wire nails through each.

Valleys and gutters should be of sheets used the narrow way, with flat seams.

All flashings should be let into the joints of the brick or stone work and cemented there. Where counter-flashings are used, the lower edge of the counter-part should be kept at least three inches above the roof.

For a standing seam roof the sheets should be put together at the shop in long lengths, the cross-seams locked together and well soaked with solder. Standing seam roofing should be put on the narrow way, with cleats spaced a foot apart.

Paint Before Laying.

Before laying, all tin roofing should be painted one coat on the under side and given a chance to dry hard. The upper side to be cleaned of all dirt, rosin, etc., immediately after laying and painted. Do not wait until the roof is rusted to give the paint a good hold, as is often erroneously advised. By so doing you have started the process of oxidation, which careful experiments prove will continue under the paint and the destruction of the roof is started. The paint applied should be of pure metallic brown oxide, Venetian red or some other durable metallic pigment, mixed with pure linseed oil, without dryer or turpentine, and well brushed on. A second coat should be applied about two weeks after the first and a third about a year later.

To keep the roof in good condition it should be regularly painted at intervals of three to five years, but the gutters, being the receptacle for dirt, dead leaves, etc., should be swept out and painted every two or three years.

OUTLOOK IN THE UNITED STATES

New York, July 15.—E. H. Gary, chairman of the U. S. Steel Co., the greatest business concern in the world, when asked to express an opinion on the business outlook in America, said:

"In looking into the future, from commercial and financial standpoints just at this moment, we happily are forced to take into consideration the condition of the crops, and crop prospects are excellent, I might say wonderful.

"There lies the key to the situation. Enormous quantities of corn, wheat and oats are to be harvested and marketed, and that means that the railroad companies must prepare to handle those products. I say 'must' because there is

a certain element of compulsion in the proposition.

"The railroads must move the grain and other farm products.

Cause and Effect.

"They can adapt their equipments to the circumstance, either by the use of their surplus or by borrowing money, and we know that they can now borrow plenty of money if they need it. Thus, if you care to follow the line of cause and effect, you can see that the demands on the railroads mean added demands on the steel plants in the matter of materials as well as on hundreds of other branches of industry and manufacture.

"To get right down to the foundation of fact, it must be said, as on many other similar occasions, that the farmer is the king of the steel corporation's output, as the railway companies take about one-third. I will add this in connection, that the demand for structural iron is increasing all over the country and the tin plate department is also very active. Here again you can trace the demand back to the farmer and the gardener, whose products fill the cans for the year's consumption.

"The general condition is like that of the great wave breathing confidence and solidity sweeping from the middle west and west over the recently afflicted east."

OTTAWA'S NEW HOTEL.

Walter Walby, proprietor of the Cecil Hotel, Ottawa, is meeting with splendid success in his new venture—an hotel for the commercial men. Mr. Walby's sixteen years of experience have taught him that commercial men will give preference to an hotel which caters to them especially, and with this in mind he put up one of the prettiest and most comfortable hotels in this country. There are about one hundred rooms, forty having a bath in connection. All have running water, and are bright, sanitary and comfortable in every respect. The dining-room is first-class, the cuisine being perfect, while the service is all that can be desired. From Mr. Walby to the newest bell boy all are particularly anxious to please the commercial travelers, which certainly has a whole lot to do with the comfort of a class of guests who are too often left to shift pretty well for themselves—so long as they pay up—except during dull winter months.—Advt.

PREPARING FOR FALL TRADE.

The McGlashan, Clarke Co., of Niagara Falls, Ont., have just completed a thorough overhauling of their entire plant in preparation for fall business. They found this necessary owing to the daily increasing demand for their line of cutlery, electroplate, and solid nickel silver flatware. They have now one of the best equipped and most modern plants of its kind in the Dominion, and any of the trade visiting Niagara Falls will be made welcome at this factory, which is located in the centre of the city on the main line of the Michigan Central Railroad, when Mr. McGlashan, the manager, will be pleased to show anyone interested through the works.

CONDENSED OR "WANT" ADVERTISEMENTS.

RATES.

Two cents per word first insertion; one cent per word subsequent insertions.

Five cents additional each insertion where box number is desired.

Contractions count as one word, but five figures (as \$1,000) are allowed as one word.

Cash remittances to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

RULES FOR COPY.

In addressing replies care of **HARDWARE AND METAL** don't fail to give box number.

Replies addressed to **HARDWARE AND METAL** boxes are re-mailed to advertisers every Monday, Wednesday and Friday.

Requests for classification will be followed where they do not conflict with established classified rules.

Orders should always clearly specify the number of times the advertisement is to run.

All "Want" advertisements are payable in advance.

AGENTS WANTED.

*This is the problem of many manufacturers who are anxious to get a foothold in Western Canada. It will be easily solved if **HARDWARE AND METAL** is given the opportunity to solve it.*

WANTED in every town and village, a representative to take charge of the circulation of our various publications:—Hardware and Metal, Canadian Grocer, Financial Post, Plumber and Steamfitter, Dry Goods Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery, and Busy Man's Magazine. Good financial standing and business connection a strong recommendation. Just the position for a retired business man for his spare time. The MacLean Publishing Company, Limited, Toronto.

LITHOGRAPHY

HIGH CLASS COLOR WORK; Commercial Stationery, Posters. The Hough Lithographing Co. Limited, Office—No. 3 Jarvis St., Toronto, Telephone, Main 1576. Art, Good Workmanship; Business Methods.

MISCELLANEOUS

\$60,000,000.00 Shrewd merchants all over the world have paid \$60,000,000.00 for 650,000 National Cash Registers. They've saved more than that. The National Cash Register Co., F. E. Mutton, Canadian Manager, 129 West King Street, Toronto, Ontario.

SITUATIONS WANTED.

Travellers, clerks, or tinsmiths, wishing to secure new positions, can engage the attention of the largest number of employers in their respective lines, by giving full particulars as to qualifications, etc., under "Situations Vacant."

MANAGER FOR RETAIL HARDWARE STORE and tinware business will be open for engagement Sept. 1st, or sooner if necessary. Capable of estimating plumbing, hot water and hot air heating, roofing and tin work. Satisfactory reasons and first class references as to character and ability. Southern Alberta preferred. Box 738, **HARDWARE AND METAL**, Toronto. (32)

SITUATION WANTED BY A BLACKSMITH as a traveller for horse shoes, steel and iron bars. Can furnish the very best of references. Can speak both English and French. Oliver Lefebvre, Killaloe, Ont. (32)

BUSINESS FOR SALE

HARDWARE, Stoves, Furniture and Undertaking business for sale, roofing, plumbing and tin-smithing in connection, in a flourishing condition in a thriving eastern Ontario town, population 2000, surrounded by the best farming community in eastern Ontario. Good clean stock, about \$6,000. Could give possession by Sept. 15, 1908. Good reason for selling. Do not answer without you mean business. Full particulars on application. Box 132, Vankleek Hill, Ont. [34]



Many Dealers are at Sea on the Question of *What Paint to Handle.*

There are so many different paint propositions, good, bad and indifferent, on the market, that it's often hard for the dealer to determine which is really the best line for him to handle. You want—

1—Goods that will give entire satisfaction to your customers.

2—Co-operation on the part of the makers in moving the goods from your shelves.

3—Goods that are well known and have an established demand.

4—A good margin of profit.

We are so sure that fair and unprejudiced comparison of the *Sherwin-Williams Proposition with others*, point for point, will clearly demonstrate its superiority that we always welcome the closest investigation. Why not look into the *Sherwin-Williams Proposition* before the Fall painting season opens up? We may be able to *prove* to you that you can make more money out of our proposition. If we can't you are nothing out. Ask us.



THE SHERWIN-WILLIAMS CO.
LARGEST PAINT AND VARNISH MAKERS IN THE WORLD.
Canadian Headquarters and Plant: 639 Centre St., Montreal, Que.
Warehouses: 86 York St., Toronto, and Winnipeg, Man.



Sheet Metal Building Material

Galvanized Cornices, Shingles, Ventilators and Finials.
Pressed Zinc Ornaments: Fireproof Windows, Doors and Shutters.

Metallic Shingles, Siding, Ceiling and Lath.

Corrugated Iron: Curved or Straight, Painted or Galvanized.

Everything that is reliable and artistic in Sheet Metal Building Material.

Reliable, active agents wanted in many districts.

WRITE FOR PARTICULARS

The Metallic Roofing Co.

LIMITED

Manufacturers

Toronto and Winnipeg

BUILDING AND INDUSTRIAL NEWS

For additional items see the correspondence pages. Information is solicited regarding building and industrial news, the incorporation of companies, establishment or enlargement of mills, factories or foundries, municipal water works and sewerage systems, railway or mining news, etc.

Industrial Development.

The new elevator at Port Colborne is nearing completion.

Tenders are called for a \$6,000 laundry for Victoria hospital, London.

The Bigley Mfg. Co., Toronto, will erect a \$15,000 foundry and machine shop.

The W. R. Hearst Newspaper Syndicate will erect a large pulp mill at Norman, Ont.

Work is being rushed on Midland's \$3,000,000 grain elevator. At present 700 men are employed.

E. E. Hall, Minneapolis, Minn., will build from five to eight elevators in Saskatchewan this year.

The Eureka Refrigerator Co. have purchased a site in Toronto, on which they will erect a factory.

The Peterboro Cereal Co. will erect a new and larger building to replace the one recently destroyed by fire.

The Waterloo Machinery Co. contemplate starting work on their building at Portage la Prairie this fall.

The Brabant's Brass Works, of Detroit, are considering the establishment of a branch in Windsor, Ont.

The Westinghouse and Norton Manufacturing Companies, Hamilton, are resuming operations at full time.

Granby Smelter is increasing its output. From the beginning of the year to the end of July 604,305 tons were shipped.

The Grand Trunk elevator at Tiffin, Ont., is nearing completion, and is expected to be ready for the grain trade this summer.

Prospects are good for the beginning of operations at the Leason copper mines at Stony Lake, Ont. Some rich ore has been found and a building will be erected over the whole plant. Day and night gangs will be employed.

The International Harvester Co.'s works at Hamilton will be re-opened on August 17, after a shut-down of two weeks. 1,400 hands have been employed since last winter, but when the plant resumes 1,800 will be employed. If the new French-Canadian treaty goes into effect all the implements and machinery for France will be manufactured in Hamilton.

Railway Construction.

The White Pass Railway is building a 12-mile branch from Whitehorse, B.C., to some nearby copper properties.

Thirty thousand tons of steel rails will be taken out west for extensions on the C.P.R. and C.N.R. this summer.

Construction on the second section of the British Columbia Electric Railway from Cloverdale to Abbotsford will be started soon.

The Ontario West Shore Electric Railway will commence construction work on the Goderich-Kincardine section in a few days.

The Transcontinental Railway Commission invites tenders for 44,447 tons of steel rails, and the necessary fastenings. Tenders are to be in on September 1.

The Canadian Northern and Trans-Canada railways are surveying lines

from Roberval, in the Lake St. John region to the new mining district 190 miles northwest of that place.

The Dominion Government have placed \$400,000 in the estimates for the diversion of the Intercolonial from Georges River to Sydney Mines by way of Little Bras d'Or; from Sydney Mines to North Sydney by the existing line; and from North Sydney to Leitch's Creek by way of Upper North Sydney.

Building Notes.

Minionas, Man., is building a \$4,000 school.

Tenders for the construction of Moose Jaw's collegiate institute will close on August 15.

A new fire and police station will be built at Cobalt.

A new school will be erected this summer at Aylesbury, Sask.

The Bank of Montreal will erect a \$25,000 branch at Ottawa.

Winnipeg will remodel one of its fire halls, at a cost of \$13,000.

Plans are being prepared for a new school to be erected at Ingersoll.

A number of business buildings will be erected at once at Three Rivers.

Plans have been accepted for a new school at Oak Bay, Victoria, B.C.

Work will shortly be commenced on Hespeler's new Presbyterian church.

St. Giles' church Sunday school, Toronto, will be finished by October 1.

A new church is being erected near Milestown, in the vicinity of London.

Work is progressing on the \$20,000 William Grey Memorial Hall at Woodstock.

Last week's building permits at Ottawa number seven, and were valued at \$50,000.

Eglinton, Ont., Presbyterian congregation will spend \$5,000 on its new church.

Ryerson Methodist congregation, Hamilton, will erect a \$7,000 Sunday school.

Permits valued at \$13,000 were issued for new dwellings in Winnipeg one day last week.

Bloxhem & Saxon have the contract for West Toronto's new school. The price is \$19,250.

J. M. McLuckie has the contract for the erection of the new normal school at Fairview, B.C.

Wilson and Wilson, successful tenderers on Regina's collegiate institute, will begin work at once. Their figure was \$105,982.

The Smith's Falls Board of Education have decided to ask the Town Council for \$6,000 to remodel the present high school.

A new Land Registry Office, Isolation Hospital, gas works and police headquarters are projected for Vancouver. The latter building will cost \$5,000.

Dundas, Ont., promises a building boom. The Aged Women's Home, new High School, new Carnegie Library and a number of dwellings are among the works to be begun shortly.

Commercial travellers will erect an

eleven-story commercial building at Toronto. It will cost about \$210,000.

Building permits for one day recently in Hamilton were valued at \$5,200.

Municipal Improvements.

A number of waterworks standpipes will be erected in St. John, N.B.

Hamilton's city engineer wants \$30,000 to complete the new septic tank.

The Maple City Oil and Gas Co. is seeking permission to enter Chatham and do business there.

The new sewerage and waterworks schemes proposed for Cobalt are held up for lack of money.

In all 27 tenders were received for the new waterworks pumping plant to be installed at Victoria.

Oak Bay (Victoria, B.C.) property-owners are petitioning for sewers on three streets in that town.

The City Gas and Electric Department is doing extensive construction work on its mains at Sherbrooke.

Carman, Man., ratepayers will on August 18 vote on a by-law to raise \$25,000 to repair its new waterworks system.

Lindsay, Ont., council has given the water commissioners power to raise \$10,000 to purchase the Ozone filtration plant, now being constructed there.

A by-law submitted to the ratepayers of Red Deer, Alta., to extend the waterworks system on Gaetz Avenue and on Victoria Avenue at a cost of \$4,500, was carried.

A largely-attended public meeting at London passed a resolution unanimously favoring immediate submission of the by-law authorizing the installation of a high-pressure water system at the forks of the river, to cost \$200,000.

The Conn Company have started work on the laying of the tile conduit along the river valley which will bring the spring water to the pumping station in connection with Guelph's new water system.

Superintendent Madison, Vancouver, has reported to the Civic Water Committee that the water mains in certain parts of the city were beginning to show the effects of electrolysis, through the leaking of the current from the rails of the tramline. A similar condition of affairs had prevailed two years ago, but the British Columbia Electric Railway Company had bonded its rails to the mains at many points, which had abated the trouble. In the last two months, however, it had again appeared.

Companies Incorporated.

The Wood Fibre and Excelsior Co., Toronto; capital, \$40,000; to manufacture articles made of wood. Provisional directors, A. R. Bickerstaff, F. H. Potts, T. A. Silverthorn, Mary G. Carroll and Edith M. Carruthers.

The Northern Pipe Line Co., Chatham; capital, \$1,000; to construct and operate pipe lines for the transportation of oil and gas. Provisional directors, D. A. Gordon, Wallaceburg; G. E. Avery, Detroit; T. K. Holmes, Chatham; W. G. Ryan, Chatham; and R. L. Pattinson, Buffalo.

Inter-Agents, Limited, Toronto, capital, \$40,000; to manufacture stoves, hardware, etc. Provisional directors, G. Noble, G. R. Sproat, and H. Ferguson, all of Toronto.

MACHINERY STEEL

SMOOTH AND
IRON FINISH

All sizes in stock $\frac{1}{4}$ " to 6"

A. C. LESLIE & CO.,
LIMITED
MONTREAL

Sticks Everything, But is not Sticky

sounds like a paradox, but it's not, it applies to CAEMENTIUM, the greatest ADHESIVE ever discovered. It is a LIQUID PORCELAIN not a FISH GLUE.

It is unaffected by HEAT, DRYNESS, MOISTURE and ACIDS. Where workers have to affix GLASS, PORCELAIN or METAL this adhesive is unsurpassed.

Electricians will ask for it. Plumbers and Automobile Men will want it. Why not stock this need?

IT MEANS MONEY TO YOU ALSO.
WHY NOT BE OUR AGENT?

DILLONS LTD., 455 St. Paul Street
MONTREAL

Write to-day, we need you and you need us.



Cole's Spiral Tubular Radiator

Can be used
on any stove

Best radiator—at half the cost of inferior goods.

Only radiator made adapted for both hard or soft coal.

Size pipe collar 5, 6 and 7 inches.

These radiators give the best satisfaction and have yet to receive a single complaint.

FOR SALE BY

E. T. Wright & Co., - Hamilton

When writing to advertisers,
kindly mention having seen the
advertisement in this paper.

IVER JOHNSON SAFETY AUTOMATIC REVOLVER

We point to the difference between the positively and absolutely safe Iver Johnson Safety Automatic Revolver and the imitation near-safeties. They have some device added to them to make them near-safe. The safety feature of the Iver Johnson Safety is the firing mechanism itself—not some spring or button device to pull or press. That is why you can, in perfect safety—*not* near-safety—kick it, cuff it, knock it, or

HAMMER THE HAMMER

Our advertising has made "Hammer the Hammer" a familiar phrase. Be sure of the Owl's Head on the grip and our name on the barrel. Our guarantee stands back of them.

These are not premium goods. They are sold straight. ADVERTISED in all the big magazines and sportsmen's periodicals, but never sold by mail where a dealer will supply the demand.

Send for Dealer's Catalogue or order from your jobber.

IVER JOHNSON'S ARMS & CYCLE WORKS

330 River Street, Fitchburg, Mass.

Pacific Coast Branch: Phil. B. Bekeart Co., San Francisco, Cal.

IVER JOHNSON SINGLE BARREL SHOTGUNS AND TRUSS BRIDGE BICYCLES



Hammer the Hammer



HORSE SHOES

In the manufacture of "M.R.M." Horse Shoes only the best material is used.

Standards adopted as to shape, creasing and punching are carefully adhered to.

Every shoe thoroughly inspected before leaving our factory.

It pays to handle the best, and there is none better than the "M.R.M."

The Montreal Rolling Mills Co.



Hardware Trade in Great Britain

(From Hardware and Metal's Special Correspondent for Great Britain.)

Sheffield, Eng., July 31.—The outlook in the iron and steel, engineering, hardware, cutlery and plate trades does not materially improve, although there is a feeling that better times will be experienced before the end of the year, and this tendency towards optimism cannot fail to inspire confidence which is needed to give industrial development a filip. But when the position is carefully considered, and government statistics are taken into account, it is seen that the volume of trade is greater in some instances than it was only two years ago, and far exceeds what would have produced such a boom of trade ten years ago that the works would not have been able to cope with it. Extensions have been carried out on such a big and rapid scale, and more modern plant installed in recent years, that orders have to be of considerable magnitude to produce a fair level of activity. Now that many of the extensions are virtually idle, of course, the loss is great, owing to the fact that heavy capital expenditure is rendered unproductive.

Census of Production.

The taking of the census of production is not being regarded without suspicion, a formidable objection raised by many manufacturers, being that there is risk of the information falling into the hands of Inland Revenue officials, who rejoice in extracting the maximum income tax. But suspicion has been partly allayed by the assurance of the Comptroller-General that "the main object of the act is to ascertain the total production of the United Kingdom, and the information supplied will be used solely in the compilation of general statistical results, and no particulars with regard to any individual establishment or firm will be in any way disclosed." His statement concludes "any person improperly disclosing such information, or publishing information so disclosed, is liable to imprisonment for two years with or without hard labor, or to a fine, or to both fine and imprisonment."

The Future.

But perhaps it is not too much to hope that the time will come when manufacturers will sufficiently realize the value of scientific organization of industry as to be grateful for a census of production, which has given trades a fuller grasp of the conditions which affect their prosperity, sensibly promoted the systematization of business which is one of the secrets of German manufacturing success, and induced the heads of great trading concerns to inform themselves on all phases of their operations with a regularity and efficiency which constitute them effective checks upon leakage and slackness which too often lead to insolvency.

In cutlery, the disposition and trend towards imitation rather than the real

is more pronounced. Xylonite, celluloid and other substitutes are obtaining a vogue hardly anticipated by the people most concerned, and this is rather peculiarly proved by the state of the ivory market. For the July sales in Liverpool, London and Antwerp there were upwards of two hundred tons of ivory, as compared with not more than sixty of seventy tons at the corresponding period of last year. Much of it is old, and the price, too, is very materially affected. Of course ivory in certain circles will always be indispensable, and is still the leading feature in some firms, but no manufacturer can afford to disregard the enormous progress of xylonite, if he wishes to keep his trade together and to employ his men on full time. Another thing which very largely affects the ivory trade is the quality of silver-plated, hard soldered handled cutlery now in use in hotels, clubs, restaurants, institutions and naval and military messes. These goods are of the best steel, and the handle sufficiently strongly soldered to make it a permanent attachment. In appearance they are certainly artistic, and are in harmony with the silver spoons and forks and other accessories, the only drawback being the clatter and the ring when in use. But such a small matter has not held back the sales, which are large and increasing.

Tin Plate Prosperity.

A Welsh firm, Gilberton & Co., have found the tin plate trade to be so prosperous that they have decided to erect additional wells at a cost of over £30,000. The capacity will be increased to such an extent that the output will be 4,000 boxes per week and employment will be found for at least 2,000 more men.

Tube Association Collapses.

Towards the end of last year the International Association of Tube-makers was formed with the object of controlling the forces of output in England, the United States and Germany. It has now collapsed. The Americans broke away from the agreement as a protest against a large South American order having been accepted by a Glasgow house, whereas, under the international agreement, it is stated that the order fell within the scope of the American makers.

A Canadian Floating Dock.

Considerable interest has been taken in the launch by the very well-known firm of Vickers, Sons & Maxim, at Barrow, of a floating dock, built to the order of the Canadian Government. It is 229 feet long and 67 feet 1 inch broad, is divided into twelve water-tight compartments by bulkheads, and will lift a vessel of 1,300 tons displacement by means of pumping engines. It has a complete electric installation and carries a powerful jib crane.

Declining Export Trade.

To show how the export trade of Great Britain is declining, I have gone through the June Board of Trade returns, and extracted details which will be especially interesting to readers of Hardware and Metal. Taking hardware first, it is seen that the value of hardware exported from Great Britain to Canada in June of this year was only £2,908; compared to £4,432 in June 1907, and £7,216 in June, 1906. For the six months ending June 30, the value was £19,222, a big drop from £30,453 in the corresponding half-year of 1907, and £28,928 in the first six months of 1906.

Cutlery exports to Canada in June were £4,340, compared with £6,287 in June, 1907, and £8,820 in June, 1906. The half-year figures for 1908 are £35,157, contrasted with £49,266 in the first half of 1907 and £43,085 in the first half of 1906. The half-year's figures of cutlery exports to the United States are: 1908, £25,036; 1907, £42,989; 1906, £39,665.

Unwrought tin also shows a decline. Last June the value sent to Canada was £8,911, contrasted with £10,777 in June, 1907, and £5,597 in 1906. When the half-year's figures are considered, it is seen that the value up to the end of June, 1908, was £42,309; to the end of June 1907, £58,354, and to the end of June, 1906, £43,343. The fall in tin is thus only from last year. This year's figures are in excess of those of 1906.

The exports of pig lead and manufactures of pig lead to Canada in June, 1908, were only of the value of £3,895, compared with £9,628 in June, 1907, and £7,215 in June, 1906. The half-year figures show there was not much difference between 1908 and 1906, but a decline of about 50 per cent. from 1907 to 1908. The official values are: Half-year ending June 30th, 1908, £31,578; half-year ending June 30th, 1907, £62,942; half-year ended June 30, 1906, £32,680.

Railway Amalgamation.

Many railway amalgamation schemes have been talked about and there seems reasonable prospect of one which will have a wide bearing upon the facilities afforded to traders, being carried out. It is the projected working agreement between the Great Northern, Great Central and Great Eastern Railways. Economies are bound to result, and already there has been closing of receiving offices of one concern where duplicate offices hitherto served the same neighborhood. British railways have had to face very big declines in revenue owing to the bad state of trade, and in every direction they have been curtailing expenditure. Some of the big works which rely upon good orders for railway material, wheels, axles, tyres, etc., have been keenly disappointed, and thousands of pounds' worth of valuable plant is idle.

The merchant is not seriously objecting to these proposed working agreements, although in some instances the service will not be quite so expeditious.

R. A.

News of the Paint Trade

CONDUCTING A PAINT STORE.

Writing in the Paint, Oil and Drug Review, O. C. Harn, in dealing with the subject of buying paint stock, says:—A good merchant will first of all decide what is the best stock for him to handle. He will not buy haphazard from the first salesman who comes along, no matter what his claims are. He will ask himself:

1. What is the standard in this vicinity?

2. Is it worth its high position?

3. Do the manufacturers advertise it to the general public?

If he finds the standard product meritorious and well backed by its manufacturer, he will make no mistake in putting in a stock of it. In fact, he will not be able to get along without it, except by tremendous effort to sidetrack inquiries for it, and this effort had better be expended otherwise.

If there is no particularly worthy standard product established in the community the shrewd retailer will go straight to the best advertising mediums—magazines and newspapers—and see what is most persistently and most convincingly advertised. He knows that a paint product which is already advertised in general mediums will not need to be introduced to his customers so entirely at his own expense.

The testimony of local painters of the best reputation is valuable. If they do not know the product which the merchant has in mind, arrangements could be made to test its working qualities. Its make-up can be determined by chemical test.

Having satisfied himself what product will probably sell the most easily and will give the best satisfaction when sold (which is the foundation of cumulative trade), the merchant stocks it and begins planning his selling campaign.

The retail dealer has, as a rule, two classes of patrons which should be appealed to differently—the painter and the house owner. The painter, who buys the paint as raw material to sell again in the shape of a finished job, must be attracted by means of appeals similar to those which attracted the merchant himself—assurance that the paint offered is the one most likely to give satisfaction to the client. Also the retailer should bind the painter to him by showing him that he is helping him to get business.

Merchant Must Be Aggressive.

Helping the painter get business is only another way of saying "stimulating the house-owner to have painting done." This the dealer in the paint business who wishes to succeed must do. A retail merchant, no matter what his line, is not realizing all his opportunities who sits back with shelves well stocked and waits for trade to come. But especially must the paint dealer be aggressive. The sooner he gets the idea into his own head that his town needs more paint and then sets out to make his fellow townsmen think the same way, the better.

The supreme effort should be made to influence people to paint—not primarily

If you wish to cultivate the kind of customers that make paint selling profitable, you can do so by stocking

FLOORGLAZE ENAMEL

Particular customers who will pay for and appreciate a good article are looking for it.

While designed particularly for Floors, it can be used with splendid results for any kind of painting. In ten shades.

Manufactured only by

The Imperial Varnish & Color Co.

LIMITED

TORONTO, CANADA.

Stocks at

VANCOUVER, B.C. IMPERIAL VARNISH & COLOR CO. Ltd. 542 Beatty St.
WINNIPEG, MAN., c/o MASON & HICKEY, 108 Princess St.

Queen City Water White Oil

GIVES PERFECT LIGHT

FOR SALE BY DEALERS EVERYWHERE

to make them believe that there is only one paint to use. A hot fight between two competitive paint sellers or manufacturers is only of academic interest to those who do not realize that they need any paint. It may be amusing, but they do not see the point of it at all. But point to an owner's house and say: "Man, your property is deteriorating for want of a little paint. It looks bad. What do you suppose your neighbors think of you? Aren't you ashamed of it yourself?"

How to stimulate this desire to use paint? That should be the constant study of someone who is responsible for the paint department of the store.

The first, most obvious, the cheapest, the most effective and yet about the least appreciated method, is to use the advertising matter which the manufacturer of your paint products supplies.

The booklets, cards, etc., furnished by the manufacturer are frequently much more attractive in appearance and more convincing in subject matter than anything that the retailer can get up for himself; first, because the manufacturer prints in quantities which makes high-class work within reach, while the limited field of the retailer requires such

small quantities that the price per thousand of equally high-class printed matter would be more than he would be justified in paying. Secondly, the manufacturer knows his goods and has a department devoted to the stimulation of its sale. No good point in favor of painting, and, incidentally, to painting with this particular product, is overlooked in the literature distributed.

Now, why should not the dealer who is selling this product use this excellent aid?

How to Advertise.

Some dealers neglect this literature or refuse outright to send it out or distribute it perfunctorily, because, perhaps, it does not contain their name or perhaps no place for their name. Every live manufacturer will supply literature with name of dealer or place for his name, but sometimes the best business-producing literature is that which the imprinting of a name would spoil or mar. Fine books with illustrations, the originals of which cost thousands of dollars, to say nothing of the cost of reproducing by fine processes, are neglected by some dealers when others more wide-awake would jump at the

chance of purchasing them outright with the privilege of sending them to customers with their own neatly printed card of presentation slipped between the cover and the fly-leaf. The first class would rather send out a cheaply printed, patent medicine style pamphlet with their name in big letters stamped across the cover.

But it is not only the booklets of the manufacturer which many a shortsighted dealer overlooks. In how many paint shops have you ever seen a good magazine advertisement cut out and pasted in the window, accompanied by an appropriate store sign?

How many paint dealers' local newspaper advertisements have you seen which referred to the current magazine or poster advertisements of the paint material which they sell, accompanied by the announcement, "We sell that paint in this town!"

The backwardness of a great many paint dealers in taking advantage without cost, or at most, at very slight cost, of selling forces furnished by others, is one of the inexplicable marvels of trade.

Besides using the advertising of others in his own behalf, the paint dealer should do some on his own initiative. In a town small enough so that the merchant can cater to the entire population, the local papers should by all means be used. Space big enough to command attention should be engaged and it should be filled with just the kind of "copy" which the best paint salesman in the store would talk if he buckled down to make a big sale to the most important property owner in town.

A stereotyped "card" on the one hand, and smart, fanciful, amusing, funny, flighty, ridiculous talk on the other, is just as out of place and ineffective in an advertisement as the same copy would be if learned by the salesman and "declaimed" to the aforementioned leading citizen when he came to the store.

But good common sense talk persisted in regularly will sell paint materials.

Occasional circularizing of selected lists of property owners pays. If letters are sent, they should be real letters in form and feeling and not a general flight of fancy printed to look like a letter. There is a big difference and the recipients know it. There are far too many general advertisements masquerading around the country as letters. If you can't cast what you want to say in the form of a letter, don't print it like a letter. Make it frankly a circular, or folder, or card.

ATTRACTIVE PAINT LABELS.

We wonder if paint manufacturers generally are sufficiently alive to the importance of having attractive containers for their mixed paints, stains, etc., says an exchange. Judging from some examples that we have seen, there is room for vast improvement in this particular. Paints have been put on the market under labels so inartistic and repulsive that it required courage on the part of the user to buy them. How is a buyer to know that the contents of such a can are not of quite as bad quality as its label; and, on the other

hand, does not an artistic and attractive label give an immediate suggestion of quality inside the can?

An example of a very elaborate and handsome paint label recently came to our notice. It adorns the cans of a paint that is not numbered among the leading brands in this country, but the label is doing its part to bring the paint into the front rank of popularity. It is a lithographed label in five colors and gold, with white background and smooth finish. The picture which holds the centre of the scene is a true work of art, and if the same amount of care had been bestowed on the entire label, eliminating all advertising features, it would have been worthy of a gilt frame.

The very thought of pasting such an expensive lithograph on thousands of paint cans is enough to make many a manufacturer shudder, yet no doubt it is a paying investment. If the paint is all that is claimed for it, then the label may well be in keeping with the excellence of the contents of the can. If, on the contrary, the paint needs self praise, the label is the proper medium. In any case the impression that is made on the buyer when he first sees the label lasts a long time. If it be a good impression he will always look with favor on the paint can that first pleased him and it will take a deal of argument to convince him that the contents are not up to the standard set by the exterior.

OIL BRINGS FORTUNE.

Some of the wonderful tales told of fortunes being acquired in the Casey, Ill., oil fields, sound very much like fairy tales. The most welcome part of the good luck stories is that the greatest oil fields of the district have been made on the farms of the poorer class, who have been unable to procure the best prairie lands and were obliged to cast their lot along the swamps through which the creeks run, forming the low lands of the country, which is said to be where the greatest oil fields are located, very little oil having been found on the high lands.

Much of this land has never been very productive at the best, and has been practically farmed to death, and the owners had been hard pressed to eke out an existence, to say nothing of improving the soil. We are told of one instance where a couple who were married quite young about fourteen years ago, came into possession by inheritance of a little farm of sixty acres lying along a creek which was of such poor fertility that they were unable to realize a decent living therefrom for their eight small children.

The oil drillers came along and sank a well on this man's farm. It proved to be a gusher. Others were put down until now there are twelve booming oil wells on the land, the royalty of which has for the past year or more been bringing this hitherto unfortunate individual with a large family something over \$200 a day. He has now more money than he knows what to do with.

DISTINCTIVE— DIFFERENT

There are a
great many
Paints made—
Of course!
They can be
very much
divided into
two classes,
but "English"
Paint is distinctly
different from
all other Paints.
It is the
ONLY
Liquid Paint in
which the
ONLY
White Lead used is
Brandram's B.B.
Genuine.

BRANDRAM-HENDERSON,
LIMITED

Montreal
St. John

Halifax
Winnipeg

Marshall-Wells Co., Winnipeg
Distributors for Western Canada

What Is The Answer?

Here is the question: What does it indicate when Muresco Wall Finish sells 60% better than in any former year? Our answer is, it indicates that Muresco is filling a very distinct want on the part of the public, and that the retail hardware trade is getting the benefit of filling that want. There is no longer any question in the minds of hundreds of hardwaremen but that

Muresco is the best selling substitute for wall paper

ever introduced to the hardware trade. The reason is that Muresco does everything that's claimed for it on the package. Better send to-day for color cards and prices!

Benjamin Moore & Co., Limited

New Office and Works: West Toronto, Canada.

New York, Chicago, Cleveland, Carteret, N. J.

If you are not handling Trip-L-Body White write us for price and sample. It is superior to white lead in every way.

Are You Awake?

Don't let competition catch you asleep at the switch on the paint proposition, Mr. Dealer. Don't be satisfied with what trade straggles into your store. Be a live one and make a robust bid for the bulk of the business in your town. Why not? There's a way to get it. Get a paint you can enthuse over, and then make a noise that will wake up every paint consumer in your community. Show them the money-saving advantage of using a better paint. We'll help you convince them that

Martin-Senour 100 Percent Pure Paint

is the paint they ought to use. It is noticeably so much better than other paints that customers once using it become audible advertisements for the dealer who supplied them. They talk out loud for **Martin-Senour Paint**. The neighbors hear the story and see the evidence with their own eyes—that starts them too to the dealer's store, and the good work and the good news spreads.

If you want to be the liveliest paint man in your town our plan for turning the paint trade your way will interest you. Write for it today.

The MARTIN-SENOUR CO., LTD.

Pioneers of Pure Paint

MONTREAL

CHICAGO

The Winnipeg Paint &
Glass Co., Ltd.,
Winnipeg

The Maritime Paint &
Varnish Co., Ltd.,
Halifax, N. S.



PAINT AND OIL MARKETS

MONTREAL.

Montreal, Aug. 7.—The summer, which is generally looked for at this time of the year, seems to be very pronounced, and quiet trade is reported in all lines. Quotations, however, are firm with a certain amount of strength. In ground white lead, especially, a stronger tone is observable.

Turpentine—A steady volume of business is reported in pure spirits of turpentine, and substitutes, for a time, have seemingly disappeared. Prices under the circumstances are unchanged, and we quote 59c for single barrels.

Linseed Oil—The crushers have fair stocks on hand, and they show keenness in booking orders. Linseed oil has maintained the strength of last week, and we continue to quote: Raw, 1 to 4 barrels, 50c; 5 to 9 barrels, 49c; boiled, 1 to 4 barrels, 53c; 5 to 9 barrels, 52c.

Ground White Lead—As anticipated in our last issue there has been a decided firmness shown in ground white lead. Pig lead figures are stronger, for the time being, and with fair business doing, white lead quotations all the way round are stronger. While we make no change in our prices, which are for small lots, the cutting on big orders has stopped. We continue to quote Government Standard, \$5.35; No. 1, \$5.10.

Red Lead—Shipments have been satisfactory. Prices continue to be cut for fair-sized orders, but for small lots we continue to quote: Genuine red lead, in casks, \$4.75; in 100-lb. kegs, \$5; in less quantities, at \$5.75 per 100 lbs.; No. 1 red lead, casks, \$4.50; kegs, \$4.75, and smaller quantities, \$5.50.

Paris Green—The season for Paris green is now practically over, although in districts where the potato bug has been very numerous, the demand has been maintained. Altogether the season has been a satisfactory one.

White Zinc—Shipments have been light, but the market is firm and unchanged, as follows: V.M. Red Seal, 7½c; Red Seal, 7c; French V.M., 6c; Lehigh, 5c; white zinc, ground in oil, pure, 8½c; No. 1, 7c; No. 2, 5½c.

Putty—Putty is being shipped in slightly increasing quantities. Ample stocks are reported by different grinders and there is no complaint as to the volume of business doing. We continue to quote: Pure linseed oil putty, bulk, 800-lb. cask, \$1.75; in 25-lb. iron drums, \$2.05; in 25-lb. tins (3 in a case), \$2.15; bladder putty, in barrels, \$1.95.

TORONTO.

Toronto, August 7.—The holiday season has had a quieting effect on trade, and while there is some business being done in nearly all lines, it is not of a steady character. Turpentine and oil continue to be interesting features and prices are not at all stationary, as they should be. Some makes of shellac are firming up and there is also a firmer tone to white lead, but prices generally are as they were a week ago.

Turpentine—There is an easier tendency in this line, but buying is slight, jobbers evidently having sufficient supplies for a couple of weeks at least. Manufacturers expect light buying at this season and do not anticipate any rush until September. We still continue to quote two-barrel lots at 57c; single barrels, 58c, and five-gallon lots at 63c. Some jobbers are holding a firm price at a cent above these figures, while one concern has cut one cent below them.

Linseed Oil—The association prices are still 53c and 56c for raw and boiled, but competitors are selling a cent below these quotations. Business is slow and stocks are fairly large. A large flax crop is expected in the west, and reaping has already commenced. What effect this will have on prices is open to speculation just now, but were the crop small there would almost assuredly be an increase in price.

White Lead—There is a firmer tone in the market, but like other lines little business is being done. Quotations are the same as last week. Genuine is at \$6; decorators, \$5.75, and No. 1, \$5.50. Red lead continues at \$4.50 for genuine in cask lots.

Paris Green—Decreasing sales are noted in this line, as was to be expected at this late season. Some little is moving, however, at old prices. Drums are 25½c, and barrels 24½c.

Glass and Putty—Glass has taken a spurt and country trade, especially, has been more than fair for a week past. City business is still rather quiet, but better things are hoped for when the warm weather comes to a close. Putty, too, is a little active at unchanged prices. Bulk in barrels is at \$1.65, and bladders at \$1.90 per barrel.

Stains and Varnishes—Though quotations on shellac remain at \$1.95 per barrel for pure orange, and \$2 for pure white, some jobbers have raised prices to \$2 and \$2.20, with 25c extra for single gallon lots. This is said to be due to the increase of raw gum, which has gone up ten cents above the lowest price reached since the depression, which means an advance of 30c per gallon on the manufactured product.

Petroleum—Prices continue unchanged with good business in gasoline and naphtha being done. Prime white petroleum is at 13½c; water white, 15c; and Pratt's astral, 17½c. Benzine is 15½c per gallon in barrel lots and motor gasoline is 17c. All prices are ex Toronto.

NEW METAL FIRM.

Thos. S. Baker, for some years traveler for B. & S. H. Thompson Co., Montreal, and later manager of the Ontario Steel Ware Co., Toronto, along with H. C. Bedlington, formerly manager of Myott & Son Co., have recently formed the Dominion Agencies, Ltd., and have offices at 79 East Adelaide St., Toronto. They have secured the agency for a number of first-class English firms manufacturing heavy metals and heavy chemicals. They are taking orders for these lines, and expect to carry a stock in Toronto a little later on.



This Shellac is made from fine East India Lac. For covering knots and where a rapidly drying Varnish is required, the C. P. Co's Pure Orange Shellac will be found to be extremely satisfactory. It is of a rich light brown color and an excellent article to be used on floors or furniture, upon the natural wood or over stain. Floors covered with our Pure Shellac in addition to presenting a handsome appearance, are healthful and hygienic.

All surfaces to be coated should be free from dust. The contents of package, when not in use, must be carefully corked or sealed, to prevent evaporation. Keep from excessive cold or heat. Do not expose to the sun's rays in window. Brushes should be clean and soft, and shellac applied with an even light coat.

THE
CANADA PAINT
CO., LTD
MANUFACTURERS
MONTREAL-TORONTO
WINNIPEG

RAMSAY'S

CREOSOTE SHINGLE STAINS

Do you know that here is a money maker that only requires your attention? Are you aware that in times past thousands of gallons of Creosote Stains have been brought into Canada at high prices and at high duties, just because it could not be made here?

Are you aware that although it may not be difficult to make Shingle Stains, it is mighty difficult to make right Shingle Stains?

Do you know that after careful watching and experimenting

RAMSAY'S

Creosote Shingle Stains are now pronounced better and cheaper than any imported or manufactured stains in this country?

Do you know that these stains are coming more and more in demand? You should know all about them. You may have enquiry for them to-morrow. Write for our samples and prices at once. Don't pay high prices for imported goods. It isn't necessary. It means loss.

Write us about

SHINGLE STAINS

A. RAMSAY & SON CO.

MONTREAL

Est'd 1842

Paint Makers

When You Are Tired

of losing customers through handling prohibitively priced paints, just sit down and write for prices, terms and color cards of

NEW ERA PAINT

We maintain and successfully prove, that New Era is equal in quality to any paint at any price.

Standard Paint and Varnish Works Co.
WINDSOR, - ONTARIO LIMITED

SUNLIGHT GOLD PAINT

Patented 1906.

BEST ON THE MARKET.

THE CANADIAN BRONZE POWDER WORKS

R. E. Thorne & Co.
TORONTO VALLEYFIELD MONTREAL.

McCaskill, Dougall & Co.

Manufacturers

RAILWAY, CARRIAGE AND BOAT VARNISHES.
HIGH-GRADE FURNITURE and HOUSE VARNISHES
MONTREAL.



GLAZIERS' DIAMONDS OF PROVED WORTH

Having a Century's Reputation for Reliability.

MADE BY

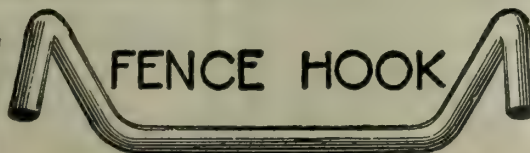
A. SHAW & SON, London, Eng.

CANADIAN AGENT

GODFREY S. PELTON, - 201 Coristine Building, Montreal

GALVANIZED FENCE HOOK

For Fastening Wooden Picket or Wire Fences



WIRE NAILS, COILED SPRING BARB and PLAIN FENCE WIRE, OILED and ANNEALED, CLOTHES LINE WIRE, STAPLES, etc.

The Western Wire and Nail Co., Limited,

London, Ont.



**It's Dollars and Cents
Consideration**

when it comes to

ISLAND CITY PAINTS

and that is a pretty good consideration.

Island City Floor Paint Dries in Eight Hours

Island City House Paints are made in 56 different varieties of colors, send for sample card.

Island City Pure White Lead and **Pure Decorator's Lead** will be asked for so with the wise dealer there is no argument. **STOCK THESE.**

THEN WE BACK ALL OUR GOODS BY A GUARANTEE

P. D. DODS CO., Limited

MONTREAL

ESTABLISHED IN 1793

English
For all



Varnish
Purposes

"LACKERITE"

An ideal finish for Floors, furniture or other woodwork in the home on new or old work.

Dries hard over night, with a brilliant and durable gloss.

It imitates the natural grain of the wood.

In 12 different Colors and put up in sizes from ¼ Pint Tins to Gallons.

Send for Shade Cards.

Wilkinson, Heywood & Clark, Limited

LONDON, England

300 Notre Dame St. West, MONTREAL

Branches:—Liverpool, Mexico City, Paris, Alexandria, Bombay, Karachi, Calcutta, Madras, Colombo, Rangoon, Hong Kong, Shanghai, Penang, Singapore, Soerabaya, Kobe, Yokohama, Melbourne, Sydney, and Agencies all over the world.

FRANCIS C. REYNOLDS, Can. Manager.

McArthur, Corneille & Co.

MONTREAL

GLUE AND GELATINE

*An extensive assortment, to suit all requirements.
WILL BE PLEASED TO SUBMIT SAMPLES AND PRICES*

Manufacturers and Importers of

White Lead, Oils and Colors, Prepared Paints, Window Glass, Varnishes, etc.

Selling Agents in Canada

For the GENUINE

Imperial French Green

of JOHN LUCAS & CO.,
PHILADELPHIA

And CELEBRATED

English Varnishes

of CHAS. TURNER & SON,
LONDON

Please mention "Hardware and Metal" when writing.

THE BETTER HALF OF SALESMANSHIP

is having the right goods to sell. A persuasive salesman may be able to sell a customer articles of poor quality—but it's an infinitely easier and more satisfactory job to sell goods of high quality. Which is just why it will pay you to handle

"Flattine" Wood Finish

As a varnish for the final coat over gloss-finished work, giving the fine appearance of a genuine rubbed finish, it is positively unequalled. Show this to your painter customer, and prove to him that Flattine gets all the effect without the labor and expense of rubbing, and you've got his future business sure.

Prices cheerfully quoted.

Sealed cans only.

INTERNATIONAL VARNISH CO., Limited TORONTO, CANADA

Manufacturers of Lacqueret, Elastica, Gutta Percha, and Flattine Floor Finishes, and Flattine Cabinet Finish.

Branch of the Standard Varnish Works,

NEW YORK,

CHICAGO,

LONDON, ENG.,

BERLIN,

BRUSSELS.



NOW YOU SEE IT



NOW YOU DON'T

That's the Way with Some Greens. For a few days they look beautiful—attractive. Then the Sun plays the magician and they vanish.

LUCAS IMPERIAL FRENCH GREENS

STAY GREEN

Brilliant in Color—Rich in Tone—Practically Non-Fading

Watch the Fakir who { Imitates the Label
Imitates the Package
Imitates the Name

Our special process of manufacture insures unmatchable quality, freedom from Arsenic or other poisonous properties. Insist on the GENUINE **LUCAS IMPERIAL FRENCH GREENS.**

JOHN LUCAS & CO.

PHILADELPHIA

NEW YORK

CHICAGO

BOSTON



HUBBELL PULL SOCKETS

Universally adopted for use in the better class residences,
hotels and offices.

Specified by all Leading Architects

Unsurpassed for appearance, simplicity and durability.
Their sale has proved their worth.

Manufactured by The R. E. T. Pringle Co., Ltd., Montreal and Winnipeg

PREPARED PAINTS.

	Quart cans
Barn (in bbls.)	0 50
Sherwin-Williams paint	1 60
Canada Paint Co. s pure	1 40
Standard P. & V. Co.'s "New Era"	1 30
Benj. Moore Co.'s "Ark" B'd	1 25
Moore's pure lined oil, H.O.	1 35
Brandram-Henderson's "English"	1 45
Ramsay's paint, Pure, per gal.	1 30
Thistle	1 10
Martin-Senour 100 p.c. pure	1 60
Senour's Floor Paints	1 35
Jameson's "Crown and Anchor"	1 40
Jameson's floor enamel	1 75
Island City pure paint	1 10
Sanderson Peary's, pure	1 25
Robertson's pure paints	1 25

PATTY.

Bulk in bbls.	1 65
Bladders in bbls.	1 90
25-lb. tins.	2 00
Bulk in 100-lb. irons.	1 90

SHINGLE STAINS.

In 5-gallon lots	0 75
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TURPENTINE AND OIL.

Prime white petroleum per gal.	0 13
Water white	0 15
Pratt's astral	0 17
Castor oil, per lb.	0 09
Motor Gasoline single bbls.	0 18
Benzine, per gal single tbs.	0 17
Turpentine, single barrels	0 59
Lined Oil	0 53
boiled	0 53

WHITE LEAD GROUND IN OIL. Per 100 lb.

	Montreal	Toronto
Genuine government standard	5 35	6 00
Decorators' Pur	5 61	5 75
No. 1 Canadian	5 10	5 50
Munro's Select Flake White	5 85	6 00
Klephant Genuine	5 83	6 03
Tiger Pure	5 65	5 90
Essex Genuine	5 75	6 00
Brandram's B. B. Genuine	6 75	6 90
"Anchor," pure	5 50	5 65
Ramsay's Pure Lead	5 65	5 90
Ramsay's Exterior	5 25	5 50
"Crown and Anchor," pure	5 50	5 65
Island City pure lead	5 50	5 90
Sanderson Peary's	5 90	5 90
Robertson's C.P., lead	5 60	5 90

RED DRY LEAD.

Genuine, 560 lb. casks, per cwt	4 50	4 75
Genuine, 100 lb. kegs	5 00	5 25

WINDOW GLASS.

	Star	Double
3 size United		
Under 26	\$4 35	\$6 25
26 to 40	4 55	6 75
41 to 50	5 10	7 50
51 to 60	5 35	8 50
61 to 70	5 75	9 75
71 to 80	6 25	11 00
81 to 85	7 10	12 50
86 to 90		15 00
91 to 95		17 50
96 to 100		20 50

Toronto. List 20 p.c. Broken boxes 50 p.c.

WHITING.

Plain, in bbls	0 60
Gilders bolted in barrels	0 90

WHITE DRY ZINC.

Extra Red Seal, V.M.	0 07
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WHITE ZINC IN OIL.

Pure, in 25-lb. irons	0 08
No. 1	0 07
No. 2	0 05

SHELLAC VARNISH.

Pure White, in barrels	2 00
Pure Orange	1 90
No. 1 Orange	1 85

VARNISHES.

	Per gal. cans
Carriage, No. 1	1 50
Pale durable body	3 50
" hard rubbing	3 00
Finest elastic gearing	3 00
Elastic oak	1 50
Furniture, polishing	2 00
Furniture, extra	1 15
" No. 1	0 90
" union	0 85

Light oil finish	1 30
Gold size japan	2 00
Brown japan	1 00
No. 1 brown japan	0 95
Baking black japan	1 35
No. 1 black japan	0 90
Benzine black japan	0 70
Crystal Damar	2 50
No. 1	2 25
Pure asphaltum	1 40
Oilcloth	1 50
Lighting dryer	0 75
Elastilite varnish, 1 gal. can, each	2 00
Granitine floor varnish, per gal.	2 50
Maple Leaf coach enamels, size 1	1 20
"Sherwin-Williams' kopal varnish, gal.	2 50
Canada Paint Co's sun varnish	2 00
"Kyanize" interior finish	2 40
"Flint-Lac" coach	1 80
B.H. Co's "Gold Medal" in cases	2 50
Jameson's Copaline, per gal.	2 50
Flatline floor finish, per gal.	3 01
Elastica exterior finish, 1 gal. can	4 25

MISCELLANEOUS.

Stovepipe varnish, 4 pints, \$3 per gross.	
Beeswax, per lb., 40 cents	
Pine tar, half pint tins, 70 cents per doz.	
Plaster of Paris, per bbl., \$2.25.	

BUILDERS' HARDWARE.

BELLS.

Brass hand bells, 60 per cent.	
Nickel, 55 per cent.	
Gongs, Sergeant's door bells	5 50 8 00
American, house bells, per lb.	0 35 0 40
Peterboro door bells, 50 and 10 off net list.	

BUILDING PAPER, ETC.

Tarred Slater's paper, per roll	0 70
O. K. paper, No. 1, per roll	0 75
O. K. paper, No. 2	0 70
Plain Fibre, No. 1, per 400 ft. roll	0 45
Tarred Fibre, No. 1, per 400 ft. roll	0 55
Plain Surprise, per roll	0 35
Keen sized Fibre, per roll	0 35
Asbestos building paper, per 100 lbs.	4 00
Heavy straw, plain & tarred, per ton	37 50
Same in Maritime Provinces	42 50
Carpet Felt, per 50 lbs.	1 40
Arched wool roofing felt, per 100 lb.	1 80
Pitch, Boston or Sydney, per 100 lbs	0 70
Pitch, Scotch, per 100 lbs.	0 65
Heavy Wire, 32 & 80, per 100 lbs	3 00
2 ply Ready Roofing, per square	0 80
3	1 05
2 Ply con pipe, per roll	1 25
tins	1 45
Liquid Roofing, Cement, bris, per gal	0 15
Crude Coal Tar, per barrel	3 50
Refined Coal Tar, ins, per doz.	1 00
Refined Coal Tar, per barrel	4 50
Whiggle varnish, per barrel	4 50
Caps and Nails, per lb.	0 07
Mop cotton, per lb.	0 15

BUTTS.

Wrought Brass, net revised list.	
Cast Iron Loose Pin, 60 per cent.	
Wrought Steel Fast Joint and Loose Pin,	
65 and 10 per cent	

CEMENT AND FIREBRICK.

Canadian Portland	1 85 2 10
Belgium	1 80 1 90
White Bros. cement	2 00 2 05
" Lafarge " cement in wood	3 40
" Iron Clad " cement	2 10
" Iron Clad " paper	2 10
wood	2 25
Fire brick, Scotch, per 1,000	27 00 30 00
" English	17 00 21 00
" American, low	23 00 25 00
" high	27 50 35 00
Fire clay (Scotch), net ton	4 95
Paving Blocks per 1,000.	
Blue metallic, 9"x4"x3", ex wharf	36 00
Stable pavers, 12"x6"x2", ex wharf	80 00
Stable pavers, 9"x4"x3", ex wharf	88 00

DOOR SETS.

Peterboro, 50 and 10 per cent.	
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DOOR SPRINGS.

Torrey's Rod	per doz. 1 75
Coil, 9 to 11 in.	0 95 1 65
English	2 00 4 00
Chicago and Reliance Coil	35 per cent.

ESCUTCHEONS.

Discount 50 to 60 per cent.

Peterboro, 45 and 10 per cent.

ESCUTCHEON PINS.

Steel, discount 45 per cent.

Brass, 50 per cent.

HINGES.

Blind, discount 50 per cent.

Heavy T and strap, 4-in 100 lb. net.

" " 5-in. " 7 25

" " 6-in. " 7 00

" " 8-in. " 6 75

" " 10-in. and larger " 6 50

Light T and strap, discount 65 p.c.

Screw hook and hinge

under 12 in. per 100 lb. 4 75

over 12 in. " 3 75

Crate hinges and back flaps, 65 and 5 p. c.

Chest hinges and hinge hasps, 65 p.c.

SPRING HINGES.

Spring, per gro., No. 5, \$17.50 No. 10, \$18;

No. 20, \$10.80; No. 120, \$20; No. 51,

\$10; No. 50, \$27.50.

Chicago Spring Butts and Blanks 12 1/2 percent.

Triple End Spring Butts, 30 and 10 per cent.

Chicago Floor Hinges, 37 1/2 and 5 off.

Garden City Fire House Hinges, 12 1/2 p.c.

"Chief" floor hinge, 50 p.c.

CAST IRON HOOKS.

Bird cage, per doz. 0 50 1 10

Clothes line, No. 61. " 0 00 0 70

Harness " 0 60 12 00

Hat and coat " per gro. 1 10 10 00

Chandelier " per doz. 0 50 1 00

Wrought hooks and staples

1 1/2 x 5 " per gross 2 65

5-16 x 5 " 3 30

Bright wire hooks, 60 p.c.

Bright steel gate hooks and staples, 40 p.c.

Crescent hat and coat wire, 60 per cent.

Screw, bright wire, 65 per cent.

KNOBS.

Door, japanned and N.P., doz 1 50 2 50

Bronze, Berlin " per doz. 2 75 3 25

Bronze, Genuine " 6 00 9 00

Shutter, porcelain, F. & L.

screw " per gross 1 30 2 00

White door knobs " per doz. 2 00

Peterboro knobs, 50 and 10 per cent.

Porcelain, mineral and jet knobs, net list.

KEYS.

Canadian 50 and 10 per cent.

LOOKS.

Peterboro, 50 and 10 per cent.

Russell & Erwin, steel rim \$2.50 per doz

Eagle cabinet locks, discount 30 per cent

SAND AND EMERY PAPER.

B. & A. sand, discount, 35 per cent

Emery, discount 35 per cent.

Garnet (Burton's) 5 to 10 per cent. advance

SASH WEIGHTS.

Sectional " per 100 lb. 2 00 2 25

Solid " 1 50 1 75

SASH CORD.

Per lb. 0 31

BLIND AND RED STAPLES.

All sizes, per lb. 0 07 1/2 6 10

TOOLS AND HANDLES.

ADZES.

Discount 22 1/2 per cent.

AXES.

Single bit, per doz. 6 00 9 00

Double bit " 16 00 11 00

Benoh Axes, 40 per cent.

Broad Axes, 35 per cent.

Hunters' Axes " 5 50 6 00

Boys' Axes " 6 25 7 00

Splitting Axes " 7 00 9 00

Handled Axes " 7 00 9 00

Red Ridge, boys', handled " 5 75

" hunters " 5 25

BITS.

Ford's auger bits, 30 and 10 per cent.

Irwin's auger, 47 1/2 per cent.

Gilmour's auger, 60 per cent.

Rockford auger, 50 and 10 per cent.

Jennings' Gen. auger, net list.

Gilmour's car, 47 1/2 per cent.

Clark's gimlet, per doz. 0 65

Diamond, Shell, per doz. 1 00

Nail and Spike, per gross. 2 25

BUTCHERS CLEAVERS.

German " per doz. 7 00 9 00

American " 12 00 18 00

CHALK.

Carpenters' Colored, per gross 0 45 0 75

White lump " per cwt. 0 60 0 65

CHISELS.

Warnock's, discount 70 and 5 per cent.

F. S. & W. Extra, discount, 70 per cent.

CROSSCUT SAW HANDLES.

S. & D., No. 3 " per pair 0 13

S. & D., " 5 " 0 11 1/2

" 6 " 0 18

Boynton pattern " 0 20

CROWBARS.

3/4 c. to 4 c. per lb.

DRAW KNIVES.

Coach and Wagon, 75 and 5 per cent.

Carpenters' 75 per cent.

DRILLS.

Millar's Falls, hand and breast, net list.

North Bros., each set, 50c.

DRILL BITS.

Morse, discount 37 1/2 to 40 per cent.

Standard, discount 50 and 5 to 55 per cent.

FILES AND R

For Over Thirty Years

Paterson's goods have represented the highest standard of quality, both in material and manufacture.

AMATITE READY ROOFING.—Mineral surfaced.
Needs no painting.

WIRE-EDGED READY ROOFING.—Over half a million rolls used in Canada.

BEST TARRED WOOL ROOFING FELT.

PURE COAL TAR ROOFING PITCH.

PLAIN AND TARRED BUILDING PAPERS.

The Paterson Manufacturing Co., Limited

TORONTO MONTREAL WINNIPEG

PLANES.

Wood bench, Canadian, 40, American, 25 p.c.
Wood, fancy, 37½ to 40 per cent.
Stanley planes, \$1.55 to \$3.60, net list prices.

PLANE IRONS.

English per doz. 2 00 5 00
Stanley, 2½ inch, single 24c., double 39c.

PLIERS AND NIPPERS.

Button's genuine, 37½ to 40 per cent.
Button's imitation per doz. 5 00 9 00
Berg's wire fencing 1 72 5 50

PUNCHES.

Saddlers per doz. 1 00 1 85
Conductor's 3 00 15 00
Tinner's, solid per set 0 72
" hollow per inch 1 00

RIVET SETS.

Canadian, discount 35 to 37½ per cent.

RULES.

Boxwood, No. 68, 2 foot, doz. 1 00
Ivory, No. 1282, 2 foot, each 3 50

SAWS.

Atkins, hand and crosscut, 25 per cent.
Diston's Hand, discount 12½ per cent.
Diston's Crosscut per foot 0 35 0 55
Hack, complete each 0 75 2 75
" frame only each 0 50 1 25
S. & D. solid tooth circular shingle, concave and band, 50 per cent.; mill and ice, drag, 30 per cent.; cross-cut, 35 per cent.; hand saws, butcher, 35 per cent.; buck, New Century, \$6.25; buck, No. 1 Maple Leaf, \$5.25; buck, Happy Medium, \$4.25; buck, Watch Spring, \$4.25; buck, common frame, \$4.00.
Spear & Jackson's saws—Hand or rip, 26 in., \$12.75; 28 in., \$14.25; panel, 18 in., \$9.25; 20 in., \$9; tenon, 10 in., \$9.90; 12 in., \$10.90; 14 in., \$11.50.

SAW SETS.

Lincoln and Whiting 4 75
Hand Sets, Perfect 4 00
X-Cut Sets 7 50
Maple Leaf and Premium saw sets, 40 off.
S. & D. saw swages, 40 off.

SCREW DRIVERS.

Sargent's per doz. 0 65 1 00
North Bros., No. 30 per doz. 16 80

SHOVELS AND SPADES.

Canadian, 45 per cent.

SQUARES.

Steel, No. 14, 75 and 2½, doz. \$23 01
Iron, No. 492, " 1 85
" 493, " 2 15
" 494, " 3 25

TAPE LINES.

English ass skin, No. 921, 66 ft., doz. 2 85
Universal, ass skin, No. 714, 66 ft., d z 3 00
Lutkins, linen, No. 444, 66 ft., each 0 94
" steel, No. 284, 66 ft., each 3 15
Chesterman's, linen, No. 1822 66 ft., ea. 1 10
" steel, No. 1820, " 1 70

TROWELS.

Diston's, discount 10 per cent.
S. & D., discount 35 per cent.
Berg's, brick, 924x11 4 00
" pointing, 924x11 2 10

FARM AND GARDEN GOODS

BELLS.

American cow bells, 63½ per cent.
Canadian, discount 50 per cent.

BULL RINGS.

Copper, \$2.00 for 2½-inch

CATTLE LEADERS.

Nos. 32 and 33 per gross 7 50 8 50

BARN DOOR HANGERS.

Stearns wood track doz. pairs. 4 50 6 00
Zenith 9 00
Atlas, steel covered 5 00 6 00
Perfect 8 00 11 00
New Milo, flexible 6 50
Steel, track, 1 x 3-16 in (100 ft) 3 25
" 1½ x 3-16 in (100 ft) 4 75

Double strap hangers, doz. sets. 6 40
Standard jointed hangers, " 6 40
Steel King hangers 6 25
Storm King and safety hangers 7 00
" rail 4 25
Chicago Friction, Oscillating and Big Twin Hangers, 5 per cent.

HARVEST TOOLS.

50 and 10 per cent.
sidewalk and stable scrapers, 40 off.

HAY KNIVES.

Net list. HEAD HALTERS. 9 00
Jute Rope, 1-inch per gross 10 00
" " " " 12 00
Leather, 1-inch per doz. 4 00
Leather, 1½ " 5 20
Web 2 45

HOES.

Garden, 50 and 10 per cent.
Planter per doz. 4 00 4 50

HOSE COUPLERS.

Time Savers, per doz ½ and ¾ inch 3 31

LAWN MOWERS.

Taylor Forbes Co.—8 in. wheel, 3 knives, 12 in., \$5.25; 9 in. wheel, 3 knives, 12 in., \$6.75; 9 in. wheel, 5 knives, 12 in., \$7.75; 10½ in. wheel, 4 knives, 12 in., \$8.50; 10½ in. wheel, 4 knives, 12 in., ball bearing, \$10.00
50 per cent. Dated April 1. f.o.b. Guelph.
D. Maxwell & Sons—8 in. open wheel, 3 knives, 12 in. \$2.75; 8 in. open wheel, 4 knives, 12 in. sizes, \$2.85; 9 in. wheel, 3 knives, 12 in. sizes, \$2.95; 9 in. wheel, 4 knives, 12 in. sizes, \$3.05; 10½ in. wheel, 4 knives, 12 in. sizes, \$4; 10½ in. wheel, 5 knives, 12 in. ball bearing, \$5.70.

SCYTHES.

Per doz. net. 6 25 9 25

SCYTHES AND SNATHS.

Canadian, discount 40 per cent.

SNAPS.

Harness, German, 25 per cent.
Lock, Andrews 4 50 11 00

STABLE FITTINGS.

Warden King, 25 per cent.
Dennis Wire & Iron Co., 33½ p.c.

WOOD HAY RAKES.

40 and 10 per cent.
S. & D. lawn rakes, Dunn's, 40 p.c.

HEAVY GOODS, NAILS, ETC.

ANVILS.

Wright's, 80-lb. and over 0 104
Hay Budden, 80-lb. and over 0 094
Brook's, 80-lb. and over 0 114
Taylor-Forbes, prospectors 0 05
Columbia Hardware Co., per lb. 0 094

VISES.

Wright's 0 134
Berg's, per lb. 0 124
Brook's 0 124
Pipe Vise, Hinge, No. 1 3 50
" No. 2 5 50
Saw Vise 4 60 5 00
Blacksmith's, 60; parallel, 45 per cent.

BOLTS AND NUTS.

Carriage Bolts, common (\$1 list) Per cent.
" 1 and smaller 60, 10 and 10
" 1½ and up 60
" Norway Iron (\$3 list) 60
Machine Bolts, 7 and less 60, 10 and 10
Machine Bolts, 7-16 and up 60
Plough Bolts 55, 5 and 10
Blank Bolts 60
Bolt Ends 60
Sleigh Shoe Bolts, 1 and less 60 and 10
" 7-16 and larger 55 and 5
Coach Screws, cone point 70 and 12½
Nuts, square, all sizes, 4½c per lb. off.
Nuts, hexagon, all sizes, 4½c per lb. off.
Stove Rods per lb. 5½ to 6c.
Stove Bolts, 83 and 12½.

CHAINS.

Proof coil, per 100 lb. ½ in., \$6.00; 5-16 in., \$4.85; ¾ in., \$4.25; 7-16 in., \$4.00; ½ in., \$3.75; 9-16 in., \$3.70; ¾ in., \$3.65; 1 in., \$3.60; 1½ in., \$3.45; 1 in., \$3.40.
Halter, kennel and post chains, 40 to 40 and 5 per cent.; Cow ties, 40 per cent.; Tie out

chains 65 per cent.; Stall fixtures, 35 per cent.; Trace chain, 45 per cent.; Jack chain iron, 50 per cent.; Jack chain, brass, 50 per cent.

HORSE NAILS.

M.R.M. cold forged process, list Feb. 1, 1908, \$2.45 per box base.
"O" brand, list March 2, 1908, \$2.75 per box, base sizes 10 to 14. 10 per cent.
Capewell brand, quotations on application.

HORSESHOES.

M.R.M. brand: iron, light and medium, No. 1 and smaller, \$3.75; No. 2 and larger, \$3.50; snow pattern No. 1 and smaller, \$4.00, No. 2 and larger, \$3.75; "X.L." new tight steel, No. 1 and smaller, \$4.10; No. 2 and larger, \$3.85; "X.L." featherweight steel, No. 0 to 4, \$5.25; Special countersunk steel, No. 0 to 4, \$5.50 pkg; toe-weight, all sizes, \$6.00. F.o.b. Montreal. Extras for packing.
Tocalks Standard Blunt No. 1 and smaller, \$1.50; No. 2 and larger, \$1.25. Sharp No. 1 and smaller, \$1.75; No. 2 and larger, \$1.50 per box. Sharp. Put up in 25 lb. bx.

HORSE WEIGHTS.

NAILS. Ont Wire.
3d 3 80 3 25
2d 2 85 2 95
4 and 5d 2 70 2 65
6 and 7d 2 80 2 55
8 and 9d 2 45 2 40
10 and 12d 2 40 2 35
16 and 20d 2 35 2 30
30, 40, 50 and 60d (basel) 2 30 2 25
F.o.b. Montreal. Toronto 5 cents higher.
Cut nails, Toronto 20c higher.
Miscellaneous wire nails, 75 per cent.
Coopers' nails, 33½ per cent.

PRESSED SPIKES.

Pressed spikes, ½ diameter, per 100 lbs., \$3.00

RIVETS AND BURRS.

Iron Rivets, black and tinned, 60, 10 and 10.
Iron Burrs, discount 60 and 10 and 10 p.c.
Copper Rivets, usual proportion burrs, 35 and 12½ per cent.
Copper Burrs only, 15 p.c.
Extras on Coppered Rivets, ½-lb. packages 1c. per lb.; 1-lb. packages 2c. lb.
Tinned Rivets, net extra, 4c. per lb.

SCREWS.

Wood, F. H., bright and steel, 85 and 10 p.c.
" R. H., bright, 80 and 10 per cent.
" F. H., brass, 75 and 10 per cent.
" R. H., " 70 and 10 per cent.
" F. H., bronze, 70 and 10 per cent.
" R. H., " 65 and 10 per cent.
Drive Screws, dia. 85 and 10 per cent.
Bench, wood per doz. 3 25
" iron 4 25
Set, case hardened, dia. 60 per cent.
Square Cap, dia. 50 and 5 per cent.
Hexagon Cap, dia. 45 per cent.

MACHINE SCREWS.

Flat head, iron and brass, 35 per cent.
Folister head, iron, 30; brass, 25 per cent.

TACKS, BRADS, ETC.

Carpet tacks, blued, 75 p.c.; tinned, 80; (in kegs), 40; out tacks, blued, in dozens only, 75; ½ weigh's, 60; Swedes out tacks, blued and tinned, bulk, 80 and 15 dozens, 75; Swedes, upholsterers', bulk, 85 and 10; brush, blued and tinned, bulk, 70; Swedes, gimp, blued, tinned and japanned, 75 and 12½; zinc tacks, 35; leather carpet tacks, 35; copper tacks, 45; copper nails 50; trunk nails, black, 65; trunk nails, tinned and blued, 85; clout nails, blued and tinned 65; chair nails, 35; patent brads, 40; fine finishing, 40; lining tacks, in papers, net; lining tacks, in bulk, 15; lining tacks, solid heads, in bulk, 75; saddle nails, in papers, 10; saddle nails, in bulk, 15; tufting buttons, 22 hcs in dozens only, 60; zinc glaziers' points 5; double pointed tacks, papers, 90 and 10 double pointed tacks, bulk, 40; clinch point shoe rivets, 45; cheese box tacks, 85; trunk tacks, 80 and 10.

WROUGHT IRON WASHERS.

Canadian, discount 50 per cent.

SPORTING GOODS.

CARTRIDGES.

"Dominion" Rim Fire Cartridges and C.B. caps, 50 and 7½ per cent.; Rim Fire B.B. Round Caps, 60 and 2½ per cent., Centre Fire, Pistol and Rifle Cartridges, 30 p.c.; Centre Fire Sporting and Military Cartridges, 20 and 5 p.c. Primers, 100, 15 p.c. 250, 20 p.c.

LOADED SHELLS.

"Crown" Black Powder, 15 and 5 p.c.; "Sovereign" Empire Bulk Smokeless Powder 30 and 5 p.c.; "Regal" Ballistite Dense smokeless Powder, 30 and 5 p.c.; "Imperial" Empire or Ballistite Powder, 30 and 5 p.c.

EMPTY SHELLS.

Paper Shells, 10 and 10; Brass Shells, 55 and 5 p.c.

WADS.

Best thick brown or grey felt wads, in 4-lb. bags \$0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges, 0 29
Best thick white card wads, in boxes of 500 each, 10 gauge 0 35
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges 0 20
Thin card wads, in boxes of 1,000 each, 10 gauge 0 25
Chemically prepared black edge grey cloth wads, in boxes of 250 each—Per M
11 and smaller gauge 0 60
9 and 10 gauges 0 70
and 8 " 0 90
5 and 6 " 1 10
Superior chemically prepared pink edge, best white cloth wads in boxes of 250 each—
11 and smaller gauge 1 15
9 and 10 gauges 1 40
7 and 8 " 1 65
5 and 9 " 1 90

SHOT.

Ordinary drop shot, AAA to dust \$7.50 per 100 lbs. Discount 20 per cent.; cash discount. 2 per cent. 30 days; net extras as follows subject to cash discount only: Chilled, 40c; buck and seal, 80c; no. 28 ball, \$1.20, per 100 lbs.; bags less than 25 lbs., 4c. per lb.; F.O.B. Montreal, Toronto, Hamilton, London, St. John and Halifax, and freight equalized thereon.

TRAPS (steel.)

Game, Newhouse, discount 30 and 10 per cent.
Game, Hawley & Norton, 50, 10 & 5 per cent.
Game, Victor, 70 per cent.
Game, Oneida Jump (B. & L.) 40 & 2½ p.c.
Game, steel, 60 and 5 per cent.

SKATES.

Skates, discount 37½ per cent.
Empire hockey sticks, per doz. 3 00 3 50

CUTLERY AND SILVERWARE.

RAZORS.

per doz.
Elliot's 4 00 18 00
Boker's 7 50 11 00
" King Cutter 13 50 18 50
" Wade & Butcher's 3 60 10 00
Lewis Bros. " Klean Kutter " 8 50 10 50
Hengkel's 7 50 20 00
Claus automatic safety 27 00
Claus perfect stropper 16 00
Berg's 7 50 20 00
Claus Razors and Strops, 50 per cent.

KNIVES.

Farriers-Stacey Bros, doz 3 50
Claus, 50 and 25 per cent.

PLATED GOODS.

Hollowware, 40 per cent. discount.
Flatware, staples, 40 and 10, fancy, 40 and 5.
Hutton's "Cross Arrow" flatware, 42½;
"Singapore" and "Alaska" Nevada silver flatware, 42 p.c.

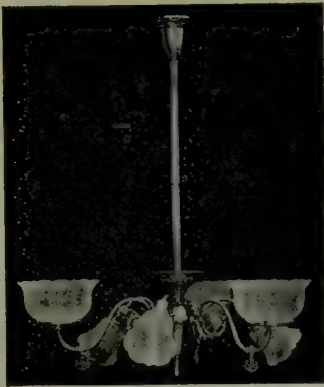
A Lighting Fixture Business

has been found exceedingly profitable by hundreds of hardware-men. Are YOU allowing such a money making line to pass by? Better make a start by sending for our list of up-to-date practical gas, electric and combination fixtures.

The Barton Netting Company, Limited

38 Ouelette Ave., Windsor, Ontario

Mantels, Grates, Tiles, Fire-place Furnishings, Mosaics, Etc.



SCISSORS.
Claustra, steel scissors and shears, 60; Japan, 65; tailors, 40; pruning, 70.
Seymour's, 5 and 10 per cent.

HOUSE FURNISHINGS.

APPLE PARERS.
Hudson, per doz., net 5 75

BIRD CAGES.
Brass and Japanned, 40 p.c.
COPPER AND NICKEL WARE.
Copper boilers, kettles, teapots, etc. 45 p.c.
Copper pitta, 30 per cent.

KITCHEN ENAMELED WARE.
White ware, 75 per cent.
London and Princess, 50 per cent.
Canada, Diamond, Premier, 50 and 10 p.c.
Pearl, Imperial, Crescent and granite steel, 50 and 10 per cent.

Premier steel ware, 40 per cent.
Star decorated steel and white, 25 per cent.
Japanned ware, 45 per cent.
Hollow ware, tinned cast, 35 per cent. off.

KITCHEN SUNDRIES.
Asbestos mats, 50 p.c.
Can openers, per doz. 0 40 0 75
Mincing knives per doz. 0 50 0 80
Duplex mouse traps, per doz. 0 65
Potato mashers, wire, per doz. 0 60 0 70
" wood " 0 50 0 60

Vegetable slicers, per doz. 2 25
Universal meat chopper No. 1. 1 15
Enterprise chopper, each 1 30
Spiders and fry pans, 50 per cent.
Star Al chopper 5 to 32 1 35 4 10
" 100 to 103 1 35 2 00

Kitchen hooks, bright 0 60
Toasters, 50 p.c.

LAMP WICKS.
Discount, 60 per cent.

LEMON SQUEEZERS.
Porcelain lined, per doz. 2 20 5 60
Galvanized, " 1 87 3 85
King, wood, " 2 75 2 90
King, glass, " 4 00 4 50
All glass " 0 50 0 90

METAL POLISH.
Tandem metal polish paste, 6 00

PICTURE NAILS.
Porcelain head, per gross 1 35 1 50
Brass head, " 0 40 1 00
Tin and gilt, picture wire, 75 per cent.

SAD IRONS.
Mrs. Potts, No. 55, polished, per set 0 90
" No. 50, nickel-plated, " 0 95
" handles, japanned, per gross 9 25
" nickled, " 9 75
Common, plain, " 4 25
" plated " 5 50
Asbestos, per set, 1 50

TINWARE.

CONDUCTOR PIPE.
2-in. plain or corrugated, per 100 feet, \$3.30; 3 in., \$4.40; 4 in., \$5.80; 5 in., \$7.45; 6 in., \$9.90.

FAUCETS.
Common, cork-lined, 35 per cent.

SAVETROUGHS.
10-in. per 100 ft. 3 30

FACTORY MILK CANS.
Discount off revised list, 35 per cent.
Milk can trimmings, discount 25 per cent.
Creamery Cans, 45 per cent

LANTERNS.
No. 2 or 4 Plain Cold Blast, per doz. 6 75
Lift Tubular and Hinge Plain, " 5 60
Japanning, 50c. per doz. extra.
Prism globes, per doz., \$1.20.

MILERS.
Kemp's Tornado and McClary's Model
galvanized oil can, with pump, 5 gal-
lon, per dozen 10 92
Davidson oilers, 40 per cent
Zino and tin, 50 per cent
Coppered oilers, 20 per cent. off.
Brass oilers, 50 per cent. off.
Malleable, 25 per cent

PAIS (GALVANIZED).
Dufferin pattern, pais, 45 per cent.
Flaring pattern, 45 per cent.
Galvanized washtubs 40 per cent.

PIECED WARE.

Discount 35 per cent off list, June, 1899.
10-qt. flaring sap buckets, 35 per cent.
6, 10 and 14-qt. flaring pails 35 per cent.
Copper bottom tea kettles and boilers, 30 p.c.
Coal hods, 40 per cent.

STAMPED WARE.

Plain, 75 and 12½ per cent. off revised list.
Retained, 72½ per cent. revised list.

SAP SPOUTS.

Bronzed iron with hooks per 1,000 7 50
Eureka tinned steel, hooks 8 00

STOVEPIPES.

5 and 6 inch, per 100 lengths 7 64 7 91
7 inch, " " " " " 8 18
Nestable, discount 40 per cent.

STOVEPIPE ELBOWS.

5 and 6-inch, common, " " " 1 32
7-inch, " " " " " 1 48
Polished, 15c per dozen extra.

THERMOMETERS.

Tin case and dairy, 75 to 75 and 10 per cent.

TINNERS' SNIPS.

Per doz. 3 00 15 00
Claude, discount 35 per cent.

TINNERS' TRIMMINGS.

Discount, 45 per cent.

WIRE.

ANNEALED OUT HAY BAILING WIRE.
No. 12 and 13, 34; No. 13½, \$4.10;
No. 14, \$4.25; No. 15, \$4.50; in lengths 6' to
11', 25 per cent.; other lengths 20c. per 100
lbs. extra; if eye or loop on end add 25c. per
100 lbs. to the above.

BRIGHT WIRE GOODS.
Discount 50 per cent.

CLOTHES LINE WIRE.

No. 7 wire solid line, No. 17, \$4.90; No. 18,
\$3.00; No. 19, \$2.70; 8 wire solid line,
No. 17, \$4.45; No. 18, \$3.10; No. 19, \$2.80.
All prices per 1000 ft. measure; 6 strand, No. 18,
\$2.60; No. 19, \$2.90. F.o.b. Hamilton,
Toronto, Montreal.

COILED SPRING WIRE.

High Carbon, No. 9, \$2.95; No. 11, \$3.50;
No. 12, \$3.20.

COPPER AND BRASS WIRE.

Discount 50 per cent.

FINE STEEL WIRE.

Discount 25 per cent. List of extras
In 100-lb. lots: No. 17, \$5—No. 18,
\$5.50—No. 19, \$6—No. 20, \$6.65—No. 21,
\$7—No. 22, \$7.30—No. 23, \$7.65—No. 24,
\$8—No. 25, \$8.30—No. 26, \$8.50—No. 27,
\$10—No. 28, \$11—No. 29, \$12—No. 30, \$13—
No. 31, \$14—No. 32, \$15—No. 33, \$16—No. 34,
\$17. Extras net—tinned wire, No. 17-25
\$2—Nos. 26-31, \$4—Nos. 32-34, \$6. Coppered,
75c—oil, 10c.—in 25-lb. bundles, 15c.—in 5
and 10-lb. bundles, 25c.—in 1-lb. hanks, 25c.
—in ½-lb. hanks, 38c.—in ¼-lb. hanks, 50c.
packed in casks or cases, 15c.—bagging or
papering, 10c

FENCE STAPLES.

Bright, 2 80 Galvanized, ... 3 20
HAY WIRE IN COILS.

No. 13, \$2.70; No. 14, \$2.80; No. 15, \$2.95;
f.o.b. Montreal.

GALVANIZED WIRE.

Per 100 lb.—Nos. 4 and 5, \$3.95—
Nos. 6, 7, 8, \$3.40—No. 9, \$2.90—
No. 10, \$2.45—No. 11, \$3.50—No. 12, \$3.05—
No. 13, \$3.15—No. 14, \$4.00. Base sizes,
Nos. 6 to 9, \$2.35 f.o.b. Cleveland in car
lots. List for cut and straightened wire per
100 lbs. Extras for cutting.

LIGHT STRAIGHTENED WIRE.

Gauge No. Over 20 in. 10 to 20 in. 5 to 10 in.
0 to 5 \$0.50 \$0.75 \$1.25
6 to 9 0.75 1.25 2.00
10 to 11 1.00 1.75 2.50
12 to 14 1.50 2.25 3.50
15 to 16 2.00 3.00 4.50

SMOOTH STEEL WIRE.

No. 0-9 gauge, \$2.40; No. 10 gauge, 6c
extra; No. 11 gauge, 12c. extra; No. 12
gauge, 20c. extra; No. 13 gauge, 30c. extra
No. 14 gauge, 40c. extra; No. 15 gauge, 55c.
extra; No. 16 gauge, 70c. extra. Add 60c.
for coppering and \$2 for tinning.

Extra net per 100 lb.—Oiled wire 10c.,
spring wire \$1.25, bright soft drawn 15c.,
charcoal (extra quality) \$1.25, packed in casks
or cases 15c., bagging and papering 10c. 5
and 10-lb. bundles 10c., in 25-lb. bundles
15c., in 5 and 10-lb. bundles 25c., in 1-lb
hanks, 50c., in ½-lb. hanks 75c., in ¼-lb.
hanks \$1.

POULTRY NETTING.

2-in. mesh, 19 w. g., 60 and 5 p.c. off. Other
sizes, 60 and 5 p.c. off.

WIRE CLOTH.

Painted Screen, in 100-ft. rolls, \$1.70, per
100 sq. ft.; in 50-ft. rolls, \$1.75, per 100 sq. ft.

WIRE FENCING.

Galvanized barb, 3 00
Galvanized, plain twist 3 35
Galvanized barb, f.o.b. Cleveland, \$2.75 for
small lots and \$2.60 for carlots.

WIRE ROPE.

Galvanized, 1st grade, 6 strands, 24 wires, \$.
\$5; 1 inch \$16.80.
Black, 1st grade, 6 strands, 19 wires, \$.
1 inch \$15.10. Per 100 feet f.o.b. Toronto

WROUGHT STAPLES.

Galvanized 2 75
Plain 2 50
Coopers, 45 per cent.
Poultry netting staples, 40 per cent.
Bright spear point, 75 per cent.

WOODENWARE.

BROOMS.

Beech's 4 string, 2 55 3 40
Nelson's, 2 25 3 65
" bamboo, 2 95 3 95

CHURNS.

No. 0, \$9; No. 1, \$9; No. 2, \$10; No. 3,
\$11; No. 4, \$13; No. 5, \$16; f.o.b. Toronto
Hamilton, London and St. Marys, 30 and 30
per cent.; f.o.b. Ottawa, Kingston and
Montreal, 40 and 15 per cent.

CLOTHES PINS.

Cane's, 5 gross loose, per case, 0 60
" 4 " packages, per case 0 70

CLOTHES REELS.

Davis Clothes Reels, 40 per cent.

FIBRE WARE.

Star pails, per doz. \$ 3 00
0 Tubs, " 14 00
1 " " 12 00
2 " " 10 00
3 " " 8 50

White Mountain, 50 p.c.

LADDERS, EXTENSION.

3 to 6 feet, 12c. per foot; 7 to 10 ft., 13c.
Wagoner Extension Ladders, 40 per cent.

MOPS AND IRONING BOARDS.

"Best" and "900" mops, 1 25
Folding ironing boards, 12 00 18 50

REFRIGERATORS.

Discount, 40 to 50 per cent.

SCREEN DOORS.

Common doors, 2 or 3 panel, walnut
stained, 4-in. style, per doz. 8 00
Common doors, 2 or 3 panel, grained
only, 4-in. style, per doz. 8 30
Common doors, 2 or 3 panel, light stair
per doz. 10 55

WAREHOUSES.

Cane's, per doz. 1 10 3 35

WASHING MACHINES.

Round, re-acting per doz. 60 00
Square, 65 00
Eclipse, per doz. 39 00
Dowell, 75 00
New Century, per doz. 64 00
Daisy, 74 00
Stephenson, 74 00

WOODEN PAILS.

Cane's wire hoop, 2-hoop 1 99
" 3-hoop 2 96

WOODEN TUBS.

Cane's wire hoop, per doz., No. 0, \$11; No. 1
\$9; No. 2, \$7.50; No. 3, \$6.50.

WRINGERS.

Royal Canadian, 11 in., per doz. 35 00
Royal American, 11 in. 35 00
Eze, 10 in., per doz. 36 75

MISCELLANEOUS

AXLE GREASE.

Ordinary, per gross 6 00 7 00
Best quality 10 00 12 00

BELTING.

Extra, 60 per cent.
Standard, 60 and 10 per cent.
No. 1, not wider than 6 in., 60, 10 and 10 p.c.
Agricultural, not wider than 4 in., 75 per cent
Lace leather, per side, 75c.; cut laces, 80c.

BOOT CALKS.

Small and medium, ball per M 2 25
Small heel 4 50

CARPET STRETCHERS.

American per doz. 1 00 1 50
Bullard's 6 50

CASTORS.

Bed, new list, 55 to 57½ per cent.
Plate, discount 52½ to 57½ per cent.

FULLEYS.

Hothouse per doz. 0 55 1 00
Axle 0 22 0 33
Screw 0 22 1 00
Awning 0 35 2 50

FUNNELS.

Canadian cistern 1 40 3 00
Canadian pitcher spout 1 80 3 16
Berg's wing pump, 75 per cent.

ROPE AND TWINE.

Sisal 0 10
Pure Manila 0 13
" British' Manila, 4-ply 0 11
Cotton, 3-16 inch and larger 0 21
" 5-32 inch 0 25
" ¼ inch 0 25
Russia Deep Sea 0 18
Lute 0 09
Jath Yarn, single 0 09
" double 0 10
Sisal bed cord, 48 feet, per doz. 0 65
" 60 feet, " " " 0 80
" 72 feet, " " " 0 95

Twine.

Bag, Russian twine, per lb. 0 27
Wrapping, cotton, 2-ply 0 25
" 4-ply 0 28
Mattress twine per lb. 0 33
Staging " " " 0 27 0 35

BINDER TWINE.

500 feet, sisal 0 09
500 " standard 0 09
550 " " manilla 0 09
600 " " " " 0 11
650 " " " " 0 13

Car lots, 4c. less; 5-ton lots, 4c. less.
Central delivery.

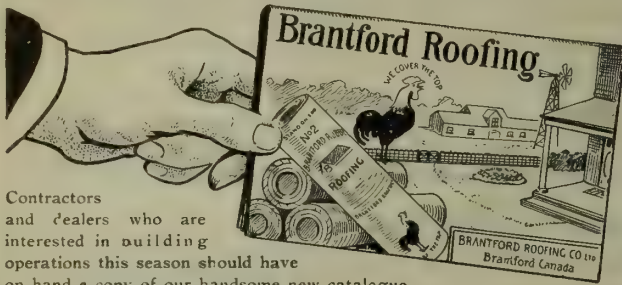
SCALES.

Gurney Standard, 35; Champion, 45 p.c.
Burrow, Stewart & Milne—Imperial
Standard, 35; Weigh Beams, 35; Champion
Scales, 45.
Fairbanks Standard, 30; Dominion, 50
Richelleu, 50.
Warren new Standard, 35; Champion, 45
Weigh Beams, 30.

STONES—OIL AND SCOTCH.

Washta per lb. 0 25 0 37
Hindustan 0 06 0 10
" slip 0 13 0 20
" Axe, 0 10
Deer Creek, 0 10
Deerhook, 0 25
" Axe 0 15
Lily white 0 42
Arkansas 1 50
Water-of-Ayr 0 10
Scotch 5 50 6 00
Grind, 40 to 200 lb. per ton, 20 00 22 00
" under 40 lb. 24 00
" 200 lb. and over 28 00

This Catalogue Free To Dealers and Contractors



Contractors and dealers who are interested in building operations this season should have on hand a copy of our handsome new catalogue.

It contains information of great value in regard to the selecting of the most suitable material for each particular job and the best plan for laying same.

It tells fully just what you would like to know about the different roofing finishes, such as Asphalt, Rubber and Crystal, and gives interesting matter about Waterproof Felt, Rubber Valley Composition, Elastic Roof Paint, etc.

A post card request brings it, along with any other information you desire.

Brantford Roofing Co. Limited Brantford, Canada

SELLING AGENTS:

Chas. A. Sullivan	P.O. Box 1053, Montreal
General Supply Co. of Canada, Limited	219-221 Bank Street, Ottawa
	147 Bannatyne Avenue East, Winnipeg, Man.
J. S. Mitchell & Co.	Sherbrooke, Que.
Fleck Bros., Limited	Vancouver, B.C.
Imperial Export Co.	Toronto, Ont.

Amatite ROOFING



THIS advertisement will bring to your attention the best and cheapest ready roofing on the market. Here is how we prove it the best.

In the first place Amatite is made in one standard thickness, whereas, other ready roofings range from a thin, flimsy half-ply to a three-ply thickness.

The three-ply thickness (which by the way is only one sheet of felt) is the only kind that can be compared with Amatite.

But right here is the point. Amatite is better made, has better waterproofing material, and weighs more per square foot than the three-ply grade of other makes, and costs much less.

These facts make Amatite the most desirable roofing made.

But in addition to its superiority in material and manufacture, Amatite has one distinction which makes it stand out above all others. It has a real mineral surface.

It is hardly necessary to state the advantages of such a mineral surface, the freedom from painting or coating, the perfect protection against all kinds of weather, the great durability.

This mineral surface is embedded in a layer of Pitch, the greatest known waterproofing material. Beneath this in turn are two layers of the best grade of wool felt—cemented together by more Pitch, making the whole a roofing that is absolutely waterproof.

No other ready roofing can compare with this mineral-surfaced, waterproof, weather-proof, durable roof. That's why we say—Don't buy your roofing until you have seen Amatite.

Free Sample and Booklet

Send for Free Booklet and Sample to-day. It will pay you to get acquainted with Amatite. Address nearest office.

The Paterson Manufacturing Co., Ltd.
Toronto, Montreal, Winnipeg, St. John, N.B. Halifax, N.S.

TRINIDAD ASPHALT

The attention of CONTRACTORS

and others is called to the quality of Trinidad Asphalt, dug from the vicinity of the celebrated Lake in the Island of Trinidad. This asphalt has, for years past, proved highly satisfactory for

Street Paving and Insulating Purposes

Apply to

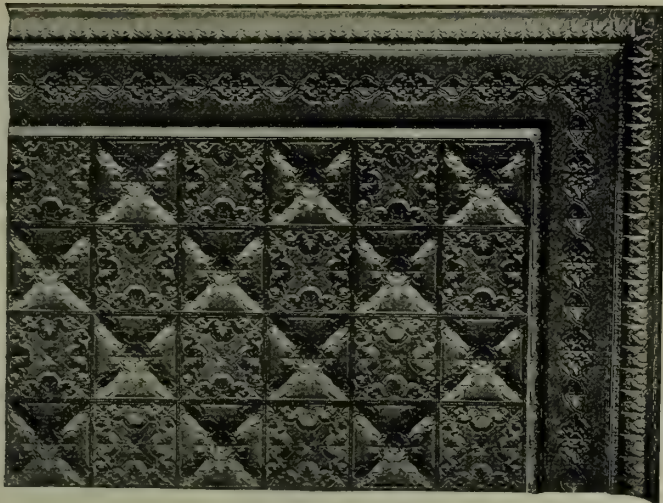
Lucien F. Ambard & Son,
Port-of-Spain, Trinidad, B.W.I.

THE NEW GALT SHINGLE



THE GALT ART METAL CO., Ltd., Galt, Ontario

Get After the Ceiling Trade!



Is there a church in your town with a cracked plaster ceiling? Are there any lodge rooms, stores or hotels which could be improved at small expense by installing our CLASSIFIED METAL CEILINGS? Of course there are! This business is waiting for you if you get after it. You make a double profit—both on the material, and on the labor of erecting it. And you can give your customers their choice of the most handsome and most distinctive designs on the market by showing them our catalogue.

"WE WORK WITH THE TRADE."

The Metal Shingle and Siding Co., Limited
PRESTON, ONT. MONTREAL, QUE.

GENERAL SALES AGENTS:

EMERSON & FISHER, LTD., St. John, N.B.

CLARE & BROCKEST, Winnipeg.

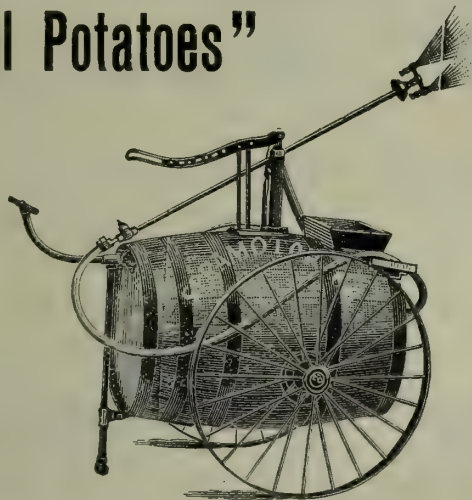
W. N. O'NEILL AND CO., Vancouver.

J. A. BERNARD, Quebec.

ELLIS & GROGAN, Calgary.

Look Like "Small Potatoes"

when you compare some men's sprayer business with those who are wide-awake Spramator agents. An **exclusive** agency for the hardware dealer who will **prove** he is **earnest** for a bigger sprayer trade. Just write us.



W. J. HEARD

1247 King St., LONDON, ONT.

FIRE ESCAPES !!

ARE THERE ANY REQUIRED IN YOUR TOWN?

Factories, Hotels, and public buildings are obliged to have Fire Escapes. We can send you designs and prices that will enable you to secure the orders. Write us for information. For Fire Escape work we cannot be beaten.

DENNIS WIRE AND IRON WORKS CO., LIMITED
LONDON, ONTARIO

BEST ELBOWS

—FOR—

**CONDUCTOR
PURPOSES**

BEAR TRADE MARK

F. Dieckmann

PLAIN ROUND.

CORRUGATED.

Crimps outside no obstructions inside.

Only elbow holding in position without solder.



For Sale by the **TRADE**

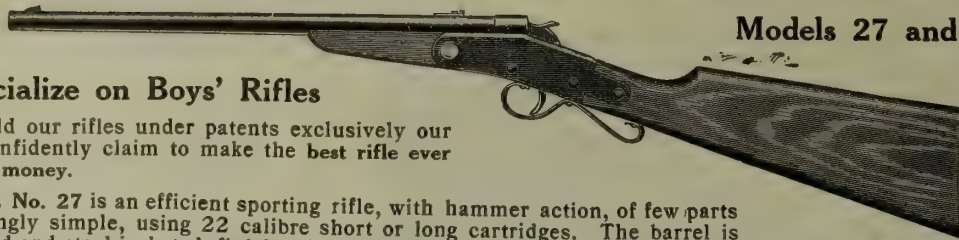
Write for prices,
catalogue and
samples to

JOBBER AND

THE FERD. DIECKMANN CO.

1180-82-84 HARRISON AVE.,

CINCINNATI, O., U. S. A.

Quick
Sellers**HAMILTON (22 Calibre) RIFLES**Money
Makers

Models 27 and 027

Prices
\$2.00
and
\$2.25**We Specialize on Boys' Rifles**

We build our rifles under patents exclusively our own and confidently claim to make the best rifle ever built for the money.

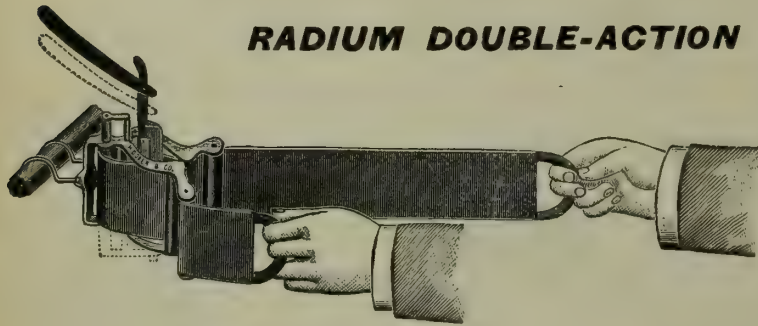
MODEL No. 27 is an efficient sporting rifle, with hammer action, of few parts and exceedingly simple, using 22 calibre short or long cartridges. The barrel is bronze, rifled and steel jacketed, finished in blue black gun finish. Breaks down for loading and ejecting shells. Flat stock and forearm of gun of gum wood. A beautiful model, symmetrical and well balanced. Barrel is 16 inches long, length of rifle over all, 30 inches. Price \$2.00.

MODEL No. 027 is exactly like No. 27, except the stock and forearm, which are of genuine walnut, turned and beautifully finished. Price \$2.25.

Other models are Nos. 15 at \$2.00, 19 at \$2.50 and 23 at \$3.50, each a winner in its class.

Our continuous advertising in the boys' papers will bring the business to you, as every boy will want one and you should have a stock on hand. Write for catalogue and net trade prices.

THE HAMILTON RIFLE CO., Box 202, PLYMOUTH, MICH., U.S.A.

H. BOKER & CO.'S**RADIUM DOUBLE-ACTION****STROPPING****MACHINE**

With the Radium Double-Action machine, when you pull the strop the razor moves vertically, and the strop laterally giving heel to toe movement representing a perfect imitation of the skilled barber's hand.

FOR SALE BY LEADING WHOLESALE HARDWARE HOUSES



DANA ..

Peerless

Freezer



The standard freezer of quality
Compare workmanship, castings,
tinning with any other freezer. Ask
any woman if it isn't easier to make ice cream in a Dana Peerless
—if it doesn't take less time, less ice. Best advertised freezer.

Ask your jobber
THE DANA MFG. CO., Cincinnati, O.; 21 Murray St., N. Y.

Rust or Corrosion

is absolutely prevented by using

Esco Steel Coating

Recommended for :—

Breweries

Tanneries

Structural Steel and Bridges

Cold Storage Plants

Metal Shingles and Sidings

Smoke Stacks or

**All other places where conditions are unusually
severe.**

Circulars, etc., on application

EADIE-DOUGLAS CO.,

22 ST. JOHN STREET

Montreal, Canada

I WILL TALK

to practically every Hardware merchant in Canada from the Atlantic to the Pacific. I cannot do it all in one day, but during the first twenty-four hours I will deliver your message to every Hardware merchant in Ontario. I travel all day Sunday and on Monday morning there will not be a village within the limits of Halifax in the East and Brandon in the West, into which I will not have penetrated.

I cannot go any further East, so I now devote all my energies to the West, and so many new towns are springing up here each week that I haven't as much time as I used to have to enjoy the scenery. But I like talking to hardwaremen, clerks, travellers and manufacturers, especially as they are always glad to see me and hear the news I have to tell them. Tuesday noon I am at Calgary, Wednesday noon at Kamloops, and by Thursday morning I reach Vancouver, having been in all the mining towns and all through the fruit districts of British Columbia.

I have been eighteen years on the road and I have a pretty good connection. I never intrude when a man is busy, but just bide my time, because I know men pay far more attention to what you have to say if you catch them when they have a few moments to spare. So I often creep into their pocket when they are going home at night, and when supper is over Mr. Hardwareman usually finds me. He must be glad to see me, because he listens to what I have to say for an hour or more.

I try to always tell the truth, and men put such confidence in what I say that I would feel very sorry to deceive them even inadvertently. Probably some other week I will tell you about the different classes of people I meet. In the meantime if you want a message delivered to HARDWAREMEN, PLUMBERS, CLERKS, MANUFACTURERS or TRAVELLERS—and want it delivered quickly—I'm your man.



THE WANT AD MAN

Condensed Advertisements in Hardware and Metal cost 2c. per word for first insertion, 1c per word for subsequent insertions. Box number 5c. extra. Send money with advertisement. Write or phone our nearest office

Hardware and Metal

MONTREAL

TORONTO

WINNIPEG



HERE IS A CLEAVER

you can sell a whole lot of. The blade is heavy and made from hard, cold rolled steel, nickel plated on copper and buffed exceedingly bright. Specially designed handle of wax finished hard wood. It is a rattling good seller **at a profitable price.**

Have you got our Catalogue ?

Send for it to-day !

FORSYTH MFG. CO.
BUFFALO, N.Y.

What's in a Name ?

Our name and trade mark, the gothic letter "C," on a box of Horse Shoe Nails, is a guarantee assuring you of the results of over forty years' experience. It means the best Material, Process or Designs. ¶ Standard prices to Horseshoers throughout Canada with a fair profit to the dealer. If interested, write us to-day.

Canada Horse Nail Company, Montreal

A Ventilator That Ventilates

It is important in selling a Ventilator to sell one that keeps in order, that works all the time.

AEOLIAN VENTILATORS are so skilfully constructed and so nicely balanced that they are driven not only by the slightest current of air, but by the difference of temperature within and outside the building.

We allow dealers a liberal profit.

Testimony

Montreal, June 7th, 1901

Messrs J. W. Harris Co., Limited
Montreal

Dear Sirs,

I have been using your "AEOLIAN" Ventilators on several houses in this city with the best results. The tenants of these houses declared that your Ventilators are of great advantage to them. I also installed two (2) 18" on my stable and I can say that your Ventilator cannot be surpassed by any to take out the sweating or the bad smell in any room.

F. D. MONK

Write for catalogue and booklet to-day.

Learn about our system of ventilating
A pleasure to send books.

The J. W. HARRIS CO., Limited
General Contractors and Manufacturers
MONTREAL

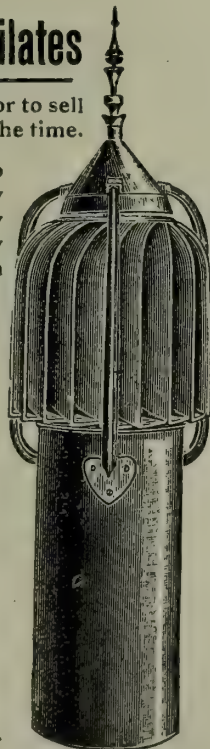


Table Kettles

We have an almost unlimited range of beautiful designs. You can rely on the

Quality of the Buffalo Line

Get our catalogue of Water Coolers, Wine Coolers, Filters, Urns, Chafing Dishes, Baking Dishes, Coal Hods, Cuspidors, etc.

Buffalo Mfg. Co.
Buffalo, N.Y.

Canadian Representative :
H. F. McINTOSH & CO.
51 Yonge St., TORONTO



HARDWARE AND METAL INDEX TO ADVERTISERS

Occasionally advertisements are inserted in the paper after the index has been printed. The advertiser's name in this index, is not part of the advertising order. The index is prepared for the convenience of the readers of the paper.

The insertion of the ad-
inserted solely

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Alabastine Co., Limited, Paris, Ont.

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Babbitt Metal.
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Canadian Fairbanks Co., Montreal.
Frothingham & Workman, Ltd., Montreal.
Robertson, Jas. Co., Montreal.

Bar Urns.
Buffalo Mfg. Co., Buffalo, N.Y.

Bath Room Fittings.
Buffalo Mfg. Co., Buffalo, N.Y.
Forsyth Efg. Co., Buffalo, N.Y.

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Canadian Rubber Co., Montreal.
Gutta Percha and Rubber Mfg. Co., Toronto.

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Boilts
Brantford Screw Co., Brantford.
Canada Screw Co., Hamilton.
Montreal Rolling Mills, Montreal.

Box Strap
J. N. Werminton, Montreal.

Brass Goods.
Kerr Engine Co., Walkerville, Ont.
Lewis, Rice, & Son., Toronto.
Morrison, Jas., Brass Mfg. Co., Toronto.

Bronze Powders.
Canadian Bronze Powder Works, Montreal.

Brushes.
United Factories, Toronto.

Brooms.
Nelson, H. W., & Co., Ltd., Toronto

Burners.
Ontario Lantern and Lamp Co., Hamilton, Ont.

Builders' Tools and Supplies
Canada Wire Goods Mfg. Co., Hamilton.
Caverhill, Learmont & Co., Montreal.
Caverhill Mfg. Co., West Troy, N.Y.
Frothingham & Workman, Ltd., Montreal.

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Taylor-Forbes Co., Guelph, Ont.

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Kemp Mfg. Co., Toronto.

Carriage Accessories.
Covert Mfg. Co., West Troy, N.Y.

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Guelph Spring and Axle Co., Guelph.

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Dominion Cartridge Co., Montreal.

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Oneida Community Limited, Niagara Falls, Ont.
Standard Chain Co., Sarnia, Ont.

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Buffalo Mfg. Co., Buffalo, N.Y.

Churns.
Dowsewell Mfg. Co., Hamilton.

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American Shearer Mfg. Co., Nashua, N.H.

Clothes Reels and Lines.
Hamilton Cotton Co., Hamilton.

Clutch Nails.
J. N. Werminton, Montreal.

Coal Chutes.
Manitoba Iron Works, Winnipeg, Man.

Cold Rolled Strip Steel
The Morris & Bailey Steel Co., Pittsburgh, Pa.

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Carter-Cume Co., Toronto.

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Consumers Cordage Co., Montreal.
Hamilton Cotton Co., Hamilton.
Plymouth Cordage Co., N. Plymouth, Mass.

Cork Screws.
Erie Specialty Co., Erie, Pa.

Cow Ties
Greening, B. Wire Co., Hamilton

Cuspidors.
Buffalo Mfg. Co., Buffalo, N.Y.
Thos. Davidson Mfg. Co., Montreal.
McClary's, London, Ont.
Kemp Mfg. Co., Toronto

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Round, John, & Son, Montreal.

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Enameled Ware
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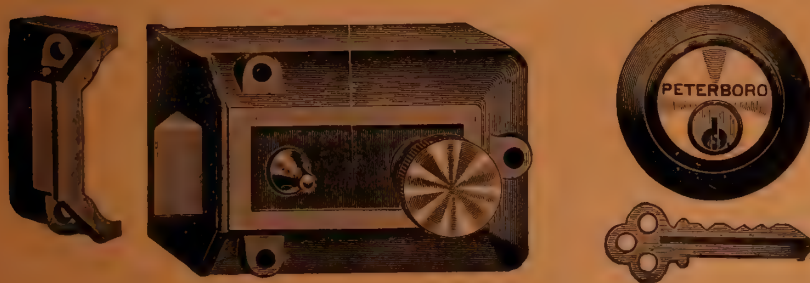
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VOL. XX.

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NO. 33.

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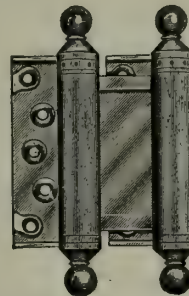
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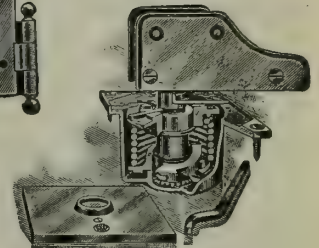
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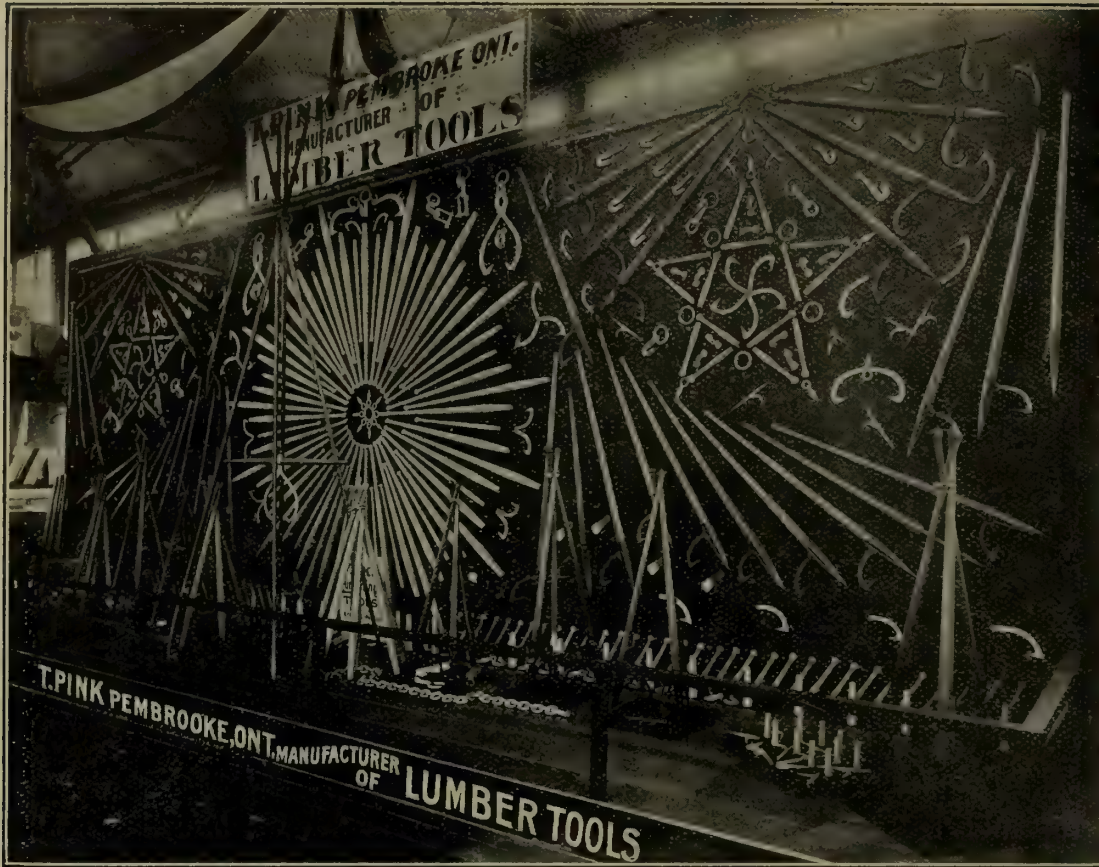
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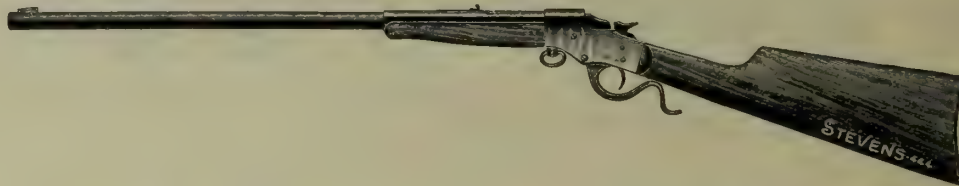
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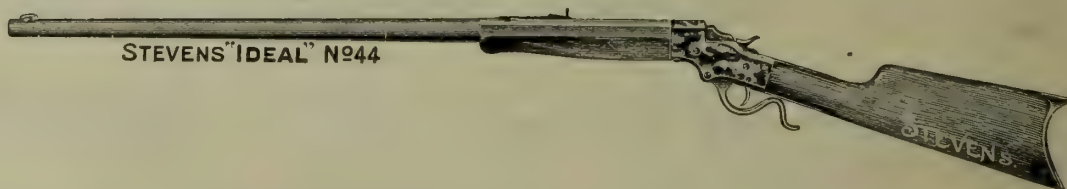
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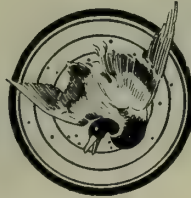
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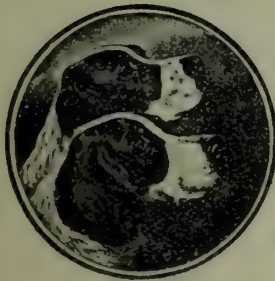
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No. 1	Tin equal to 1 lb. Black Powder
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12 1/2	" " 12 1/2 " " "
25	Keg " 25 " " "



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5	" " 5 " " "
25	Drum " 50 " " "
50	" " 100 " " "



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12 1/2	" " 12 1/2 " " "
25	Keg " 25 " " "
50	Drum " 50 " " "



Canadian Sporting Powder

1/2 lb.	Tin Black Powder
1	" " " " "
5	" " " " "
6 1/4	Keg " " "
25	" " " " "

For fuller particulars see our Hardware Catalogue.

H. S. HOWLAND, SONS & CO., LIMITED

Opposite Union Station

GRAHAM NAILS ARE THE BEST
Factory—Dufferin Street, Toronto

Our Prices are Right

We Ship Promptly

DO YOU REALIZE

that **SHOTGUNS** are a line that sell readily, yield a good margin, and are very easily handled? If you have not ordered your stock of shotguns for this season, we draw your attention to our general catalogue, which shows a large assortment of single and double barrel shotguns, or ask our travellers to show you samples.



New Champion

The New Champion Gun is by far one of the best guns on the market. The barrel and lug are forged in one piece from special gun barrel steel. It has an extra large improved pattern front sight. Length of stock, 14 inches; drop of stock at comb, 1½ inch, drop of stock at heel, 2¾ inches; made in three gauges 12, 16 or 20, length of barrel, 30 inches; extra heavy rubber butt plate.

Write for prices



No. 1907 Double Barrel Shotgun

The 1907 has twist barrels, extension rib, rebounding back-action locks, circular hammers, patent strikers, top snap, checkered pistol grip and patent fore-end, walnut stock, blued iron butt plate.

We have the largest assortment of guns in the trade. When you have an enquiry for an expensive gun, do not say you cannot supply, but write us. We will be pleased to quote you prices and give full particulars.

We also carry a large stock of rifles for every purpose.

Let us quote



FROTHINGHAM & WORKMAN, Ltd.

WHOLESALE HARDWARE AND IRON MERCHANTS

MONTREAL,

CANADA



Kynoch Limited

manufacture the shells, the wadding, the paper and the powder used in their shells and cartridges. All these components are made under the careful supervision of qualified experts—hence the unfailing regularity and high quality of Kynoch Ammunition.

Kynoch Metallic Cartridges and Loaded Shells are packed in strong cardboard boxes attractively labelled, with full de-



scription of cartridges and of the rifle or revolver for which they are adapted. Rifle cartridges are packed in boxes of 20, as illustrated. Revolver and rifle sizes in boxes of 50. Shotgun shells in boxes of 25.

We keep a large stock of all the calibres and gauges of Kynoch Ammunition called for in any part of Canada.

Caverhill Searmont & Co

Wholesale Distributors

MONTREAL and WINNIPEG

FIX UP YOUR CHIMNEYS

Even the best stove or furnace will be unsatisfactory, if the chimney does not draw well.

But the

"ZEPHYR VENTILATOR"

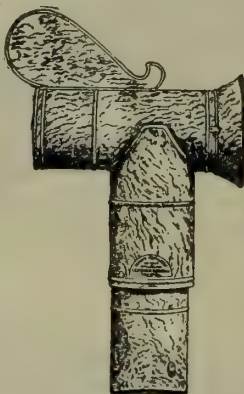
will give a good draft to any chimney.

It will even allow the burning of soft coal in the stove, with good results.

WE WANT YOU TO SELL THE "ZEPHYR VENTILATOR" in your town. There is money in it, and the satisfaction that it gives will bring you new customers. THE ZEPHYR cannot be excelled for ventilating the rooms of CLUBS, STEAM LAUNDRIES, etc.

"THE ZEPHYR" MAKES HIGH CHIMNEYS UNNECESSARY.

Lachine, June 5, 1903.
The J. W. HARRIS Co., LIMITED, MONTREAL.
Dear Sirs,—Your system of ventilation installed in our Convent has given us absolute satisfaction.
Yours respectfully,
Sister MARIE PACIFIQUE, GEN. ECO.
Sisters of Ste Anne.



—MADE BY—

THE J. W. HARRIS CO. LIMITED

CONTRACTORS

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Clauss Brand The Shears of Quality



We make shears for many different purposes, in many different styles and finishes; but every pair are fully warranted to be of the highest quality, strong, clean cutting and durable.

ARE YOU HANDLING THEM?

List and Discounts on Request.

The Clauss Shear Co.
Toronto, Ontario

Save Money!

Use a

National Cash Register



OUR new prices leave no excuse for any merchant being without one.

Price \$40, new.

Guaranteed new National Detail Adders, \$30.00, \$40.00 and \$50.00. Other kinds generally sold by jobbers, like the Detroit, Victory, Western, Peninsular, etc., \$25.00 each, new.

We guarantee the public to sell a better Cash Register for less money than any other concern in the world. We stand uncontradicted. Investigate for yourself.

We have a new line of Total Adders, unequalled in the world, \$60.00 up. We supply Registers from \$15.00 to \$900.00, suitable to any business. All Registers sold on easy terms.

The National Cash Register Co.

F. E. MUTTON, Canadian Manager

129 West King St.

TORONTO, ONT

WIRE ROPE



All kinds and sizes and for all purposes

Standard & Lang's Patent Lay

PRICES RIGHT. PROMPT SHIPMENTS.

Rope Fittings, Rope Grease.

THE B. GREENING WIRE CO.
LIMITED

HAMILTON, ONT.,

MONTREAL, Que.

The Dealer's Protection

DURING this age of TRUSTS, MAIL ORDER HOUSES, CHEAP COMPETITION, etc., the Implement Dealer wants PROTECTION. Are you getting it? If not, you are doing yourself an injustice. You are not only doing yourself an injustice, you are lowering the prestige and dignity of the reliable dealer who realizes the commercial value of honest methods and honest goods.

Is there any REASON (not excuse) why you should not increase your business, increase your profits and rid yourself of the petty and unprofitable annoyances which must attend you as long as you continue trying to sell the wrong line? If you think you have one, tell it to us, it may mean money in your pockets.

No proof is necessary to convince you that never before was there such a demand for small gasoline engines. Neither do you, for a moment, doubt that there will be far more gasoline engines sold during 1908 than during any previous year.

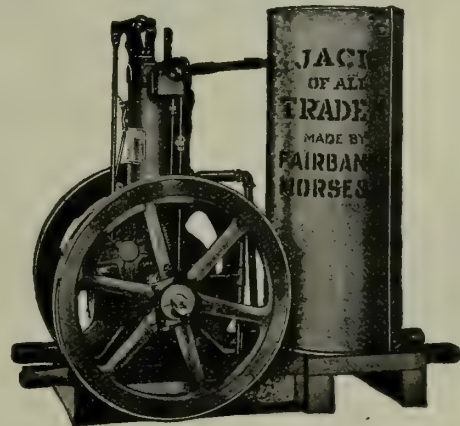
Can you *afford* to let the other fellow pocket the profits? Not for a minute!

Do you wish to keep out of the engine business? *By no means*, providing you appreciate the opportunities which are yours.

Can you *avoid* selling gasoline engines? Not if you wish to be up-to-date.

Every farmer in your vicinity is a possible customer for a gasoline engine. They are used to furnish power for sawing wood, threshing, pumping water, running the dairy, electric light plants, etc., etc.

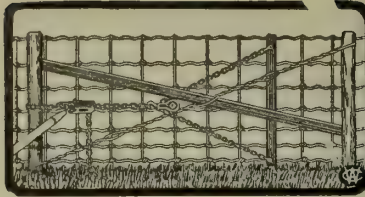
Write to-day for our agency proposition. Cut out this advertisement and send it to us for details.



This type of Engine, "The Jack of All Trades," is made in 2, 3, 4 and 6 H.P. sizes, and can be arranged to operate on Gasoline, Gas, Kerosene, Alcohol or Crude Oil.

THE CANADIAN FAIRBANKS CO., LTD.
MONTREAL

Toronto St. John Winnipeg Calgary Vancouver
Canada's Largest Gasoline Engine Builders



HOW TO BUILD A GOOD FENCE

Everyone intending fence building should send for our folder on Erecting Fences. It's full of valuable information on fence building, tells how to erect woven wire fencing quickly and substantially, describes the manufacture of fence wire and has an article quoted from bulletin of U. S. Dept. of Agriculture on concrete post making, showing how these durable posts can be economically made at home. Don't fail to write for a copy. It's free.

THE BANWELL HOXIE WIRE FENCE CO., Ltd.
Dept. P. Hamilton, Ontario. Winnipeg, Manitoba.

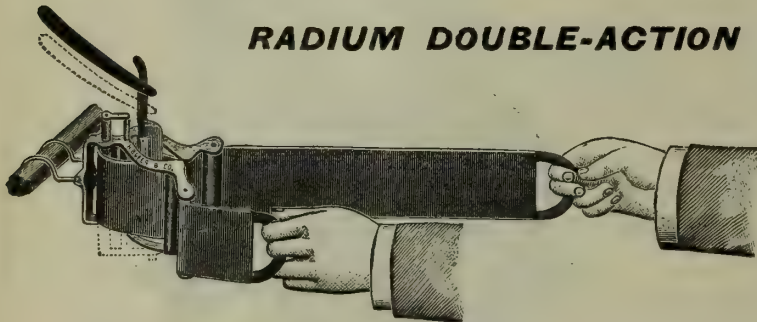


H. BOKER & CO.'S

RADIUM DOUBLE-ACTION

STROPPING

MACHINE



With the Radium Double-Action Machine, when you pull the strop the razor moves vertically, and the strop laterally giving heel to toe movement representing a perfect imitation of the skilled barber's hand.

FOR SALE BY LEADING WHOLESALE HARDWARE HOUSES

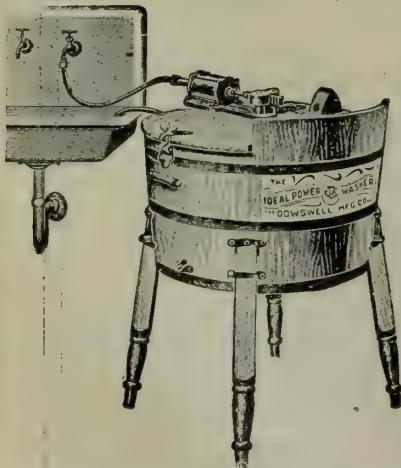
A PAIR OF MODERN LABOR SAVERS

The machine that runs itself

Their Equal Not Made Yet.

and

The next thing to it



The Leaders of a trade winning line of up-to-date and exclusive styles of Washing Machines, Wringers and Churns, of National Reputation, Undisputed Popularity and Superior Quality, that have been extensively advertised and a demand created.

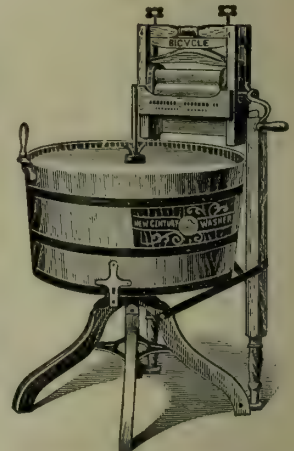
DEALERS

This line is a powerful asset and one you cannot well afford to overlook.

The Dowswell Mfg. Co. Ltd.

HAMILTON, - ONT.

W. L. Haldimand & Son, 36 St. Dizier St., Montreal, Que.
Eastern Agents.



New Century Style "B"

Perfectly Simple and Simply Perfect

The Toronto Plate Glass Importing Co., Limited

(HILL & RUTHERFORD, Managing Directors.)

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR AND ORNAMENTED GLASS.

Works: Don Speedway, also Victoria St.,

TORONTO

DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines. These enquiries come from Wholesalers, Manufacturers and Retail Dealers, who usually intimate they have looked through Hardware and Metal, but cannot find any firm advertising the line in question. In the majority of cases these firms are anxious to secure the information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay them to advertise in larger space.

BUYER'S GUIDE

Canada's Manufacturers Industrial Blue Book

1909—SUBSCRIPTION ONLY—1909

THE MANUFACTURERS' LIST CO.,
Publishers
MONTREAL and TORONTO

CEMENT.

The Hanover Portland Cement Co.,
Limited,
HANOVER, ONTARIO
Manufacturers of the celebrated
"Saugeen Brand"
OF PORTLAND CEMENT.
Prices on application. Prompt shipment.

CLIPPERS.

PRIEST'S CLIPPERS
Largest Variety,
Tollie, Hand, Electric Power
ARE THE BEST.
Highest Quality Grooming and
Sheep-Shearing Machines.
WE MAKE THEM.
SEND FOR CATALOGUE TO
American Shearer Mfg. Co., Mackinac, M.I., U.S.A.
Wiebusch & Hilger, Limited, special New York
representatives, 106-110 Lafayette Street.

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WHEN YOU VISIT THE EXHIBITION
please call on us.

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FEED COOKERS

A good line to handle.
Write us for full particu-
lars and prices.

James & Reid, Perth, Ont.

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The Best Door Closer is . . .
NEWMAN'S INVINCIBLE FLOOR SPRING
Will close a door silently against any pressure of
wind. Has many working advantages over the ordi-
nary spring and has twice the wear. In use through-
out Great Britain and the Colonies. Gives perfect
satisfaction. Made only by
W. NEWMAN & SONS,
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GALVANIZING
Work and Prices Right
ONTARIO WIND ENGINE & PUMP
CO., Limited
Toronto, Ont.

GALVANIZING AND TINNING
The CANADA METAL CO.
Toronto, Ontario.

HARDWARE SPECIALTIES

Everybody ought to have one of our new
Charcoal Stoves. Costs one cent an hour to
run it. Also one of our new Bread Toasters.
Covers one, two, three or four burners on
your gas stove. Browns it quickly. No
odor from gas. Manufactured by
THE COLLINS MFG. CO., TORONTO

METAL STAMPING.

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We design stampings to replace castings of all
kinds. Send sample for estimate.

ACME STAMPING and TOOL WORKS
HAMILTON, ONT.

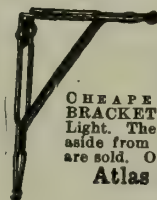
PULLEY BLOCKS & CARGO GINS

IMPROVED CARGO GINS
LEAD AND HEEL BLOCKS
with Self-Oiler Sheaves, Steel Centres
DAVEY & CO.
88 West India Dock Road, London, Eng.

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The **PARMENTER & BULLOCH CO., Ltd.**
GANANOQUE, ONT.
Iron and Copper Rivets, Iron and Copper Burrs,
Bifurcated and Tubular Rivets, Wire Nails,
Copper and Steel Boat and Canoe Nails,
Escutcheon Pins, Leather Shoe and Overshoe
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SHELF BRACKETS.



Will Hold Up a Shelf
That's what a shelf bracket's for.
For this purpose there can be
NOTHING BETTER, NOTHING
CHEAPER than the **BRADLEY STEEL**
BRACKET. It is well Japanned, Strong and
Light. The saving on freight is a good profit
aside from the lower price at which the goods
are sold. Order direct or through your jobbers
Atlas Mfg. Co., New Haven.

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GALVANIZED Steel Tanks
No Rusting
Leaking
AGENTS WANTED
Stock Tanks, Steel Cheese Vats,
Threshers' Tanks, Steel Hog
Troughs, Water Troughs, Feed
Cookers, Grain Boxes, Coal
Chutes, Smokestacks.
The Steel Trough & Machine Co.
TWEED, ONT. Limited

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ARMSTRONG CUTTING-OFF TOOLS
are correctly designed and the blades
are bevel rolled from special Self-
Hardening Steel. Straight and Offset
shaping. 7 sizes each. Write for Catalog
Armstrong Bros. Tool Co.
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My patent rotary ventilator is
backed by a guarantee. It is the
best ventilator on the market. Write
for particulars, handsome booklets
of testimonials and information
mailed free.
GEO. D. PEARSON & CO.
Office and Works
17 Pontiac St. - Montreal

WIRE WORK.

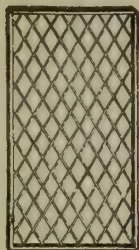
Crescent Wire and Iron Works KINGSTON, ONT.

We have added a tinning plant, estimates
given on Tin Dipped Wire Goods, Refrigerator
Shelves, etc., also manufacturers of Wire Guards,
Fencing and Railings.

PARTRIDGE & SONS Proprietors

PARKER WIRE GOODS COMPANY
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General and special Wire Hardware
Write us for prices
New York Office, - 107 Chambers St.

"If It's Made of Wire We Make It"



Let us quote you when in need of
**Wire Cloth, Coal and Gravel Screen-
ing, Window Guards, Spark
Guards and Grille Work.**

We are offering a splendid selling line of
**ORNAMENTAL FENCING AND GARDEN
BORDER**

Illustrated Price List on application.

**THE CANADA WIRE GOODS MFG. CO.,
HAMILTON, ONT.**

ENGLISH GLUES

Over fifty years' experience in the manufacture of
Glues, Gelatines, Size, Etc.

enables us to place on the market a line of the
products excelled by no one. Lists, etc., on
application.

The GROVE CHEMICAL CO., LTD.

ESTABLISHED 1856

Appley Bridge, Wigan, Lancs., England

The Best Fittings are

"Diamond" Brand Fittings



They are absolutely perfect in Material,
Threading and Finish.

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**OSHAWA STEAM & GAS FITTING CO., Limited
OSHAWA, CANADA**

Canadian General Electric Company Limited

14-16 KING STREET EAST

Montreal,
Halifax,
Ottawa,

TORONTO,
Canada.

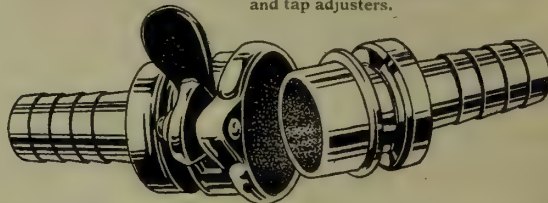
Winnipeg,
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MANUFACTURERS OF

**Electrical Apparatus of all Kinds.
Complete Electrical Installations
for all purposes.**

All Hose Users Need the TIME SAVER HOSE COUPLER

The only hose coupling that makes a water-tight joint instan-
taneously. It does not cost any more than the old unsatisfactory
coupling, either. Made in all standard sizes of section couplings
and tap adjusters.



**The Time Saving Coupler Co., Limited
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Ford's Auger Bit

is an all round Bit, boring smoothly, and well
suited to the finest work. For many difficult
jobs it is the only tool that can be used. Give it
a trial, and afterwards you will sell only one line
of high-grade Bits, and that line will be Ford's.

**FORD AUGER BIT CO.,
108 Cabot Street, HOLYOKE, MASS., U.S.A.**

RODGERS' Cutlery & Plate

NONE GENUINE unless bearing the TRADE MARK:



**James Hutton & Company
Montreal**

Sole Agents for Canada.

Less than 4c. a week

There are many lines sold in grocery stores
which you could handle with profit. You can
keep posted on these through The Canadian
Grocer for less than 4 cents per week

Annual Subscription \$2.00

THE CANADIAN GROCER

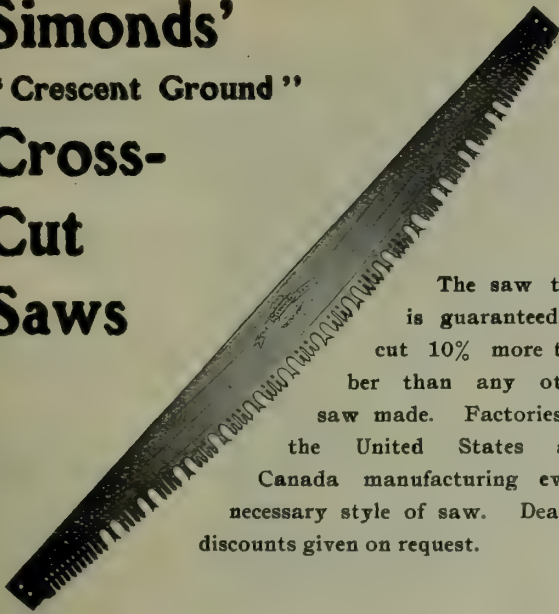
MONTREAL

TORONTO

Simonds'

"Crescent Ground"

Cross-Cut Saws



The saw that is guaranteed to cut 10% more timber than any other saw made. Factories in the United States and Canada manufacturing every necessary style of saw. Dealers discounts given on request.

Simonds Canada Saw Co. LIMITED

Montreal, P.Q.

Toronto, Ont.

St. John, N.B.

HAND POWER ELEVATOR

LOAD,
1,500 lbs.
CAR, 6 x 5 FT.

\$100⁰⁰

F. O. B.
HAMILTON
ONTARIO



We supply drawings and instructions enabling anyone to install.

SAVE TIME LABOR EXPENSE HANDLING GOODS FOR UPPER FLOORS

Write our nearest office for full particulars.

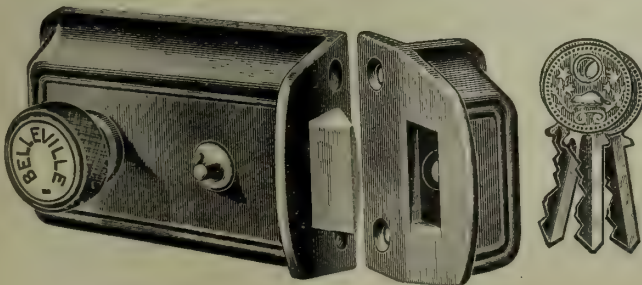
MONTREAL WINNIPEG VANCOUVER OTTAWA
St. James St. McRea Block Alexander St. O'Connor St.

Otis-Fensom Elevator Company, Limited
HEAD OFFICE — TORONTO, ONTARIO

Here is a very attractive and economical

CYL. STORE DOOR SET

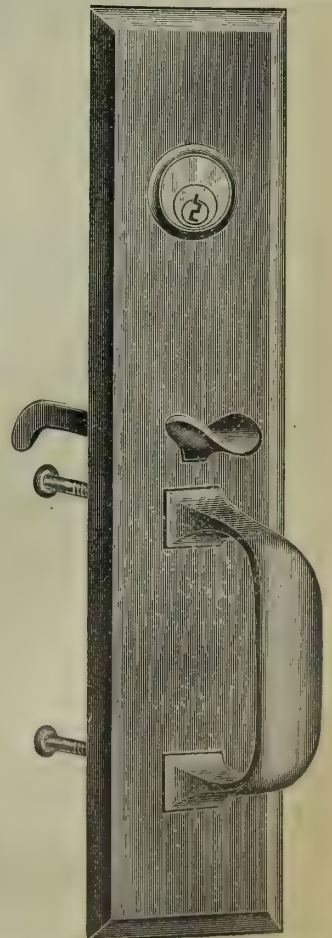
The Latch and Escut. shown in the accompanying illustrations go to make up a store door set, which, by being made up in this way, makes a very cheap and attractive set. It will appeal to your customers on the grounds of CHEAPNESS, GOODNESS and ATTRACTIVENESS. There's good profit in this line.



Prices Promptly
Quoted to the
Trade.

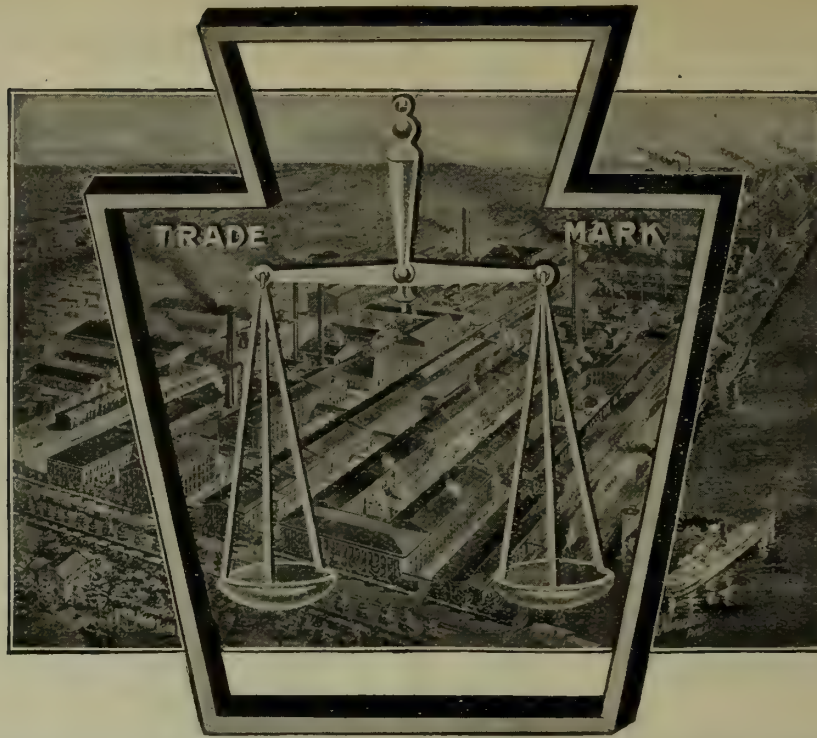
WRITE US TO-DAY

The Belleville Hardware Co., Limited
Belleville - - - Ontario



Disston

Saws



The largest Saw Manufacturing Plant in the World and its Trade Mark—EMBLEMATIC of the Principle upon which the High Reputation for Quality, Workmanship and Utility has been built.

HENRY DISSTON & SONS, Inc., Philadelphia, U.S.A.

Keystone Saw, Tool, Steel and File Works.

CANADIAN WORKS, 112 Adelaide Street East, TORONTO

*Satisfaction
Guaranteed*

A MARK OF QUALITY

*Prompt
Delivery*

**Manila Rope
Transmission Rope
Yacht Rope
Bolt Rope**



**Sisal Rope
Lath Yarn
Shingle Yarn
Bale Rope**

CONSUMERS CORDAGE COMPANY, LIMITED

Mills: MONTREAL, QUE. HALIFAX, N.S.

Manufacturers of CORDAGE and TWINE of all descriptions,
From

Manila, Sisal Jute, Russian, Italian

AGENTS AND BRANCHES:

F. H. ANDREWS & SON,
Quebec, Que.

CONSUMERS CORDAGE CO., Limited,
St. John, N.B., Toronto, Ont.

MacGOWAN & CO.,
Vancouver, B.C.

TEES & PERSE, Limited, Winnipeg, Calgary and Edmonton.

Complete Stocks at Halifax, St. John, Montreal, Toronto, Winnipeg, Vancouver



SIMONDS No. 8 1/2

This Saw is of the general style and shape which carpenters have been accustomed to using for years past. Has a carved apple handle with highly polished sides and edges, making a very pretty Saw. Holds its cutting edge and saws true. Its high quality and even temper are due to the fact that it is **Made of Simonds Steel.** Covered by the broadest Simonds warranty.

SIMONDS HAND SAWS

are good sellers. Dealers should send for 1907 Catalogue and discounts.

SIMONDS MANUFACTURING CO.

Fitchburg, Mass.

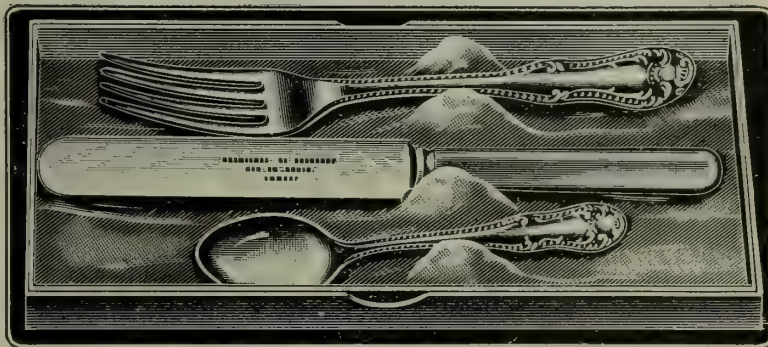
Branches Throughout The United States

CHILD'S SET

ATTRACTIVE HELENA PATTERN



This line will suit those of your customers who want a really useful set put up with plated steel knife.



THE McGLASHAN, CLARKE CO. Ltd.,
Niagara Falls, Canada

AGENTS: J. MACKAY ROSE, 88 McGill Street, Montreal, Que.
N. F. GUNDY, 61 Albert Street Toronto, Ont. DAVID PHILIP,
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LONG

SWASTIKA



LIFE

BABBITT

Best Babbitt Value in the World.

SWASTIKA LONG LIFE BABBITT

Will stand High Speed and Heavy Pressure, Grade High, Price Low. 25c. lb.

Write for Booklet

Liberal Discount to Trade.

The JAMES ROBERTSON Co., Ltd., 144 William St., Montreal

Energy is the only Capital

you need to invest in the **STRUCTURAL STEEL BUSINESS.** An energetic hardware-man is in a good position to find out what's doing locally in the building trade, and to pick up most of the orders for **STRUCTURAL STEEL.** Let us quote you prices on all you may need in this line. We'll make the prices close and give you any information about **STRUCTURAL STEEL** that may help you to close business.

Hamilton Bridge Works Co., Limited, **Hamilton**
ONTARIO



DOMINION WIRE MANUFACTURING CO.

LIMITED

MONTREAL AND TORONTO



Annealed Hay Baling Wire and Bale Ties



Cut to any desired length
with single loop.



QUALITY—THE BEST. SHIPMENTS—RIGHT

WHAT ABOUT PLATE GLASS ?

We are importers of the best quality of plate glass in such quantities that we are able to quote **interestingly close prices** to the trade. And there's another point worth noting on the plate glass question, that is, we make it a point to

**Pack The Glass Right So As To
Reduce The Liability Of Breakage**

When you place your orders with us you can bank on getting the **right goods** in the **right time**.

LET US QUOTE YOU.

The HOBBS MANUFACTURING CO., Limited

TORONTO

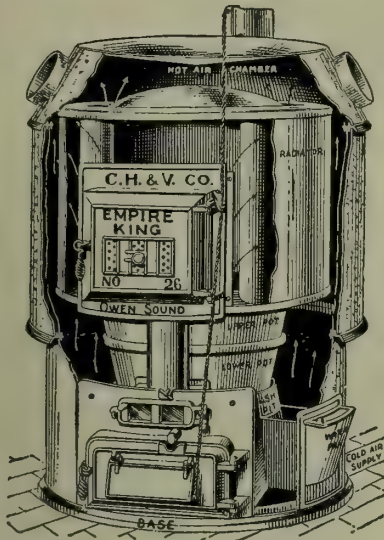
LONDON

WINNIPEG

MANUFACTURERS of Leaded Art Glass, Bevel Plate, Mirrors, Etc.

IMPORTERS of Rolled Plate Glass, Sheet Window Glass, Ornamental Figured Glass, Muffled and Cathedral Tints, Polished British Plate Prismatic Sheet Glass, and Sole Canadian Agents for Maximum Light Glass.

Do You Believe That Time Is Money?



Being up-to-date, you probably do, so that you'll agree with anybody who tells you that any time you spend monkeying around a furnace you have sold and set up is **lost money** pure and simple, which is the very reason why so many up-to-date dealers handle the

EMPIRE KING FURNACE

It is so simple in construction, and has such few and perfectly snug fitting parts, that when you have once set it up it's there to stay. It doesn't need complaint because it **acts right** in every particular. It burns any kind of fuel except oil, and burns from the minimum of fuel. You ought to have our catalogue. May we send it to you?

Canadian Heating and Ventilating Company, Limited

OWEN SOUND, - ONT.

Selling Agents: Christie Bros. Co., Limited, 802 College Street, Toronto, Ont. Christie Bros. Co., Limited, cor. Henry and Park Sts., Winnipeg, Man. Abercrombie Hardware Co., Vancouver, B.C. The Can. Stove & Furniture Co., Montreal, Que.



Australasian Hardware and Machinery.

The Organ of the Hardware, Machinery and Kindred trades of the Antipodes.

SUBSCRIPTION \$1.25 PER ANNUM,
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CANADIAN AND AMERICAN ENQUIRIES will receive prompt attention if addressed to the LONDON OFFICE, 42 CANNON STREET, E.C.

Specimen Copies Free on Application.



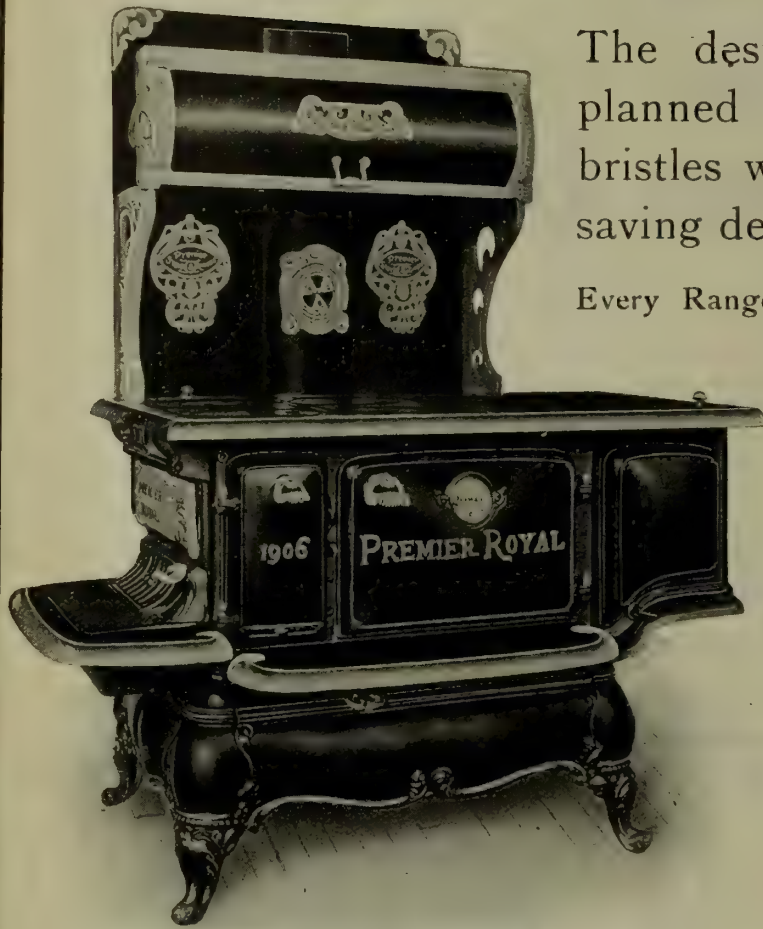
New Style H. & C. Side Wall Register.

BE A LITTLE DIFFERENT

Don't use breakable cast iron registers because the other fellow does. Use H. & C. Wrought Steel Registers and see what a strong talking point they are.

HART & COOLEY CO., Booth St.,
New Britain, Ct.

Davidson's "Premier Royal" Cooking Range



The design is attractive and well-planned for convenience and fairly bristles with good points and labor-saving devices.

Every Range is fitted with these improvements :

Heat Indicator

Single Damper

Detachable Guard Rails

Ventilated Oven

Oven Door Pedal

Duplex Grate

Simmering Cover

Nickeled Towel Drier, etc., etc.

A Thoroughly High-class Range

Made in

Three Sizes and Seven Styles

Commands a Good Price
and Sells Without Trouble.

In special features of excellence—ease of keeping clean, freedom from repairs, perfect cooking, and also in material, workmanship and finish, these ranges are unequalled.

Cut illustrates Style F with steel high closet.

WRITE FOR DESCRIPTIVE CATALOGUE.

The Thos. Davidson Manufacturing Co., Limited
Montreal and Winnipeg

SIDE WALL REGISTERS OF CAPACITY

IMPERIAL SIDE WALL REGISTERS have a greater out-flow capacity than any Register made.

IMPERIAL SIDE WALL REGISTERS take a pipe 2" to 3½" deeper than the studding.

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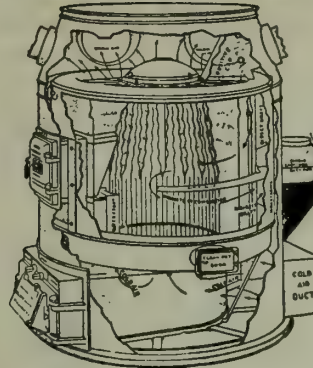
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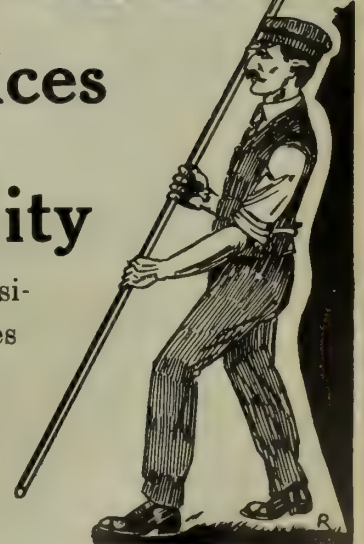
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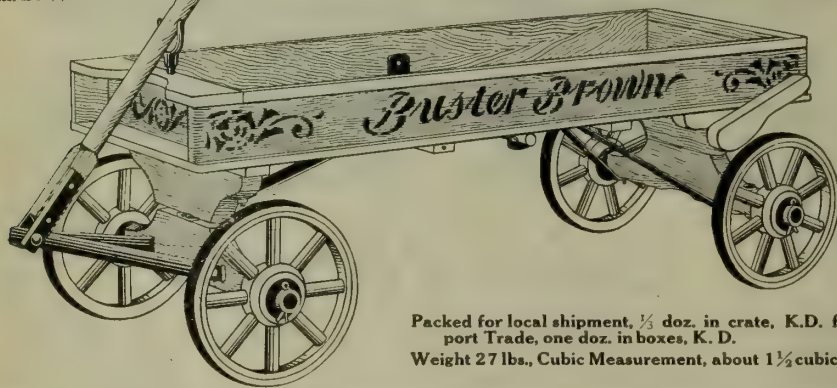


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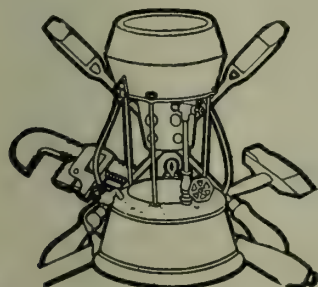
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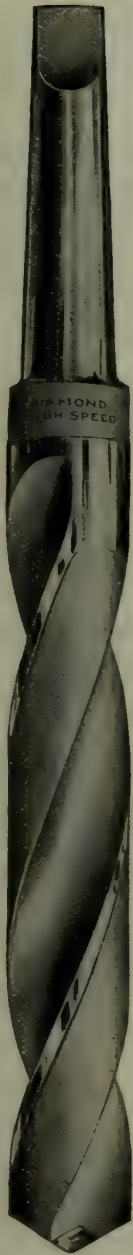
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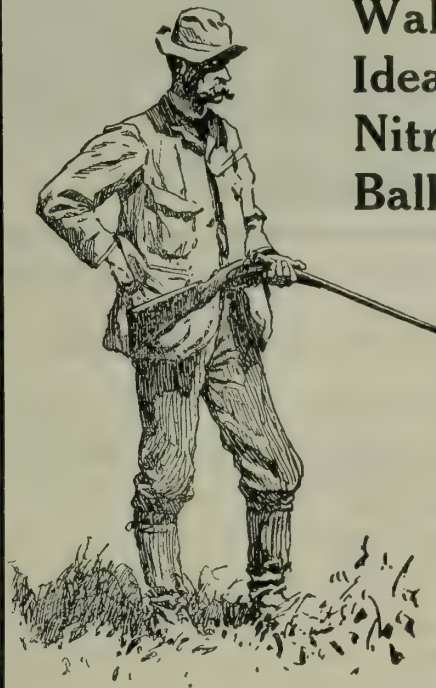


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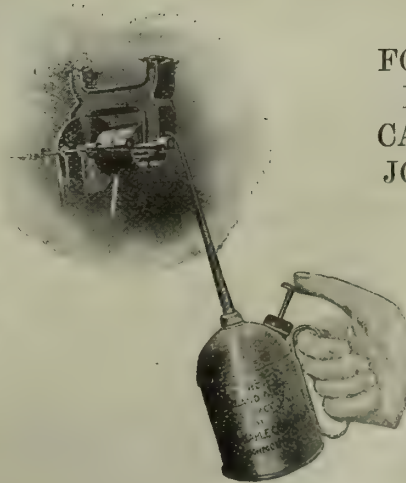
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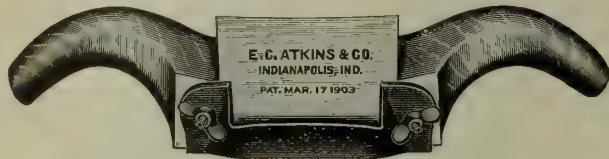
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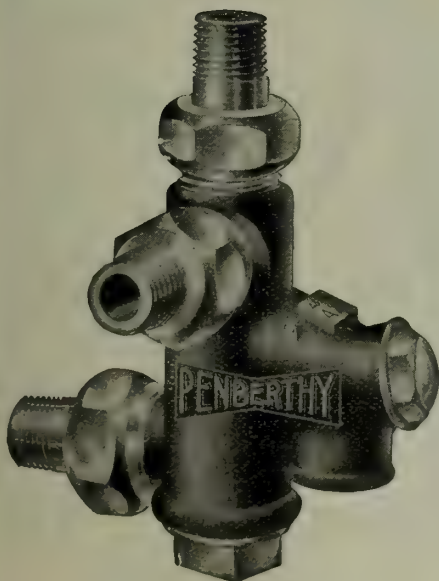
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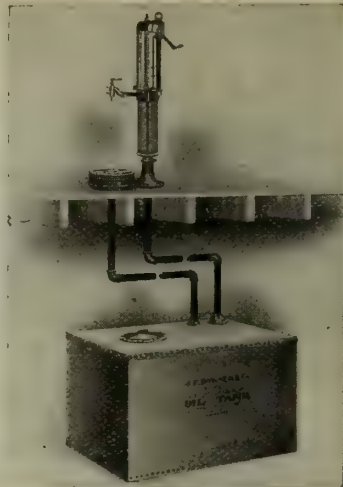
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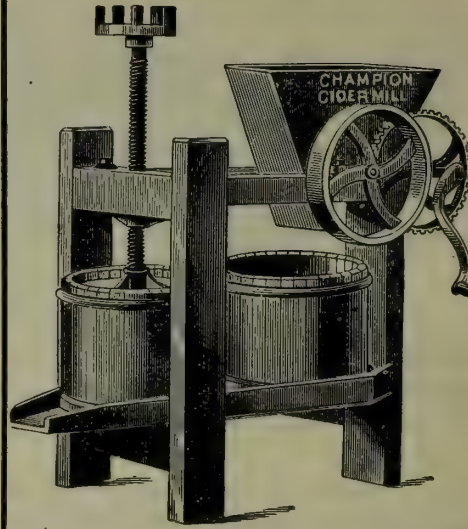
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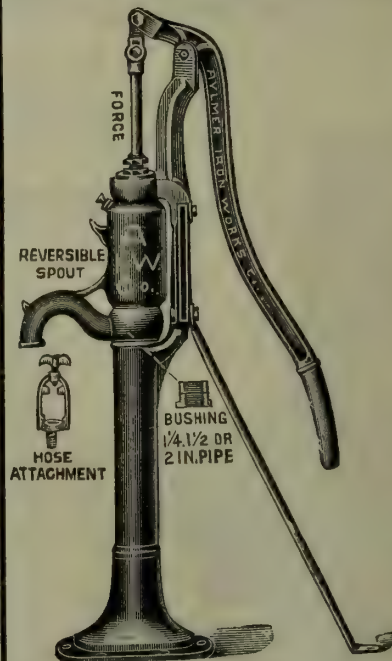
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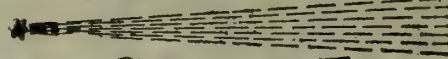
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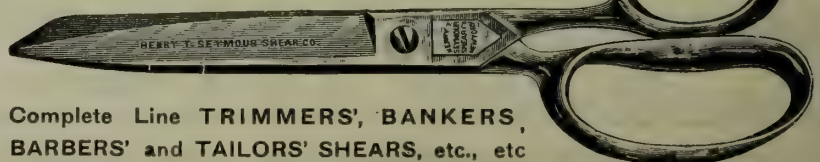
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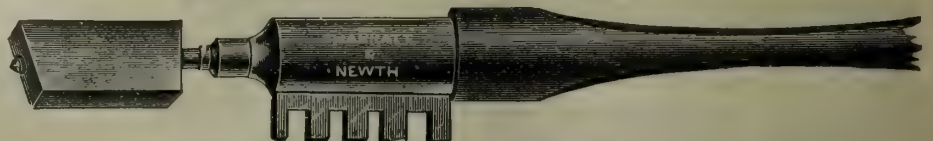
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Mechanics Supply Co., Quebec.

Starke-Seybold, Ltd., Montreal

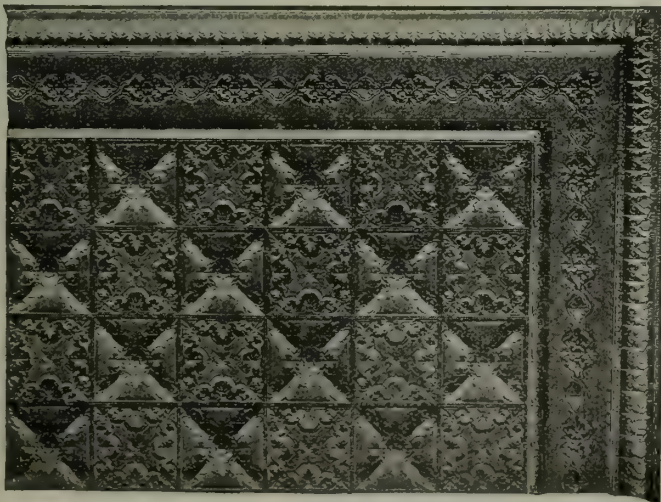
S. Hayward Co., St. John, N.B.

Geo. E. Smith & Co., Halifax, N.S.

Miller-Morse Hardw. Co., Ltd., Winnipeg.

B. G. Prior & Co., Limited, Victoria, B.C.

Get After the Ceiling Trade!



Is there a church in your town with a cracked plaster ceiling? Are there any lodge rooms, stores or hotels which could be improved at small expense by installing our CLASSIFIED METAL CEILINGS? Of course there are! This business is waiting for you if you get after it. You make a double profit—both on the material, and on the labor of erecting it. And you can give your customers their choice of the most handsome and most distinctive designs on the market by showing them our catalogue.

"WE WORK WITH THE TRADE."

The Metal Shingle and Siding Co., Limited
PRESTON, ONT. MONTREAL, QUE.

GENERAL SALES AGENTS:

EMERSON & FISHER, LTD., St. John, N.B.

CLARE & BROCKEST, Winnipeg.

W. N. O'NEILL AND CO., Vancouver.

J. A. BERNARD, Quebec.

ELLIS & GROGAN, Calgary.

BEST ELBOWS

—FOR—

CONDUCTOR PURPOSES

BEAR TRADE MARK

F. Dieckmann

PLAIN ROUND.

CORRUGATED.

Crimps outside no obstructions inside.

Only elbow holding in position without solder.



For Sale by the TRADE

Write for prices, catalogue and samples to

JOBBER AND

THE FERD. DIECKMANN CO.

1180-82-84 HARRISON AVE.,

CINCINNATI, O., U. S. A.

STANDARD CHAIN COMPANY of CANADA, LIMITED
SARNIA, ONTARIO



COIL, RAILROAD, LOGGING, DREDGE, STEAM SHOVEL, WAGGON and BRIGHT CHAIN of all kinds.

Write for prices

EVERYTHING IN WELDED CHAIN.

Prompt shipment.

Selling Agent: ALEXANDER GIBB, 13 St. John St., MONTREAL

THE MORRIS & BAILEY STEEL CO.
PITTSBURG, PA.

Manufacturers of

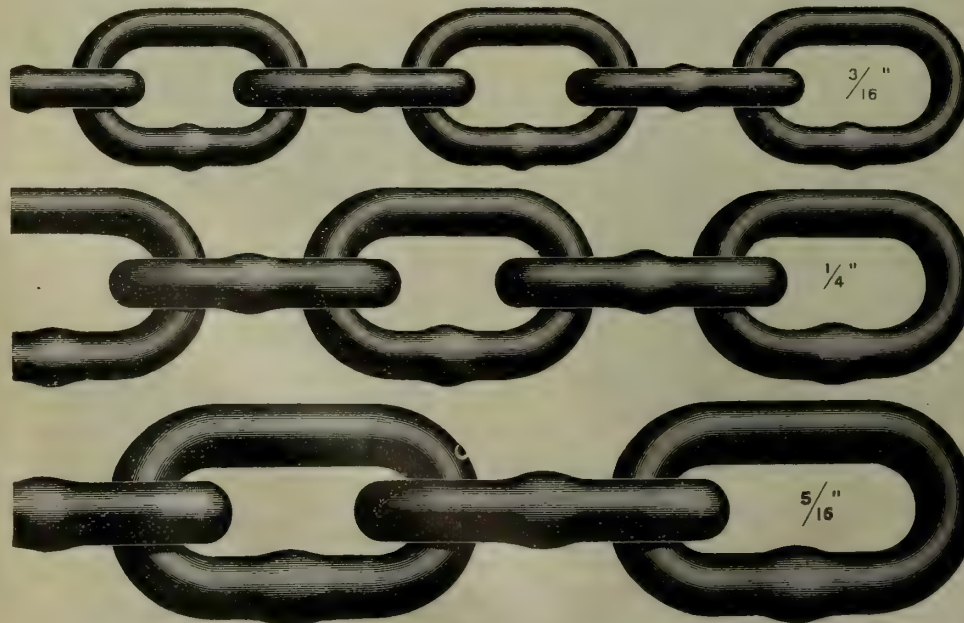
COLD ROLLED STRIP STEEL

For Deep Drawing, Blanking, Forming, all kinds of Bending. Has Bright Finish for Nickel Plating, Rolled accurate to Gauge. Made in all tempers and in any thickness from .002" to .250".

McKINNON

Electric Welded Coil Chain

Design Patented



Notice the

SWELLED WELD

We guarantee our Electric Welded Common Chain of any stated size to pull more than one size larger of any other make of common chain. Our BB and BBB qualities are similarly guaranteed.

See that you get the **SWELLED-WELD.**

Cuts Exact to Size

McKinnon Chain Works

**ST. CATHARINES
ONT.**

HARDWARE AND METAL

By Their "Saving" Ye Shall Know Them

"Household" Oil Can solves the problem of shipping gasoline, turpentine, etc., at minimum expense.



The top of the can when sealed is practically air tight, then when the gasoline or turpentine is delivered the can will readily adapt itself for household duties.

"Household" Oil Can



No waiting all day by this method



No spilling over by this method

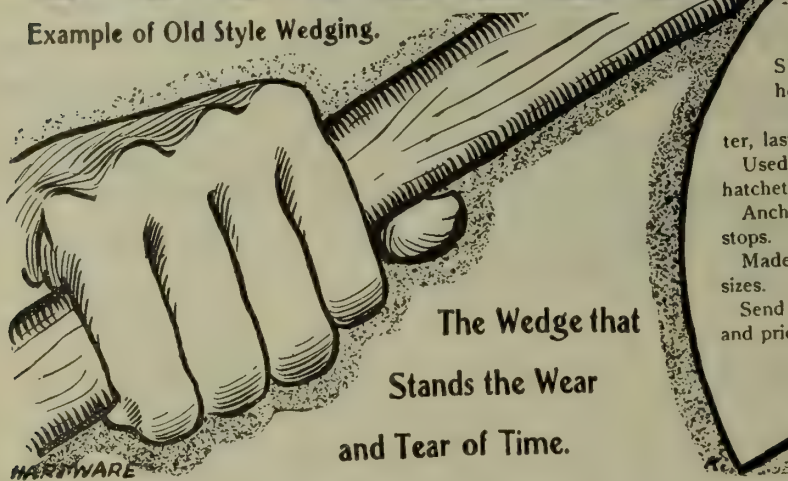
McCLARY'S

LONDON, TORONTO, MONTREAL, WINNIPEG, VANCOUVER,
ST. JOHN, N.B., HAMILTON, CALGARY.

"NEVERSLIP ANCHOR WEDGE"



Example of Old Style Wedging.



The Wedge that
Stands the Wear
and Tear of Time.

SEE THE
POINT?

It matters not whether the handle is old and shrunken, or new and green, the "NEVERSLIP" will make it as secure as if it were part of the head itself—virtually one piece with the metal.

Tools with a firm handle perform their work better, last longer and give better satisfaction.

Used by many of the largest hammer and hatchet manufacturers.

Anchors firmly at any point it stops.

Made in many sizes.

Send for terms and prices.

**NEVERSLIP
ANCHOR
WEDGE CO.
AUBURN, N.Y.**

Canadian Representative, W. F. Canavan, 13 St. John St., Montreal, Canada.



Canada Screw Company

Goods are the Standard by
which others are judged.

AWAY BACK IN THE SIXTIES WE COMMENCED OUR UPWARD CLIMB. EVER SINCE, WE'VE BEEN THE LEADING CANADIAN MANUFACTURERS OF

Bright Wire Goods

COPPER AND TINNED WIRE IN COILS OR LENGTHS; WOOD SCREWS; TACKS, WIRE NAILS; IRON, BRASS AND COPPER RIVETS AND BURRS; MACHINE SCREWS; STAPLES; CORRUGATED FASTENERS; STOVE, SINK AND SLEIGH SHOE BOLTS, ETC.

Canada Screw Co., Limited

Toronto

Hamilton

Montreal

HARDWARE AND METAL

WIRE

of every description

FLAT, ROUND, SQUARE, HEXAGON, TRIANGULAR
and ODD-SHAPED for all requirements.

SPRINGS

We make springs to any specifications, fine or heavy; "spring" catalogue on request.

YOUR ENQUIRIES SOLICITED.

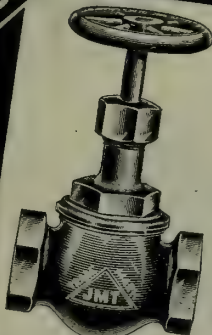
UNITED STATES STEEL PRODUCTS EXPORT CO.,
MONTREAL.

EVERY ENGINEER

knows that
the best
grade of
steam
goods are
those which
are the
cheapest
in the
long run.

J.M.T.
Steam
Goods
Last
Long-
est.

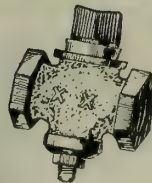
STEAM SPECIALTIES



J.M.T. Valve
with Jenkins or copper
disc. Standard and extra
heavy pattern
The Best for All Uses



Pop Safety Valve
for Stationary, Marine
and Locomotive Boilers



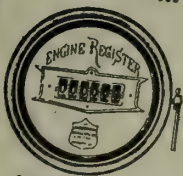
Brass and Iron Cocks
All Kinds



Steam Whistles
Plain, Chime and
Mocking-bird Patterns



Exhaust Heads
Prevent damage to roof
from exhaust steam pipe



Steam, Vacuum and
Combination Gauges, &c.



Steam and Hot
Water Thermometers



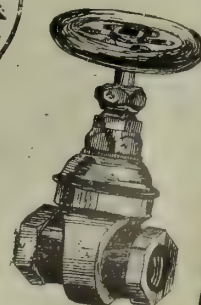
Water Gauge
Mountings



Oil Cups
In large variety



Hydraulic Valves
and Fittings



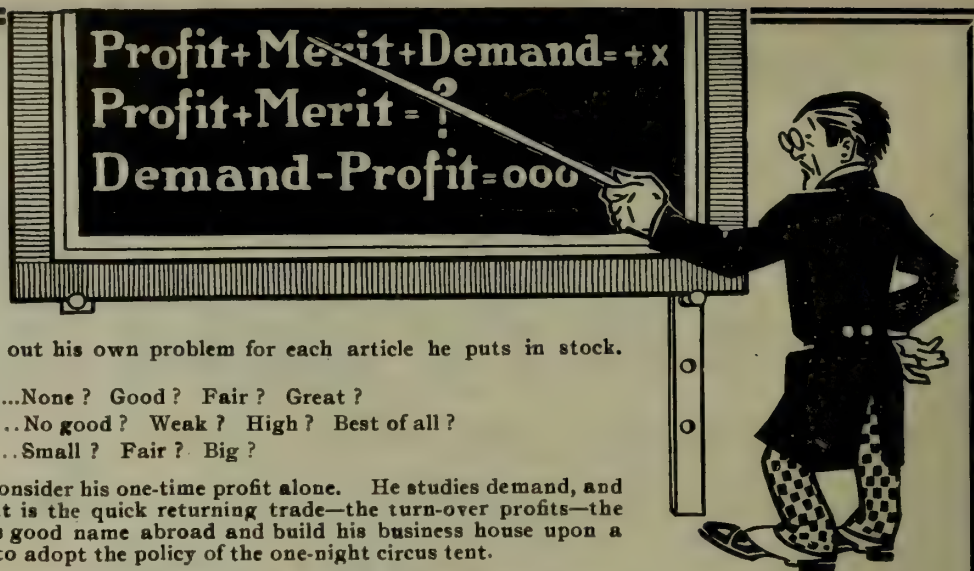
J.M.T. Gate Valve
A heavy, substantial
brass valve

The
James Morrison
Brass Mfg Co.
TORONTO, LIMITED

ENGINEERS' SUPPLIES

We make
our goods
with
the view of
giving the
most effi-
cient and
longest ser-
vice, and at
the lowest
cost, con-
sistent with
good quality.

The Dealers' Problem



Every retailer has to work out his own problem for each article he puts in stock. He figures out:—

The Demand Is ...None? Good? Fair? Great?

The Merit IsNo good? Weak? High? Best of all?

The Profit IsSmall? Fair? Big?

The modern dealer does not consider his one-time profit alone. He studies demand, and above all, merit. He knows that it is the quick returning trade—the turn-over profits—the satisfied customers—who spread his good name abroad and build his business house upon a solid foundation. He can't afford to adopt the policy of the one-night circus tent.

Now then, about

DOMINION AMMUNITION

The demand is great—and steadily increasing.

The merit of Dominion Ammunition is unquestioned. It is a staple all over the world. The Dominion system of testing is the best in the world.

The profit to the retailer is fair each time and great when he counts its sum at the end of the year.

Our advertising in daily papers is for your benefit. Write to us.

Dominion Cartridges

(Sure fire.)

Regal Shells

(Ballistite dense smokeless powder.)

Sovereign Shells

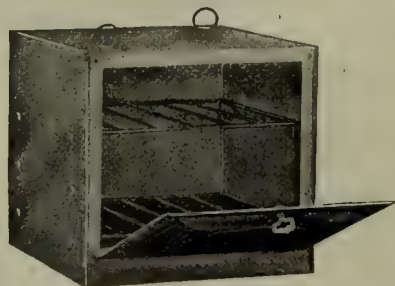
(Empire bulk smokeless powder.)

Crown Shells

(Best black powder.)

Dominion Cartridge Company, Limited, Montreal

KEMP'S Oil Stove Ovens



No. 25

Size, inches - - - $12\frac{3}{4} \times 12\frac{3}{4} \times 11\frac{3}{4}$

Price per dozen - - - \$22.22

Packed 3 in a crate; weight, 30 lbs.



No. 33

Size, inches - - - $16\frac{3}{4} \times 12\frac{7}{8} \times 11\frac{3}{4}$

Price per dozen - - - \$30.00

Packed 3 in a crate; weight, 40 lbs.

Fits both 2 and 3-burner Oil Stoves

WRITE FOR DISCOUNT

KEMP MANUFACTURING CO.

CORNER GERRARD AND RIVER STREETS,

TORONTO, CANADA

THE KEMP MFG. AND METAL CO., LIMITED
111 LOMBARD STREET, WINNIPEG, MAN.

THE KEMP MFG. CO. OF MONTREAL
39 ST. ANTOINE STREET, MONTREAL, QUE.

Retail Hardware Association News

Official News and Correspondence on Association Matters Should Be Sent to the Secretary of the Ontario Retail Hardware Association, 10 Front Street East, Toronto, and Matter for Publication in This Department Addressed to the Editor of Hardware and Metal, Toronto.

DRIVE OUT CATALOGUE HOUSES.

The "mail order" trouble has apparently come to a point in Colorado where Colorado merchants are preparing to wage a bitter war upon it. In a letter received by the secretary of the Commercial Club, Salt Lake City, and by him referred to the Manufacturers' and Merchants' Association, C. W. Crews, a firm member of one of Pueblo's big houses, writes to know what sort of campaign was waged against Eastern houses in Utah. Mr. Maddock has written a long letter in reply in which the history of the fight, from cause to effect, is set out.

"We had the same trouble," says Mr. Maddock, "as you are now having apparently. New industries were snuffed out in their incipency, smaller merchants were put out of business, some larger interests were retired, and millions of dollars that should have been put in circulation here in our State were sent East never to return.

After several years spent in individual "kicking" over such conditions, the business men of the State decided to handle this matter as they would any other business proposition. Obviously, the matter could not be handled by individuals; a mass meeting of some of the prominent manufacturers and merchants was therefore called, the result being the organization of the Manufacturers' and Merchants' Association of Utah. The first work taken up by the association was the inauguration of an active campaign against the "mail order" houses of the East. Letters were written to the various storekeepers throughout the State soliciting their moral and financial support to the movement, which in most cases was readily forthcoming.

All Join in Work.

The newspapers lent their powerful influence to the movement, the clerks of the various stores were labored with to "boost" the local product in preference to the imported article; propaganda outlining the untold injury of the "mail order" system to the State was freely circulated; people throughout the State were educated to the standard of knowing and appreciating the fact that their interests were mutual and that if the local business houses and factories were not patronized there would be no market for their farm and other products, and, in brief, the following points in favor of patronizing home institutions in preference to "mail order" houses were placed before them so plainly and persistently that a mighty impulse has been given to the sentiment favoring

home institutions, which has resulted in stimulating every branch of business, not in the State alone, but throughout the adjacent States, and the effort has paid the members of the association over and over again for the investment.

As in all other movements of a public character, the bulk of the work has devolved upon a few. There are also a great many who are willing to lay back and reap the benefits that come to them as business men through the labors of the members of the association without contributing in any way to its maintenance, but the work has not lagged. It can never die, for it has been an educational work that can never be forgotten, and its effects will be manifest when the original promoters of the proposition have long passed to the great beyond.

"The arguments referred to follow:

Arguments Against Mail Orders.

"'Mail order' house demands payment in advance before the goods are seen. The local merchant is oftentimes forced to extend credit; he, too, can give them the benefit of reduced prices for cash.

"The local merchant furnishes a market for the local products. Who donates toward the building of churches and other good works? The 'mail order' house or the local merchant?

"How many homes does the 'mail order' house create within the State, by furnishing employment to its citizens?

"How many dollars does the 'mail order' house put into circulation within the State in exchange for the money sent out of it to them?

"Who contributes to the maintenance of good roads over which the traffic of the State may be conducted—the 'mail order' house or the local business man?

"Is it better or more businesslike to buy goods from a catalogue, sending the money a long time in advance to a firm of strangers, than to make selections from the stock of a well known house?

"How much credit will the 'mail order' institution extend in time of need?

These are but a few of the many arguments in favor of 'keeping the money at home' which the association has advanced. In addition to this I may add that the people of Utah have ever manifested a spirit of loyalty to their home enterprises, which has required but a gentle reminder, administered occasionally, to fan it into activity.

Frequent "get acquainted" excursions to other cities of the State, at which time brief, pointed addresses have been given along the line of home patronage, have been a potent feature of

the work, and have advertised our purposes more widely perhaps than any other method could have done."

DEMORALIZING PRICES.

While something has been accomplished in the way of inducing the catalogue houses to refrain from quoting unreasonably low prices on special or trade-mark goods, says the Iron Age, there is still ground for complaint in this regard. It may indeed be said that the naming of low prices on such articles in a certain way operates to the manufacturer's advantage, as it results in a larger sale than there would be if materially higher prices were quoted.

The publication of a low price in catalogues which are scattered broadcast establishes, however, a general price which yields a narrow margin of profit to the retail merchant. Under such circumstances he is tempted to stop selling the goods in question or at least takes little interest in them, and perhaps pushes something else that pays him better. This is a matter which should continue to receive the careful attention of manufacturers whose goods are handled by the great retail mail order houses.

FIGHT FIRE WITH FIRE.

When the catalogue houses make the statement that they undersell the local merchant from fifteen to fifty per cent. they leave the opening for a direct denial by the local merchant which can be borne out by facts and figures. If the catalogue houses could undersell the local merchant to that extent it would be a matter of only a short time until they had cornered the cream of the local trade, and the local merchant would have to be content with the trade that supplied immediate wants. The Foster Hardware Co., Little Rock, Ark., has totally disproved this statement of the catalogue houses by asserting and agreeing to prove that they would meet or beat any and all competition of the catalogue houses. That places the burden of proof upon the mail order houses. The Foster Hardware Company seeks their comparison in prices, because they know that it will be to their advantage. Any Canadian merchant can adopt the same line of action to advantage to themselves. Offer to meet the catalogue house on any hardware line they quote (same quality of course) and beat them wherever you can.

The Farmer and the Merchant

An Article Which Should Be Reproduced in Every Country Paper—Reprinted From Up-to-Date Farming—One of the Few Farm Papers Not Subservient to Catalogue House Patronage—The Interdependence of Farmers and Merchants is Clearly Pointed Out.

The merchant and the farmer are essential to a prosperous community. When the grandfathers of to-day were young, it took the farmer, the merchant, the miller, the shoemaker and the blacksmith to meet the essential demands of every well-to-do neighborhood. But invention, concentration of effort, resulting in greater skill and cheaper production, and the wonderful change in transportation, enabled people to get along without cobblers and smithies, and even without local mills; but nothing has yet been found to take the place of local merchants.

Some have thought the city catalogue house may supplant the local merchant, but with strongest emphasis we may say it cannot do so. We are told that one of the business necessities of the farmer is to get what he must buy at the lowest possible price. Admitting the importance of economy in farm management we must join issue on this proposition. Lowering of price is not always proof of economy of purchase. It is seldom economy to buy cheap goods. In this expression we do not mean low priced goods of poor quality. Such goods are dear at any price, and a printed description is not always a safe guide as to appearance or quality. It seldom is, and even appearance is not always to be trusted. Shoddy goods are so made in these days of device and subterfuge as to "deceive if it were possible, the very elect."

Can't Give Goods Away.

The catalogue merchants, like local merchants, cannot do business without profits. And the former must necessarily have greater profits in the aggregate than the latter. They are in the centres of commercial activity, where everything is high. They must pay higher rents, higher wages to their help, tremendous printing bills, astounding sums for postage, hordes of stenographers and typewriters, armies of wrappers, packers and boxers, heavy bills for stationery, lighting bills and water rates, and many other expenses of which local merchants know nothing. All these expenses must be paid out of the profits on the sales made.

God gave humans a power he did not give the beasts—the power of reason. And the more intelligence men have the higher ought to be the development of the power to reason. Does it not stand to reason that merchants involved in such tremendous extra expenses must have greater profits, at least in the aggregate, than must those who are free from that load of expense? We concede that an increased number of small

profits may help build up the aggregate, but the catalogue houses must not only pay the extra expenses to which we have referred, but the profits must so far overreach the expenses as to make gains on the investment and incomes for the proprietors the mere suggestion of which would take the breath of the local merchant.

Enormous Mail Order Profits.

We have in mind now one of the largest houses of this kind in the country that began in a Northern city of considerable size, but which soon proved too small, when the firm moved to one of our largest cities, where it has accumulated such enormous profits as to have built up for its own business what would be almost a city were it located anywhere else. And all this has been done with money sent in from the country above the cost of the goods the country people purchased. It took business ability to do that, we freely allow, and we respectfully lift our hat to ability in any line; but our purpose in writing this is to show our country readers that they cannot be getting goods on so small a margin of profit as they have been taught to believe by the fine illustrations and glowing descriptions in the big catalogues.

And since we are reasoning beings, take another view. The local merchant has access to the same manufacturing establishments the catalogue houses have, and they can buy from them just as cheaply, barring possible small concessions because of larger purchases. But manufacturers all make different grades of goods. It is impossible for them to have absolutely uniform raw material, and it is also impossible that there should never be mistakes in construction. Manufacturers cannot afford to throw away the imperfect material, nor can they destroy the articles that may have been accidentally marred in the making. But reliable houses are honest in these matters. The material is carefully selected and graded before it is used. That which is perfect is assigned to the highest grade work, and that which is imperfect is used in the construction of lower grade articles. Every process of construction is also watched with care. Each imperfection of material or workmanship is noted, and the article having it is doomed to a lower grade.

Different Grades of Goods.

The result is different grades of goods—firsts, seconds, thirds, or even lower still. When the local merchant buys, he knows his goods must be sold before the eyes and in the hands of the pur-

chaser, that every article and every part of it must be subject to careful personal inspection. And not only so; it goes to a regular customer who resides in the immediate vicinity of the merchant, and the goods must there stand the test of actual use. The merchant whose business depends upon pleasing his customers, dares not buy any but good goods, for which he, of course, must pay the price of good goods, which the catalogue merchant must do also if he gets good goods.

How "Seconds" Are Sold.

But here is the difference, a logical and natural one, the result of opportunity instead of superior ability. The catalogue merchant sells his goods by printed picture and description, and a weak stick can be painted as beautifully and given as perfect a polish as a strong one. Paint hides flaws, and the pictures do not show them. Nor does the eloquent language employed in the descriptions reveal them. When the article is sold it does not go to a customer with whom the merchant is in almost daily contact, nor is it subject to the test of use in sight of the store where it was purchased. On the contrary, the picture on the printed page is the thing inspected and the description does the selling. It is the most natural thing in the world that the catalogue man should buy the cheaper, we may safely say the cheapest, goods—the seconds, thirds, etc. Then the catalogue prices are compared with those of the local merchants' superior goods. The comparison is not fair.

It is not enough to say "money back if not as represented." This expression has cheated farmers out of more money than any other like number of words in the English language. The descriptions, the representations, are carefully made, and they are generally hedged in by shrewdly concealed conditions. Besides, the purchaser is in the country, perhaps hundreds of miles away. He needed the article before he ordered it. He waited longer than he expected for its arrival. When it came he was impatient and in a hurry. He was not much accustomed to claiming rights from people abroad, and, whether fully satisfied or not, he put the article to use, with the conclusion, "I guess it will do!"

Our farmer readers know this is just about the way such things go. And it is not saying the catalogue houses are dishonest. They are out for business, and this gives them an opportunity to make what seems to be low prices, and yet they are prices which carry greater

profits than those of the local merchants. When an occasional case turns back on them, they redeem their pledge of "money back if not as represented." They can well afford to. Even then the purchaser is the loser, for he has lost time, the use of the article and patience, all of which would have been avoided had the deal been with the local merchant.

Farmer Both Buys and Sells.

But the farmer is a seller as well as a buyer. The mission of "Up-To-Date Farming" is to teach the selling side of farming. When the farmer is a seller he must have a buyer. The prosperity of many rural communities depends almost entirely upon the sale of eggs, poultry, butter, etc. Search the big catalogues through; you will find no proposition to buy these, or to exchange goods for them. If the local merchant cannot sell goods, he can ill afford to handle these or any other products. He certainly cannot at the prices he now pays, for when he sells goods, implements, vehicles, etc., he strains up the price of products, whether he pays in cash or goods, and depends for compensation upon increased business.

These are sober truths, to which every merchant, and almost every intelligent farmer will testify. No system yet discovered, no improvement yet made, enables rural communities to dispense with the local merchants and be as prosperous without them as with them, and that is why we make this plea. The farmer and the merchant are both essential to a prosperous community, and we sincerely regret any influence that tends to create any but the most friendly feeling between these two classes. It must be confessed that earlier efforts at farm organization did that. Not so the developing Society of Equity. We realize that our prosperity lies in successful and profitable selling rather than in niggardly buying. Selling is compulsory. Farmers must sell or have no money, saying nothing of profits. But they are not compelled to sell at any particular time nor at every offered price. On the other hand, buying is optional. They may buy or they may not. But when they buy, they should buy of those to whom they sell, that those who buy from them may be better able to handle their products at prices remunerative, so that the business of both may be increased to the advantage of both, and the prosperity of the community assured.

CANADA'S GREAT EXHIBITION.

The Canadian National Exhibition, which is to be held in Toronto from August 29 to September 14, offers special attractions to hardwaremen in all parts of Canada. From a business standpoint the exhibition furnishes an excellent opportunity for picking up new ideas, getting lines on new and special articles and studying methods of display and arrangement of goods. Again, because of

the large numbers of the trade who come in every year at the time of the fair there are prospects of meeting other men from different parts of the country, getting better acquainted, and of talking over business matters with them. The exhibits of hardware and special lines are expected to be even more complete this year than usual another point of interest.

From the standpoint of pleasure the exhibition offers an opportunity for a holiday which cannot well be surpassed. The special musical attractions, the entertainment furnished before the grand stand, and the various novelties included in the exhibition grounds provide for the satisfying of the lighter side of the heart's content.

MAKING METALS RUST-PROOF.

A process for making iron and steel rust-proof has been tried in England, and is about to be introduced in this country. It is claimed that it coats iron and steel with zinc as well as or better than ordinary wet galvanizing, and that the metal thus coated can be brilliantly polished. In the process, zinc dust is placed in a cylinder which has been brought to a temperature of 400 degrees or 500 degrees F.; that is, below the melting point of zinc. The articles it is desired to treat are put into the cylinder, which is then revolved. The zinc is not actually melted, but forms an alloy through the surface of the articles absorbing the zinc, and then a coating covering the whole visible surface is deposited to any desirable thickness.

Articles thus treated are said to have an even and adherent coating, which wears excellently and does not strip, and are easily polished by a mop. It had been found that the use of the wet galvanizing process upon articles on which threads are cut made it necessary after to recut the threads. This, it is claimed, is obviated in the new process, which not only avoids the additional work of recutting the threads, but makes the threads themselves rust-proof. Another advantage claimed is that because articles are not heated to a high temperature, the temper of the steel is little affected, while its tensile strength and that of iron remains the same. The owners of the process assert that it will obviate the necessity of using brass in the manufacture of many articles that may rust, an important development in view of the high cost of brass. Aluminum and antimony may be substituted, it is said for zinc, while when copper and its alloys are subjected to this process, their surface is so hardened as to turn the edge of even a steel tool.

Keep track of the marriage licenses issued in your district and follow up the young couples with an effort to secure an order for the kitchen range and cooking utensils.

HARDWAREMEN IN UNIFORM

No. 5.

The military career of Capt. V. Eastwood, president of the Peterboro Hardware Company, and manager of the Peterboro branch of the Royal Bank, is a most creditable one. Enlisting in the 57th Regiment in 1881, he had almost continuously been connected with it until 1893, when he took a commission. In 1901 Capt. Eastwood was appointed Quartermaster of the Regiment and is still in the same position.

His hardware career also dates back from the year 1881 when he commenced his duties in that line of business under



CAPT. V. EASTWOOD.

President Peterboro Hardware Company

Bertram & Co. He remained with that firm until the year 1886 when he accepted a position with McKee & Davidson. He was admitted as a partner of the same firm in 1891 and was one of the promoters and stockholders in the Peterboro Hardware Co., formed in 1893. He became managing director in 1900 and president as well as managing director in 1905, when he also became the largest shareholder.

In 1907 Capt. Eastwood decided to enter the financial arena and sold out the major portion of his interest in January of that year. On March 1, 1907, he became manager of the Royal Bank in Peterboro, which position he now holds. He is still president of the Peterboro Hardware Co.



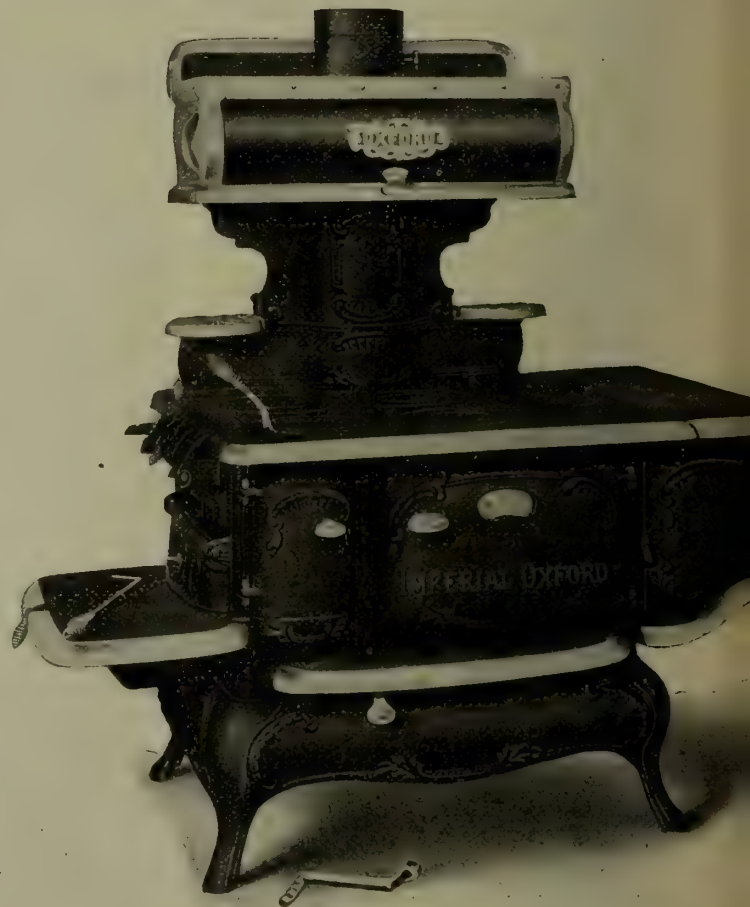
The Imperial Oxford

We've made a lot of claims for this range right in this paper.

Isn't it just possible that you are wasting your energy on a line that isn't as good? Then wouldn't it pay you to try us with a sample order?

Some very good merchants have given us their sample order, and then we got their stove business.

If you'll try us, you will find the Imperial has more up-to-the-minute selling features and a better appearance than the stove you are selling.



A post card request for a sample range will bring one of these sellers.

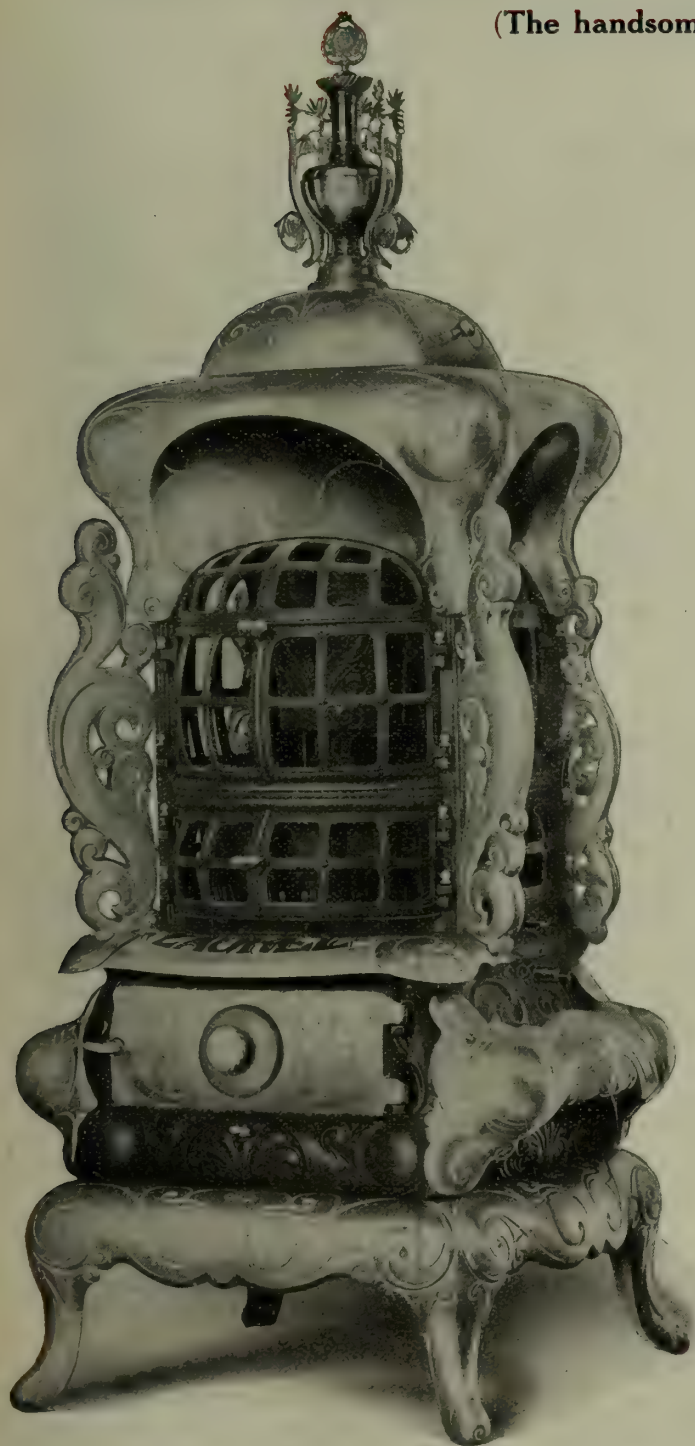


The Gurney Foundry

Stocks at Montreal, Hamilton, Winnipeg,

The Oxford Art Laurel

(The handsomest Stove we've ever made)



The design of this stove is absolutely new, no recessed parts in the nickel to get dirty.

Fire-pots, 15 and 16 inches. We make a smaller series, too. Each series can be supplied with an oven.

So we can exactly meet your requirements.

And you'll admit that the Oxford Art Laurel is the handsomest stove you've ever seen.

Company, Limited Toronto, Ont.

Calgary, Edmonton, Vancouver.



"Men Who Sell Things"

The Salesman Should Talk the "Gospel" of His Line and Talk it Hard—Don't Let the Backbone be a Wishbone—Some Considerations Regarding "Territory," Its Treatment and Possibilities—What to do in the Enemy's Country.

By Walter D. Moody—Serial rights for Canada purchased by the MacLean Publishing Co. from the publishers, A. McClurg & Co., Chicago.

CHAPTER XIV.

Specializing Efforts.

Is your mind on the real game of salesmanship, or on a dozen outside ones?

This is the age of the specialist. In the world of materia medica the general practitioner is all right in his place; but when you are suffering with some specific ailment that requires a careful diagnosis and more careful treatment, if you value your life, a specialist is called in for consultation.

If you were obliged to engage the services of a lawyer on a difficult case, you would employ a lawyer who had a reputation for being particularly skilful in the very line in which your case is classed. The merchant does not long patronize a salesman whose energy is wavering and whose mind is set on anything and everything but the thing he has to sell. Singleness of purpose is one of the predominating features of successful salesmanship, just as it is in any other profession.

Some years ago a city clergyman of inquiring mind sent a number of postal card inquiries to non-church-going men in the neighborhood in which his church was situated, asking why so few business men attended church. He received many interesting replies, but the one that opened his eyes and set him to thinking hard was from a traveling man. It ran something like this:

"The doctor practises medicine; the lawyer practises law; a politician talks politics, and the business man talks his business; but the average modern clergyman of the so-called new school talks everything and preaches everything but the Gospel, the thing he was ordained to preach. Business men, or any other class of men, except, perhaps, Beau Brummells, do not care to go to church and listen to talks about the boys' brigade, the girls' cooking school, the ladies' sewing society, a treatise on the latest novel, nor side talks on current events of the day."

Talk "Gospel" and Talk it Hard.

The salesman who wanders about in his profession like the Mississippi river seeking a straight course but not finding it, is not unlike the minister portrayed by our friend the traveling man.

If you are selling shoes talk shoes; dry goods, talk dry goods; clothing, talk clothing. Keep your mind on the one important thing.

Your customers do not care to discuss with you the candidacy of the next President of the United States; whether your baby has a new tooth or a dozen, your wife's disposition, nor the

disposition of your neighbors. Neither are they interested in your competitors from your point of view. Their whole mind is centred, so far as you are concerned, on what you can do for them with your goods, not the other fellow's.

Concentration—putting your real thought in your real work; that is it.

You don't need to waste time reading this chapter if you are morally certain that the best that is in you is being used every hour, and used to give your customers, your house, and yourself the best chance possible—maximum results with minimum waste; and that applies to everything pertaining to your work—energy, time, expense, territory, and all.

Among the thousands of salesmen there may be a few that play the game of salesmanship as a good checker-player plays the game of checkers. The few in the thousands do not need to think about the importance of concentration, but a very great majority of salesmen do need to realize what oneness of purpose might mean to them.

The Wishbone Out of Place.

Every salesman wants something that he has not got. "His wish-bone may be where his backbone ought to be," but he wishes just as if Nature had made him right.

There is not a single salesman that is not planning in a more or less aimless way to do something, to get somewhere in life's journey, to be something worthy of the recognition of his superiors; and there is really not one that could not have his heart's desire, or at least succeed in a fair measure, if he would wear that wish-bone in the place for which it was originally intended. Keeping his mind on the essential things in salesmanship, and off other things, will help wonderfully his desire to get, do, and be something more than a wayfarer on the highway of success.

Have you ever seen two salesmen with relatively equal chances—a good salesman and a bad salesman?

The bad salesman makes excuses for himself at the end of every trip, all through the year, and at the end takes a cut in his salary or looks for another position. The good salesman plans his year's work from the beginning. Carefully he studies his territory, making his work fit his set plan; watches every move of his competitors; takes every vantage-point smilingly, easily, but fairly, and wins in the end because his mind has been on his business.

Territory as a Firm Asset.

One of the most important things to the average salesman in specializing his efforts is to confine his work to as limited a territory as possible, insuring profitable returns for energy expended.

Seven out of ten salesmen traveling with trunks and representing wholesale concerns, cover from 33 1-3 to 50 per cent. more territory than is necessary to produce the best results to be obtained. Few, apparently, recognize the fact that concentration of energy on a limited number of accounts produces in the end much more satisfactory business than the same results reaped from a broader field. A little soil well tilled is infinitely better than a large acreage half raked over.

Your territory is an asset of your house just as much as its surplus capital, stock, or book accounts. The worth of your territory as an asset is gauged entirely by the manner in which it is gone over. This does not apply to all lines in the manufacturing world, but it is invariably the case with jobbing houses or wholesalers in any line.

The too infrequent calling upon customers leaves a loophole for your trade to escape and scatter its accounts among a large number of houses; but this escape could not be possible if you would visit your customers oftener. Every time you give your competitors a chance to wean away your customers' accounts and likewise their confidence, you render your trade of an uncertain quantity as well as quality.

"But," argues the salesman who has not tried this plan, "how can I keep my road work up and show good sales every day, if I visit my trade oftener than their demand for goods requires?"

The answer is: The nature of your accounts and the results at the end of the year, not at the end of the day, is the determining factor in your ultimate success.

By keeping in the closest possible touch with your trade you are eventually enabled to establish a custom that you can call your own, and your work is accomplished with the minimum amount of effort and expense. But that is not all. Confidence in business is the guiding-star of all satisfactory operation. It is secured mainly by a close relationship between buyer and seller.

Keeping the Eggs in One Basket.

Did it ever occur to you how thoroughly you can aid in promoting the interests of your customers, as well as your own, when you have once obtained their confidence to the fullest degree, and that the best possible thing under any circumstances for them is to keep their purchasing eggs as much in one basket as possible, provided the basket is the right one?

Many a small town dealer has allowed his ship of commerce to ground on the shoals of bankruptcy, solely because he purchased from too many houses and

could not watch his payments, besides getting more goods on hand than his limited output demanded. All this the clever salesman with singleness of purpose can avert.

I have witnessed the plan of traveling men on limited territories carried out to an eminently successful conclusion in many cases where it was tried. A few years ago my house had but one man covering the state adjoining the one on the east of that in which we were situated—territory that was generally conceded to be in "the enemy's country." Right here I want to emphasize that that "enemy's country" cry is pretty much a time-worn, punctured theory in the minds of the energetic salesman and the progressive and aggressive house. These assume—and correctly so—that the logical market for any territory, irrespective of distance or position, is the one that can offer the best inducements to draw the patronage of that territory.

In the "Enemy's Country."

Well, Mr. Salesman of the "enemy's country" argued that there was not enough business for a second salesman in his state. He protested against the intrusion with a fervor that would easily have made him top man on the annual sales sheet had this new-found energy been directed on sales-making on his own account in place of arguing against it on the other fellow's. He stoutly maintained that if a division of his territory occurred he could not conduct a profitable business on the section allotted him; that the experiment was bound to be a failure; that the house would regret it, and in the end he would be obliged to take back that portion of his territory given to a new man, and have the up-hill work of regaining the lost prestige that was certain to result from the change.

We were determined to try the experiment, however, and the following year the state was split in halves, the eastern section going to a new man and the western to our old traveler.

Five years later the new man's sales amounted to one hundred thousand dollars a year, against eighty thousand of our former salesman, and yet the latter showed an increase over his previous work and was gaining every year.

Later, precisely the same thing was repeated in two or three other states, with the same results.

In a still more notable instance we had a man traveling on a territory situated far distant from the house. His annual sales amounted to about one hundred and forty thousand dollars, for the greater part of which he received credit on house sales.

In the "Divine Rights" Class.

The sales manager endeavored to point out to him the superior advantages of his territory, and the results to be obtained by making two trips each season in place of one, as was his custom. Being of that "divine rights" class of men, he was a trifle touchy on the subject of any interference from the house as to the regular routine of his work as he thought it should be conducted. The matter was urged upon him until it got on his nerves, and he became exceedingly uncomfortable, so much so that one day he rushed into the office of the pre-

sident and flaunted his resignation before him in a tragic manner, loudly protesting against interference with his personal rights. Little did he realize that the man who always thinks of his rights is the first to forget that they involve an equal number of responsibilities.

The reverse of what he expected from his melo-dramatic effort happened. His resignation was accepted promptly, and just as promptly there commenced a rehabilitation of his former territory. It was divided into three sections and given to three young men in the house anxious to get on the road, and who were charged to the brim with enthusiasm and with ideas instilled into them from headquarters. At the end of the first year, their sales in the aggregate amounted to two hundred and fifty thousand dollars. Three distinct territories had been established, each covered by a man with fine, growing prospects, and each man working like a Trojan in a spirit of friendly rivalry, the outcome of which could only mean a largely increased business for all concerned.

It is a great thing for a salesman to realize that honest, intelligent effort will bring its reward much more effectually and satisfactorily on a territory that does not encumber him with dead weight on account of its size. Clear your ship for action, and see to it that the barnacles of shortsightedness are cleaned from its bottom.

Getting Hold of a Life's Plan.

At the very period in which this chapter was under consideration it was my privilege to form the acquaintance of a gentleman whom I engaged on a commission to assist the committee of which I had the honor to be chairman, in the great public-spirited movement looking to the commercial and physical advancement of a Greater Chicago.

In the special work upon which we were engaged the services of my new-found acquaintance proved to be invaluable, notwithstanding we were paying him a commission that netted him on an average more than four hundred dollars per month. From boyhood his business career had been decidedly checkered, embracing the promotion of all manner of enterprises, from political campaigns, mining stocks, and expositions, to the management of theatrical companies, and even appearances before the footlights himself as an understudy when occasion demanded.

As a man he was prepossessing in appearance, of pleasing personality, honest, and clean-cut. As a salesman he possessed marked ability and adaptability. He had the best approach and the finest tact, put up the best argument, and closed a deal at the psychological moment, in the neatest manner I have ever witnessed.

In relating to me his experiences one day he said: "I began life without any chance for an education. There was no one to tell me how to begin or what to do to make the most of myself. I know that I am fitted for something better than the work I am doing. I know that I have real ability in my way, but no one has ever told me how to use it to the best permanent advantage. I'm tired of this changing from one thing to another, even though I manage to derive an income better than the average of men engaged in the work of selling things."

He wound up by adding: "Couldn't your firm give me permanent employment on the road? I know I could sell your goods successfully. I have never seen anything that I couldn't sell. If you could make room for me I would commence at three thousand a year and take my chances on advancement with something permanent in view."

A Man Who Made and Lost.

That is the story of a man who made one hundred thousand dollars, made it honestly, and lost it because of the lack of such discipline as would have taught him to focus his mind on some set plan in his life's work.

It is the story of a man eminently talented, and who might have managed a prosperous enterprise of his own, or at least earned a big salary in an executive position or at the head of a large sales organization, but for the fact that he lacked singleness of purpose, oneness in business aspirations, concentration, or whatever you choose to call it. That enables a man to stick to a thing until he gets there.

There is another feature in specializing efforts in sales-making that enables the salesman to make a ten-strike, and that is in guiding his customers in the matter of selection. In order to do that successfully, a careful study must be made of general conditions surrounding the line which he is selling, as well as the requirements of those to whom he wishes to sell.

A Recipe for Dull Times.

For instance, some salesmen selling line goods seem to feel that if general conditions are not up to par, there is no chance for immediate sales. Nothing is so far from the facts. This is particularly demonstrated on advance trips where no goods are in immediate demand, and where desire must be created out of whole cloth. I have known bright salesmen to start out with a general line representing their business, only to find a decided apathy on the part of buyers toward their proposition as a whole at that particular time. Did they lie down in despair and write the house that business was dull it was too early, some one else had been out before them, and a host of other lame excuses?

(To be Continued.)

IT SURPRISED HIM.

The sales manager of a large dry goods company recently took an extended trip over his field in order to become acquainted with the customers of his company. For some time previous to his trip he had been carrying liberal advertising in a representative trade newspaper. Upon his return, in conversation with the advertising representative of that paper, he said he was quite surprised to find what a help his advertising was in building up the reputation of his company with the trade. "Salesmen," said he, "often fail to realize how trade paper advertising helps them, but I know it does, nevertheless."

HARDWARE^A ^N METAL

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VISIT OTHER DISTRICTS.

The holiday season provides an opportunity for the merchant and business man to get away from the worries of business, to pick up new ideas and to get acquainted with sections of the country which he does not already know. These are opportunities which should not be let slip. A busy man may think he cannot spare the time for a holiday, even for a couple of weeks, but in so doing he makes a serious mistake. The old story about "Jack" and the results of "all work, etc.," apply just as well to the modern business man. A holiday, when it has been well earned, always pays for itself.

In taking a holiday trip, nothing will pay so well as visiting other sections of the country where new ideas may be picked up, new friends made, and a general knowledge of conditions prevailing there gained. Ontario merchants, for instance, should attempt to take a trip to the Maritime Provinces, where the sea breezes and the natural beauties will offer added attractions to those found in different business conditions, or to Western Canada, where an idea may be gained as in no other way of the development and resources of Can-

ada's new country. The Eastern man, in turn, should visit Ontario and the West, and the Western man come East to get acquainted with conditions existent here.

A PECULIAR SITUATION.

The decline in the tin market during the past year has developed a peculiar situation in connection with the demand recently made by the Canada Tin Plate Company at Morrisburg, that the dumping clause be enforced against U.S. manufacturers who have been selling tin plates in Canada at considerably less than the prices they sell at in the home market.

The desire to secure business during the industrial depression has caused the tin plate manufacturers across the line to look for business at cut prices from the Canadian canners, who use in the neighborhood of 250,000 boxes of tin plates each year. Deliveries of these goods were made some time ago and the dumping clause was not enforced. If it had been the Morrisburg plant would have been unable to fill the orders and the Canadian canners would have been compelled to pay much more for their plates to the tin manufacturers in Wales.

The dumping clause has never been considered satisfactory to hardware jobbers and the present instance indicates that it is not always workable.

Discussing this question, "Industrial Canada," the organ of the Canadian Manufacturers' Association, says:

"Before the Government consents to the application of the Dumping Act against the United States it should be satisfied that the Morrisburg plant is manufacturing in substantial quantities, otherwise the users of tin plate will be at the mercy of the Wales producers. Should this occur as a result of the enforcement of the Dumping Act, and the inability of the Morrisburg people to meet the demand, the Government would have to come to the rescue of the users of tin plate by increasing the protection of their products. The situation is certainly a peculiar one, and will have to be handled with great caution. In the opinion of a great many, Canada is not yet ripe for the establishment of a tin plate industry, as the demand in the country is scarcely such as would justify the operation of a plant on a sufficiently large scale to make it profitable at a reasonable price for its products. Industries that come ahead of their time should not ask to be supported at the cost of those already established. This is more particularly true of an industry that has to import its raw material. Everyone who has the future welfare of the country at heart should be willing to make all reasonable

concessions to such industries as are natural to it and aid in the development of its latent resources. The canning industry is of the utmost value in furnishing a ready and profitable market for the products of the farm and of the fisheries, and it should not be handicapped for the benefit of the tin mines of Wales."

PLAN DISPLAYS AHEAD.

A window display of sporting goods should antedate, by some time, the season, so that the attention of intending buyers can be drawn to the fact that the dealer carries the particular articles they want. That is why full lines are necessary. Baseball accessories will prove of little interest to the hunter. He will pass them by with a cursory glance. But include a few guns in the display and his attention is riveted. He knows then where he can get anything he wants in the shooting way, and perhaps coveting a certain make of gun, which he may not have seen before, resolves, by the time shooting begins, to possess the article.

What applies to the hunter applies equally to the fisherman, baseball player, and so on. Let the window display comprise all lines of sport which the dealer knows are, or can be pursued in his vicinity. If automobiles pass his way, show spark plugs and special tools; if fishermen detrain near by, show a judicious selection of fly, bait, and trawling rods, etc., as the character of the fishing demands. If the city, town or village has a baseball club, see that the various tastes of the players are catered for. Players are not all alike in their inclinations. One man prefers so-and-so's make of bat, another that of some other firm; one likes this make of mitt, and another that, and so on. There is plenty of scope for business acumen here, and the man who sizes up most accurately the brands which will best suit his customer is the man who turns over the most profit at the end of the year.

A CREDIT EXCHANGE.

Various stove manufacturers throughout the central States have organized what is known as a credit exchange, through the medium of which they may be able to discuss the question of credit, and to exchange ideas and confidential facts regarding the credit system in as far as it relates to the stove business. Each member of the credit exchange is given a number, and the inquiries are sent in each week upon a pink slip, termed the inquiry blank. The inquiries are then tabulated on a white

THE SITUATION IN THE WEST

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sheet, known as the weekly credit information sheet, and sent to the members, who are supposed to report promptly upon the same. The information received is then tabulated into reports and forwarded to those members who send in inquiries, and to those who have answered them.

The pink slip referred to requests that the experience of members as to the credit of the dealer whose name appears thereon, be furnished in confidence. Information is asked concerning; "First Dealings?" "How Long Sold?" "Owing Past Due Amount?" "Slow Pay?" "Taken Unjust Discounts?" "Makes Unjust Claims?" "Collected by Attorney?" "Account Dropped When?" "Pays When Due?" "Discounts?" The columns in the weekly credit information blank have practically the same headings as those in the inquiry slip, it being a weekly statement of the information received.

The work of the exchange will undoubtedly be of great advantage to the manufacturers, and as it will tend to force the bad pay and price-cutter to do business on modern lines, the net result will be a gain to the great majority of merchants who do an honest business by paying their bills when due and selling at a reasonable profit.

DECLINE IN PRICE OF SILVER.

Silver has taken another tumble. At the time of writing it is down to 52 cents in New York, which is the lowest since 1902. The Indian bazaars have not been in the market for silver for about eight months and a large order which was expected from the German Government has failed to materialize. It was announced that Germany would require about ten thousand ounces annually on account of a decision to resume silver coinage. Germany, it appears, has not been a buyer of silver since 1869, when it demonitized the metal.

Another bearish influence is the fact that the United States Government, which has been a steady buyer of silver since January 1, has now a sufficient quantity on hand to last till the end of the year.

It is rather significant that the production of silver in the United States is less than half what it was last year, but in Canada on the other hand there has been a great increase in the production.

Silver sold at \$1, previous to 1886. Thirty-eight years ago silver sold at \$1,328 an ounce.

Winnipeg, Aug. 11.—The week has been one of disaster in the Canadian West, though not anything that has touched the crop. The Fernie disaster, appalling in its details, both as to the loss of life and property, has not yet been felt to any appreciable extent in business circles, though later it undoubtedly will be, owing to the enormous destruction of coal and timber and the delay in the production of coke. It is the most terrible thing of its kind that has happened in Canada and nothing can exceed the promptness with which help has been rushed to the relief of the sufferers from all parts of Canada, and the sympathy and help of the Western United States towns has been of the most practical kind. The Spokane contingent who thought of the supply of sterilized and refrigerated milk for the babies and little children certainly deserve the thanks of all the mothers in Canada, and was so badly needed and arrived with such promptitude.

The disaster of the burning of the steamer Premier and the loss of eight lives cast a still further gloom over Winnipeg, the monetary loss was comparatively trifling considered in the light of the Fernie losses, but was a good round sum, nevertheless.

But even these things, terrible as they were for the sufferers and heavy as the loss will be are mere fleabites in comparison to the railway strike. Of course it has made no difference at present, trains are running regularly and no section of business is embarrassed, but every thoughtful citizen is asking himself what will happen if the strike continues? It is evidently a fight to a finish, there is no thought of yielding on either side and it is less than three weeks to the time when the crop should begin to move. The railway company is sitting tight and saying nothing, but they are, nevertheless, quietly and apparently effectively preparing to replace the striking men. The question is, can they do it in time to handle the crop successfully, and the great fear is that they cannot.

No railway official will say a word, but there are certain avenues of information open and from these it is learned that the C.P.R. at Winnipeg is prepared to feed and lodge 1,000 men in their yards and there are about 350 now at work again. These men are being accumulated and brought in small gangs and run right into the yards. The pickets of the union men are not allowed to come within a certain distance of the big fence and all the holes in the fence have been stopped so that

they have no very definite information as to what the company are doing. The company have a very large force of special police guarding their works and the only claim they make is that the system will be kept operating in spite of the strike. They have taken not the slightest notice of the strikers and it looks as if preparations for the struggle had been made a long time ahead.

Even if they are able to fill the places of the men it is not probable that the system can be kept working as quickly and as smoothly as with the old hands and all this will mean delay in the movement of the crop. For this reason the strike is very unpopular and the sympathy of the public is all with the railway company rather than with the men. The men claim they do not care for sympathy, that it buys no bread and butter, but they have never really had a big strike before when the sympathy of the public was so entirely with the road and it may be that before it is over it will come home to them that public approval is a help in most matters. The strike has not affected retail trade so far, but if it continues it certainly will do so. The railway men have always been free spenders and as there is a large body of them their trade has been much sought after. Strike pay is only \$5 for single and \$7 per week for married men, and many of the men were making all the way from \$75 to \$125 a month so that their spending power will be reduced by that much.

In every other way things in the West are as good as can be, there has been little rain, which is still much needed, but there have been cool days and cold winds and this will help to fill the wheat. Cutting will be quite general next week and the wheat is of excellent quality. Just how much of the yield has been cut down by the drought it is impossible to say, but there is no other damage and the quality is excellent and on 6,000,000 acres even a depreciation in yield of three or four bushels will still leave us with fully 100,000,000 and there is no present indication that the yield will go below that figure.

The financial situation seems all right and there will certainly be less discontent than there was last fall. In the twelve months it is claimed that banks have reduced their credits 50 per cent., so that while the extension of speculative credits will not be as great as in the years prior to 1907 the legitimate demands of farmers and grain men in general will be met all right. The amendment to the Banking Act, which increases the power of the bank in the matter of note circulation will make it possible to have in circulation at least \$12,000,000 more than was available last year.

Everything looks good but the strike and even that is not as bad as it might be, though every good citizen will work and hope for its speedy adjustment.—H.

Hardware and Metal Markets

(For detailed prices see Current Market Quotations, page 68.)

MARKETS IN BRIEF.

Montreal.

Tin—Firm.
Copper—Advancing.
Lead—Advance of 10c.
Spelter—No change.
Old Metals—Copper and brass higher.

Toronto.

Iron—No change.
Copper—Irregular.
Tin—Unchanged.
Lead—Easier tone,
Turpentine—Steady.

MONTREAL HARDWARE MARKETS

Montreal, Aug. 14.—Trade generally is much brisker than it was last week. Travelers are now on the road, and are commencing to send in their orders, while many dealers are starting to sort up. Judging from indications, everything seems to be maturing for a fine fall trade. The representatives of the various wholesale houses in their reports now coming in indicate signs of a substantial improvement in trade conditions. There is a spirit of greater confidence existing, which is somewhat different from what was observable in the spring. Dealers' stocks are low, and if trade is anything like the volume it is expected to be, jobbers and manufacturers will have a busy shipping time. In anticipation of this consuming stimulation factories are now working longer hours per day than for some time past, in many instances putting in full time. Not only does this show the confidence of producers in trade conditions, but in the towns and districts concerned this increased industrial activity means a greater circulation of money, from which the hardware dealer benefits to no small extent.

The cutting of wheat has already commenced in some districts, and while estimates differ as to the actual yield, all unite in acclaiming this harvest as a record one. The corn crop is very good, and there should be a strong demand for corn knives. Apple parers, apple nippers, guns and ammunition continue to go out well for prompt delivery, while booking for lanterns, cow ties, curry combs, horse blankets for future delivery has commenced. There is a fair demand for food choppers, but household utensils are still slack. Prices generally are unchanged.

BUILDERS' HARDWARE—Trade continues on the quiet side. Conditions will improve when building operations become stimulated in the fall. Building permits have fallen off for the year up to now, but a good rally is expected next month. Lock sets, escutcheons, sash lifts, bolts, push plates are the most prominent articles at present moving.

SPORTING GOODS—There has been a stimulation in guns, shot and powder, and a good season's trade is anticipated. Wads, primers, hunting knives and axes,

as well as hunting clothes, are also moving well. There is still some sorting-up in camp enamelware.

RAILROAD SUPPLIES—Fair trade is moving in hammers, picks and blasting powder. Construction work does not seem to have panned out so well as was anticipated, although the demand for railroad supplies all through has been very steady. Small tools are moving well.

BOLTS AND NUTS—These lines are moving steadily at unchanged prices. Stocks in dealers' hands must still be considered on the light side. Nails are in better demand and seem firm in price.

FALL LINES—With travelers out on the road booking for the fall lines is improving. Lanterns, curry combs cow ties, horse blankets and halters are now commencing to move.

ENAMELWARE—Orders continue good and of better bulk. A strong demand is anticipated from the Northwest where stocks are on the light side. Preserving kettles are in fair request. The prices generally are unchanged.

SCREWS—The demand is fair for all sizes. Discounts are maintained at: 85 and 10 off for flat head, bright; 80 and 10 off for round head, bright; 75 and 10 for flat head brass, and 70 and 10 for round head brass.

TORONTO HARDWARE MARKETS.

Toronto, August 7.—A quiet, though by no means unsteady market prevails. The holiday season does not induce much buying at home, and the travelers are not long enough on the road to send in large orders. Goods are moving satisfactorily, however. Autumn lines are coming to the fore and summer articles are being inquired for less and less from day to day. Jobbers' stocks are more plentiful again and prices remain unchanged from last week.

On all sides the tendency towards better trade becomes more marked, though it is hardly likely that we will be over the hill before the new year. Trade will certainly compare well with the beginning of the year, however, though hardware men may not realize to the full what was anticipated some couple of months ago.

BUILDERS' HARDWARE—There is activity in this line and much business is expected from now until October at any rate. Mechanics' tools go well with the hardware and when the season advances more some fairly large orders should develop. Prices are unchanged.

KITCHEN UTENSILS—Enamelware is a good line just now while the stewing and preserving season is on. Kettles and kindred articles, with glass preserving jars, are much asked for, and lamps are beginning to show themselves.

SUMMER GOODS—The demand has fallen off for this line, but taking a week's business on articles classed with summer goods there is yet a number of

calls, and sorting is being done, though orders are small.

FALL GOODS—Lanterns and utensils used about the barns and stables are going out rather freely and before the end of the month orders will likely increase both in volume and size.

SPORTING GOODS—Though some odd calls are made for fishing tackle and baseball and lacrosse goods the real demand is for guns and ammunition, hunting knives and things of that sort. A few inquiries continue to be made for skates and sleds, but so many people think winter is so far away that orders cannot be expected to amount to much for a little while to come.

Binder Twine—Repeat orders are coming in now that harvesting is general up and down the country. There has been a very great demand for this line during the season.

HEAVY GOODS—Unchanged prices on all goods rule the market this week. Nails and screws are going out fairly well at present. Nuts and bolts are good sellers, and by September should be going well.

MONTREAL METAL MARKET.

Montreal, Aug. 14.—Metals in the primary markets continue to strengthen and higher prices are ruling all the way round. It is doubtful whether the stimulation in the demand noticed in the last two weeks or so really justifies the general bulling movement which now seems to be in existence. Copper has been soaring ahead, but the consuming demand, according to reports, has nothing like improved in a relative degree. As a matter of fact the changes in the metal markets appear to be due more to an increase of confidence than to actual business. This improvement in sentiment is very satisfactory, and we believe fully justified. The only danger is that the markets will get ahead of conditions, and that dealers and producers by bulling the market beyond the actual business improvement may bring about a reaction. On every side there are indications of good business stimulation, but metal interests must play a careful game if they do not wish to spoil prospects.

As we have said, all the metals have shown a strengthening movement, and this has naturally been reflected in the local markets. Quotations here are much firmer and if the advances in the primary markets are maintained considerably higher prices will result.

PIG IRON—In the United States in a general way, the situation has improved, although there have been several lots of pig iron sold at cut prices by independent producers who have large stocks on hand. These, however, have been for prompt shipment only. Reports from a large number of manu-

facturing points show considerable improvement in inquiry, and also in orders actually booked. Even the railroads are asking for prompt delivery on fairly large orders of track material, all of which has the effect of strengthening the hands of pig iron-makers. A greater tonnage is undoubtedly moving than has been the case for several months past. The English and Continental markets continue quiet for finished material, but there appears to be a better demand for pig iron. Notwithstanding a strongly expressed opinion to the contrary, the price of standard warrants has continued at a high level, and as a matter of fact has shown an advance of 1s. during the week. Good Scotch brands continue to be held at the same prices that have prevailed for some time past, the demand for these special grades being steady and sufficient to cover the reduced output.

Locally, the situation shows considerable improvement all the way round, not only as regards inquiry, but in the number of good orders that have been placed for delivery during the balance of the summer season. Prices continue steady, although some instances of price-cutting have been reported. Middlesboro No. 3, \$18; Summerlee No. 2, \$20 for earload lots, shaded 25c for 100 tons or over.

TIN—There is still considerable speculation going on in tin in the English market, which naturally tends to advance prices in other markets. The demand generally does not seem to warrant such high figures, but as tin is so securely held by English hands prices must follow when they manipulate the market. Locally business has improved as if the higher prices were stimulating consumption. Quotations have strengthened, and now range between \$32.50 and \$33.

COPPER—Copper in New York has been soaring away under a stronger demand from domestic consumers, and a growing reluctance on the part of holders to sell. An element of speculation has crept into the copper situation, which seems likely to threaten the stability of the market. There appears to be a growing belief that copper will go much higher. With the English market in such good shape, and the manipulation in Wall Street conditions undoubtedly seem favorable for a strong advance. The element of danger is that figures will be rushed beyond the actual business offering. Locally trade is improving, and some good orders are going through with heavier bulk. Quotations are now very firm at \$14.50.

SPELTER—Although the improvement in copper and tin has had the effect of strengthening spelter, prices range about the same as they did in our last issue. The English market is very steady as is the St. Louis one. The demand locally is fairly good, and we continue to quote spelter at \$5.25.

LEAD—Lead has shown distinct signs of improvement, and with a better demand is quoted higher in the English market. With the stimulation all the

way round, lead was bound to show higher figures, and we now quote \$3.70 for imported pig.

OLD METALS—Prices in scrap copper and brass have advanced this week as we anticipated. With the higher prices, buying seems to be stimulated and good trade is opening out. We quote: Heavy copper and wire, 11c; light copper, 10½c; heavy red brass, 10½c; heavy lead, 2½c; wrought iron, \$11; No. 1 cast, \$12; No. 2 cast, \$9.

TORONTO METAL MARKETS.

Toronto, Aug. 14.—The entire metal situation is reversed this week from what it was a week ago. The London Metal Exchange reports a decline of tin, copper and lead. In the case of copper there has been a great drop—17s. since this day week, 2s. of which were the drop recorded yesterday. This does not, however, indicate that metals have gone to the dogs, but only that the men who bought fairly high and wished to squeeze the last cent out of an ascending market shut off buying almost entirely. The fall was the natural sequence.

Locally prices are unchanged and but for the slight decrease in buying, the speculative element in the primary markets have not affected the situation in Canada. It is really too bad this reaction has come, slight, thought it be, because the metals firmed up so and were improving at such a steady rate that the impression had gone abroad that the turn of the market had come and that better prospects were ahead. It will take a little time to restore the confidence of all those interested in metals, such as was the case a week ago.

PIG IRON—Thought quiet this one metal is slowly and steadily improving. The other metals do not appear to affect it at all. An easier tone prevails in some quarters and the tendency all round is easier. Local quotations remain the same as last week: \$18.75 for No. 2, Canadian Foundry, and \$20.25 for Middlesboro No. 3, Summerlee No. 2 and Cleveland No. 1. Some independents are said to be selling below quotation figures, but they have been doing this all summer trying to induce business. In the United States the railroads are beginning to place orders, and for immediate consumption at that. Finished steel is selling better, both in the eastern and western markets. Steel bars, too, are improving, some good orders having been placed for the closing months of the year. If iron was to advance in demand just now prices would surely go up, as there is just about one-half the quantity of material on hand and in sight now as there was a year ago.

TIN—The local market continues active, but slightly irregular. Quotations still run from \$33 to \$35. It is evident that the sharp rise a week ago in London was not warranted, and local jobbers have been doing the fair thing by advancing slowly. One rumor as to the advance was that a vessel with 1,000

tons of tin was missing. This might affect the supply, for although the Straits sent out more tin during the first three months of the present year compared with the same period a year ago, the shipments have dropped off materially and July's figures are 450 tons less than the same month last year.

COPPER—Though this metal, like tin, is irregular—perhaps more irregular than any other metal—very active business is being done. In fact, the output is sold right up to November. Quotations are still at 14½c to 14¾c. During the early months of the year the output of copper doubled the rate of supply, but both copper and brass have greatly improved during the past few weeks, and the shipments to Europe have greatly declined.

LEAD—Though the local quotation on this metal remains at \$3.75, the price in London is very irregular, and might be had at a price as near the bottom as at any period during the year. Active business is being done locally, though perhaps not so much as a week ago.

SPELTER—The situation in regard to spelter depends very much on what is done with lead. The price remains at last week's quotation \$5.10. Very satisfactory trading has been done. When the galvanizing trade becomes more active the position of this metal will be improved. At present there is a rather large surplus stock.

PLATES AND SHEETS—This is the best seller of the week. Business has been very active, and prices have not at all changed. Stocks are light, and the demand just now is the best for any week during the past six months. Reports continue to come in of a revival in the United States and tin plate plants are opening up at an encouraging rate. July compares very favorably with the same month last year, and in fact is the best July for some years back.

OLD MATERIALS—The upward tendency noted last week in old copper and old brass has not materialized, owing no doubt, to the easing off in the primary markets. An interesting bit of information comes from the Old Country which strikingly illustrates the depreciation in the value of metals which has taken place during the present year. There was a sale by auction at Devonport a short while ago of obsolete warships. One of the vessels offered was the battleship Collingwood, for which less than a year ago the authorities refused a bid of 24,000l. On July 14, however, although the bidding was forced, the "lot" was withdrawn at 19,000l., and it is stated that none of the buyers present would have given more than 16,000l. or 17,000l. As these old ships are bought for the scrap metal which they contain, the sales form a fairly trustworthy metal-market barometer. Another battleship, the Dreadnought, was purchased for 23,000l. It will be broken up. She was built in 1875, is iron armoured, and carries two 12-in. guns. Her displacement is 10,-

800 tons. A third old warship, the *Orantes*, was sold to a continental syndicate. Local quotations remain the same as last week: Heavy copper and wire are 11c; light copper, 9½c; heavy red brass, 10c; heavy yellow brass, 8½c; light brass, 6c; heavy lead, 2½c; zinc, 3c; No. 1 wrought iron, \$9 stove iron, \$10.50; machinery cast iron, \$14; rubber, 6½c.

U. S. METAL MARKETS.

New York, August 13.—The Iron Age says:—Those who are impatiently expecting a rapid improvement in the demand for iron and steel seem doomed to disappointment. There is a gradual, expanding tendency in the demand, but it is not without its halts here and there.

Having made liberal sales, and being in a good position for months to come, the leading Southern furnaces are naming \$12.50 and \$13 at furnace for No. 2 foundry, which is equivalent to withdrawing from the market, since other sellers are naming \$12, and the furnace companies in the competitive territory north of the Ohio and the Potomac are willing to sell at old prices.

It is estimated that there was a stock in Birmingham and north Alabama yards, in the first days of this month, of 67,500 tons, not counting iron for steel making purposes.

There has been a fair tonnage of foundry iron orders in New England, the bulk of which has been taken by Buffalo furnaces on the basis of \$15 at furnace for No. 2 foundry. Quite a number of serious inquiries are at hand in nearly all the leading distributing markets, and many moderate sized orders are being taken at practically unchanged prices for Northern irons, the Valleys being on the basis of \$14.50 for No. 2 foundry.

A transaction worthy of notice in steel is the sale of 6,000 tons of rolling billets, 1½ to 3 in., in the Chicago District, to a horseshoe manufacturer. In Cleveland there is an inquiry for 5,000 tons of coiled rods for the manufacture of small bolts.

In the rail trade the only large sale has been that of 28,000 tons of steel rails for the Cananea, Yaqui River & Pacific to be shipped around the Horn to Guaymas, Mexico. The Canadian Commission is in the market for 43,000 tons, of which a part will probably come to this side. The Mackenzie-Mann order for 20,000 tons has not yet been placed.

Car builders are figuring on 7,000 cars for the Harriman lines, the first order of magnitude for many months.

Only moderate business has been done by the structural mills, and a number of the large contracts are still in abeyance. There is a fresh inquiry for 4,600 tons for bridge work for the Long Island Railroad, and the Harriman lines, too, are to call for material.

In the lighter lines, specifications are improving, and the mills are gaining in the rate of operations. This is particularly true of steel bars. The wire trade is moving along and the sheet mills are better employed. A heavier tonnage of orders is expected in merchant steel, a

number of leading agricultural implement makers having concluded after a conference that they will enter the market.

Export markets are showing a more cheerful tone and business is developing. Among the inquiries is a lot of 6,000 tons of ingots for Italy. In spite of the apparently high relative level of Southern iron, as compared with Middlesbrough, small quantities of pig iron from the Alabama District are finding their way into the European markets.

Electrolytic copper has advanced again, and sales have been made at 13.85c. September Lake Copper has fetched 14c. A good deal of metal has been sold to domestic consumers on the rise.

U. S. IRON TRADE.

Cleveland, O., August 13.—The Iron Trade Review says: Progress is being made by the iron and steel industry, but it is of the slow and sure order. There is nothing decisive in the movement of the industry at the present time, no widespread resumption of mills which have been idle for months, or any marked and consistent increase in orders all along the line of iron and steel products.

The improvement does not appear to have yet reached such a stage. It is now manifesting itself in a small but regular gain in orders and specifications, which, though gratifying in itself, will mean the lapse of a number of months before full recovery is reached, even if the gait is maintained. Manufacturers are finding their main source for encouragement in the regularity of the advance of the market, week in and week out, for though the changes are not large, they are usually to be found upon the right side of the ledger when the balance has been struck. July was a good month for most companies, while August is holding its own and making some gains.

As to products, steel bars, regarded as the barometer of the trade, continue to move in a satisfactory volume, but bar iron is dull; sheets are gaining as the tin plate declines, and merchant pipe is maintaining its gain. Structural looks better, plates are rather quiet and the off-seasonable lines, such as hoops, cotton ties and wire products, are not active.

TRADE GOSSIP.

Ontario.

J. E. Scriven, Tilbury, has sold his hardware business but is retaining his tin-smithing department.

J. Walton Peart and Mrs. Peart, St. Mary's, have returned from a six weeks' trip to the Pacific Coast.

J. D. Burns, Wingham, has disposed of his hardware business to Ray & Richardson. The former is from London and the latter from Toronto.

Baird Bros. & Jack, Cayuga, have sold their hardware business to Capt. E. B. Davis. Captain Davis has secured the services of H. B. Burgess, of Caledonia, as an assistant, and the latter comes to Cayuga very highly recommended.

Harry Oecomore, hardware merchant, Upper Wyndham Street, Guelph, and his daughter Holly, have returned from an extensive tour through the Old Country and the Continent, richly rewarded in fresh health. They had a most pleasant time.

W. B. Gillespie & Co. have opened a new hardware store at 204 Dundas Street, London. Mr. Gillespie is well known, having been a partner in the Purdom-Gillespie Hardware. He is an up-to-date hardware merchant and capable buyer. The store is handsomely fitted up and completely stocked.

Quebec.

Johnson Bros., hardware merchants, Quebec, have been registered.

H. Soprey, of the Syracuse Smelting Works, Montreal, is in England on business.

A. U. Jones, of Jones and Glasco, Montreal, is making a tour of the Maritime Provinces.

Mr. Beaudoin, representing J. Wiss & Son, of Newark, N.J., is spending a few days in Montreal.

J. T. Smith, secretary-treasurer of Lewis Bros., Montreal, leaves Montreal this week end for the Lower St. Lawrence.

D. Sinclair, of Paris, Ont., was in Montreal on his way to Europe. He was accompanied by Mr. Taylor and Mr. Brown, of Paris, who are making the trip with him.

J. W. Dagnall, of Montreal, late representative of Munderloh & Co., Montreal, has been appointed special Canadian representative for the Frictionless Metal Company of Chattanooga, Tenn.

The West.

L. G. Read, of the Colonial Engineering Works, is in Winnipeg on business.

Chas. M. Scott, manager of the Kingston Smith Arms Co., returned to Winnipeg last week from a successful business trip in the West.

W. G. Gordon is retiring from the hardware firm of Watt & Gordon, Winnipeg. Mr. Watt will continue the business under the old firm name.

Victor L. Bouch has been granted a permit for alterations to the old Medical College, Winnipeg, at cost of \$10,000. The building will be converted into an apartment block.

A new hardware store has been opened at Saskatoon by G. C. Gilpin and F. B. McEown, who are both well known in that town. Mr. Gilpin comes from St. Mary's, Ont., where he has had considerable experience in the business. Mr. McEown was for four years with a Brantford firm and was also for some time manager with J. D. Murdoch & Co., Simcoe, Ont.

Harry F. Moulden, who for a number of years has been a travelling representative of the Taylor Forbes Co., Guelph, is opening a manufacturers' agency business in Winnipeg. Mr. Moulden will represent the Taylor Forbes Co. and will also look after the interests of the London Foundry and Machine Co., London, the Dowsell Mfg. Co., Hamilton, and the Brantford Screw Co., Brantford.

Novelties for the Hardwareman

SOMETHING NEW

A very clever, as well as really useful, article recently patented is the "Handi-hook," made of high-grade, finely-finished brass with a hardened steel pin for fastening the hook to the wall. The "Handi-hook" can be used for many purposes and will hold up a weight of ten pounds. It is manufactured by the Useful Appliance Co., Waterbury, Conn., who invite the trade to write for prices and descriptive literature.

BROUGHT CROWDS TO STORE.

During a May sale, the Shortle Store, in Frankfort, Ind., advertised that twenty-five articles of value would be given away each week. The plan of distribution was as follows: Thousands of numbered tickets were distributed throughout the city and surrounding country. Then twenty-five articles were selected from stock and numbered by a disinterested committee. The numbers chosen were in the same series as those on the cards, but of course the judges had no idea as to who held the chosen numbers. The prize articles were distributed about the store, and holders of cards were invited to call and see if they held the lucky numbers, in which case the prizes were delivered without any formality. A large crowd was brought to the store in this way.

POTATO STARCH TO THE RESCUE.

The beautiful gold papers which are so common, are made by the application of bronze powder in a liquid state. That seems a simple statement, and it is; but it took years of experimenting and thousands of dollars to find out how to do it so cheaply as to allow people of moderate means to purchase it. It was a simple thing to do when they did discover it—just potato starch in a fluid state was the medium employed. That was in the year 1882.

Probably as great a victory was the successful employment of embossing machines, by which was given to the paper the appearance, in high or low relief, of fruits, vines, flowers, whatever the artist wishes.

These same machines impart to the plastic paper the similitude of any texture, tapestry, leather, canvas, silk, velvet or cretonne. It looks like magic to see the plain, thick, unbeautiful paper enter one of these machines and emerge at the other end beautiful beyond thought, ready to decorate your walls and mine.

The wall paper manufacturers have always in their employ a corps of artists whose constant aim it is to discover and produce new designs in colors and figures, and not infrequently both manufacturers and large dealers as well offer and pay substantial prizes for new and unique designs in wall paper.

WINDOW SHADE COMFORT.

A convenient, durable and inexpensive contrivance for adjusting window shades is the "Brown" Shade Adjuster, manu-

factured by the Hardware Mfg. Co., Milwaukee, Wis. The "Brown" is simplicity itself. It was patented but a few weeks ago. Adapted to any style

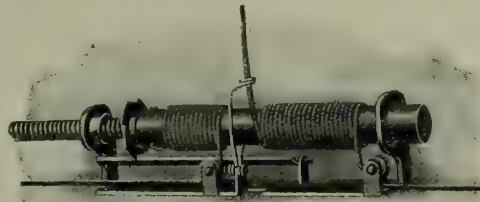


Fig. 1—Adjusting Attachment.

or width of window, the adjuster will prove a worry-saver to the user. A single cord controls the whole arrange-

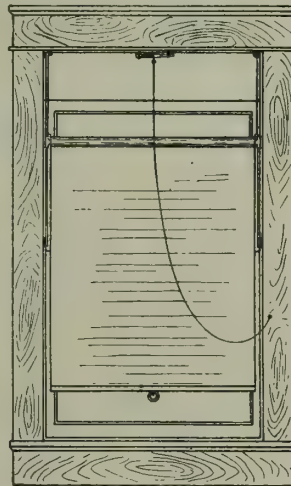


Fig. 2—Showing Blind Raised.

ment, which commends itself especially for use in public and office buildings, hospitals, churches, schools and private

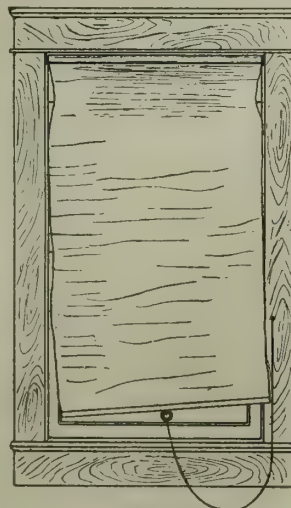


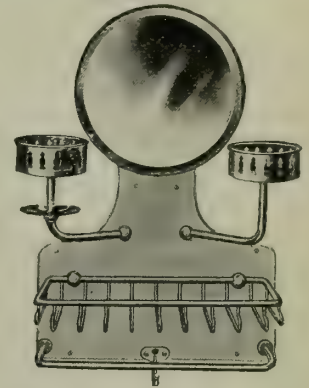
Fig. 3—Blind Lowered.

homes. With its use a window shade may be adjusted in any position on the window, and may be raised from the

bottom or lowered from the top. There is economy in the use of the "Brown," for the shade is not allowed to flap or tear and it is also durable because it has few working parts to wear out. Before being placed on the market the "Brown" was subjected to rigorous and thorough tests and it has proven to be perfect in every respect.

THE "BACHELOR" SET.

The accompanying picture gives a fair idea of the good points of the "Bachelor" shaving and toilet set. The set is 10½ inches wide and 16½ inches high over all. It has a 7-inch round bevel-



BACHELOR TOILET SET.

plate double adjustable shaving mirror, glass and mug holder, tooth brush holder, brush and comb tray, towel bar and razor strop hook. It is made of heavy brass, nickel-plated and beautifully polished. The back plate is provided with numerous holes for securely fastening to the wall. The "Bachelor" set is a combination built to meet the ideas of those particular, who want everything in its place. It is made by the Novelty Mfg. Co., Waterbury, Conn., who will, on request, supply further particulars to interested hardwaremen.

HOW LONG WILL LANTERN BURN?

The hardware store of C. P. Stevens, Franklin, N.H., last fall made the following offer:

This nickel-plated lantern will be given away to the person guessing nearest to the correct time it will burn with one filling. No purchase is required. Only one guess can be registered by each party, and no guess registered by those under fifteen years of age. Come inside to register. This contest will close Wednesday, Oct. 30, at 4 p.m. The lantern lighted and given to the winner as soon as possible after this time.

Woodstock, N.B., Board of Education has decided to ask for the sum of \$40,000 for school buildings, improvements, etc., to include New Delatre street school building, enlarging ground, etc., \$26,000; four-room addition to Beale street school and new heating system, \$9,000; improvements to the Collegiate, \$2,400, most of which will be expended for an iron working section for the manual training department.

Trade News From Pacific to Atlantic

Hardware Merchants, Travelers and Clerks Are Invited to Forward News for Publication and Express Their Views on Topics Discussed by Other Correspondents.

British Columbia

Revival in Sawmilling—New Inventions —Building Records Broken.

VANCOUVER.

August 8.—One after another the sawmills are beginning to resume, and it looks as if it will not be long before the industry will be brisk. One of the best indications is the re-starting of the Canadian Pacific Lumber Company's mill at Port Moody after a shut-down of five months. A contract has been commenced to supply 1,500,000 feet of clear lumber to be used in the making of wood stave pipes for the waterworks system at Calgary. In the cutting of this, much rough lumber will be also produced. On Vancouver Island, it is stated that the mill at Chemainus has a Northwest order that will aggregate 250 cars, and another large piece of business is the cutting of nine hundred thousand feet by the Red Fir Lumber Company, of Nanaimo, for the C.P.R. for use on the E. & N. These are only some of the large orders and a better tone generally is noted in the industry. Prices on rough lumber have been cut from \$3.50 to \$5 per thousand, but this is only on classes coming into competition with the Northwest spruce. As soon as the stock is exhausted, which will not be long, it is expected that prices will resume their normal level. The log market is still very weak, with comparatively few camps going, but with greater activity, operations along this line will also be much brisker. All this will mean much to the hardware and foundry trade, which has keenly felt the depression of the past few months.

Generally, trade in hardware is good, and keeps pace with last year, which is a good criterion, since prosperity was at its highest twelve months ago.

Local building continues to be extensive, and for the first seven months of this year, the total value of permits was \$3,989,170, an advance of \$800,000 over the amount for the corresponding period of last year. In Victoria, building was more active in July, and the total there for the seven months was \$626,850. One of the large permits issued last week in Vancouver was for a \$12,500 brick store and block for Mrs. A. Heaps, on Powell St. Most of the others were for residences. Hanbury & Evans, bakers, are planning a modern institution, to cost \$30,000, with stone and brick facings and concrete floors, eight ovens to cost \$800, and stables to

cost \$5,000. Wright & Macdonald are the architects.

A. E. Drew, manager of the Western Bridge & Equipment Company, with a plant located at Chatham, Ont., has written to the civic authorities here concerning the prospects of the firm's removal to this city. He states that owing to so many shops of the class now operating in Ontario, the officers of the company are seriously considering moving to the Pacific Coast.

Capt. William Watt, principal in the Vancouver Shipyards, left on Wednesday on a trip to Europe. He will visit all the important ship-construction yards in Great Britain and on the continent to secure new ideas that may be adopted here.

The contract price for the new normal school, the contract for which was awarded to J. M. McLuckie, is \$59,000. The architect is J. S. Pearce.

Before leaving McLennan & McFeeley's to go into business for himself at North Vancouver, G. McMillan was presented with a gold locket, diamond set, by his late fellow employees.

The marriage took place the other day of Herbert W. Parr, an employe of the Vanstone Heating and Plumbing Company, New Westminster, to Miss Myrtle M. Rutledge.

Ironsides, Rannie & Campbell, of Vancouver, have secured another contract for paving this time for a block on Hamilton St., from Hastings to Pender, the price being \$5,115.64. Stone blocks will be used. Three other tenders were received, but the difference between all did not exceed \$300.

James Ostrander, representing the Pennsylvania Rubber Company, Jeanette, Pa., is in the city. "Specialize your goods" is the advice he offers business men. His firm never sends out a traveler with more than one item in his list. One of the travelers, who handles exclusively fruit jar rings, succeeded last year in making a commission alone of \$8,000. He dealt in nothing else and one order was for three carloads.

A lift jack that will be of particular interest to loggers is being put on the market by the Pacific Iron Works, of this city. It is the invention of Mr. Houston, manager, and consists in a compound lever arrangement, which gives the jack great lifting capacity at the same time being most simple in operation. It weighs 50 pounds, is built of cast steel and can lift seven and a half tons.

The Schaake Machine Works, New Westminster, has shipped the machinery north for the new sawmill on Moresby

Island. The mill will have a daily capacity of 60,000 feet, and is being built by Wisconsin people.

A preparation, which if successful, will revolutionize the painting of ships' hulls, is being introduced here by Capt. E. E. McLellan. The Captain was a resident of Vancouver in the early days, but now lives in Seattle. What he has is an anti-fouling sea enamel, and he has placed several orders in Vancouver. The claims are that it requires to be replaced once every three years in contrast to the paint now used, which is good only for six months. If this is so, the advantages are apparent.

Just before the destructive fire took place at Fernie, the Crow's Nest Pass Coal Company announced that it was about to expend \$600,000 in improvements. Just what will be the consequence now that the city is wiped out has not yet been stated. The fire will not interfere seriously with the operations of the company, though. The largest sufferers were the railway companies, the Elk Lumber Company and the North America Land and Timber Co. These losses alone will approximate \$2,000,000.

The barque Puritan is loading 12,800 barrels of tar and pitch at Boston for British Columbia ports.

Development of valuable gypsum deposits at Spatsum, on the main line of the C.P.R. near Ashcroft, will be begun shortly by John Clavine and associates of this city.

James T. Partridge, Westport, New Zealand, was here the other day en route to London, where the head offices of the big coal syndicate he represents are located. The object of his trip is to find if a market for the product of the company can be found in this part of the world.

Harry Muselow and Wm. A. Roberts have patented an automobile tire, which, it is claimed, will prevent damage to the tube from puncture. It is a combined pneumatic and cushion tire, or rather inner tube. In the present type, if the inner tube is punctured or should collapse the tube is apt to be ruined in making the run home on the rim, but in this invention the flat tire with its resulting abuse of the inner tube is done away with, for even if the tube puncture, the cushions give the necessary resiliency. The inventors have endeavored to provide a collapse-resisting core that will not, when inflated with air, interfere with the proper action of the pneumatic feature of the tire, but that will if the inner tube should be punctured, sustain it against complete collapse. The inner tube is provided with inter-projecting rubber teeth per-

forated to permit the free passage of air from end to end of the tire when in use or during inflation. If the tube is inflated it is a pneumatic tire simply, but should the air escape the tube shrinks upon the cushion core rings or the sides of the teeth and its general cylindrical formation will be maintained by them.

R. B. B.

The Prairie Provinces

Gold Near Prince Albert—Railway Construction in Saskatoon District—Activity in Building.

PRINCE ALBERT.

August 8.—The High School Board, after due consideration, has decided to build the new school by day labor. The reason for this is that the tenders on the building were all too high. The estimated cost was \$74,000. Most of the tenders exceeded this figure without the heating and other work, which alone costs about \$13,000.

Rich mineral strikes continue to be found in the northwestern country. The most recent reports come from around Moose Lake, File Lake and other points in the vicinity of the Pas. Among the recent samples secured are gold, copper, cobalt, plumbago and amber. A rich find of oil in the neighborhood of Pas Mountain is also reported. It is said that a strong syndicate has been formed at Etomami to acquire claims and that experienced men have been sent north to investigate. It looks as if this last find would equal that of Lac la Rouge. It is surmised the last find may be a continuation of the one further west, as the rock formation is apparently the same in both places.

SASKATOON.

August 8.—Railway development in this district continues quite brisk. Besides the Goose Lake line, which is now under construction, the C.N.R. have made a start laying steel on the branch line from Dalmeny northward. For this purpose a construction train came west during the week and operations began. Another train of flat cars with steam shovel and men has been sent to Regina and will work on the grade of the new line east. On the C.P.R. ballasting work has been completed from here east and the gang is now working westward with all speed. The yards here have also been ballasted up and put in good shape.

This week General Manager F. W. Morse, of the Grand Trunk Pacific, and several other officials of the same road, took a trip west to Battle River, to which point the steel now extends. A hurried inspection of the road was made but the officials did not stop over here. It is believed that the trip was made not only to inspect the road, but to arrange for a freight service on the road this fall. Harvest operations are now on and the grain will soon be in shape for moving. Only a small portion of the road to the east of this remains to be ballasted up so that a service could be put on at any time. A start has been made on the steel bridge at Battle River to the west of this, to which point a large quantity of material has been shipped. It is expected that the bridge will be in shape in two months to allow con-

struction trains to cross so as to push the work on westward.

Work on the new post office is proceeding satisfactorily. The copper cornice and sheet metal work was done by M. Isbister & Son. This contract was about \$2,000. The plumber started in this week on the building and first-class fixtures will be installed. In the rear of the building an iron stairway has been placed, leading from the basement to the first floor. This week the interior is being reinforced with cement in order to make it thoroughly fireproof.

This week a start was made on the new warehouse of the A. Macdonald Co., wholesale grocers, of Winnipeg. Last year a temporary warehouse was put up but with the growth of the business the company decided to put up a stone and brick building. The work is in charge of W. A. Irish, of Saul & Irish, contractors, Winnipeg. The site of the new building is at the corner of Twenty-third Street and First Avenue, and in close proximity to the C.N.R. track. It will be three storeys and will have a plate glass front.

The plumbing, heating and ventilating contract on the Alexander school, which was let by the School Board two weeks ago to Elford & Cornish, amounted to \$1,989. The contractors have supplied the board with specifications of the work which have been approved. The Gurney system of heating and ventilating will be installed in the building. Tenders have been called for on the plumbing of King Edward school.

Water has now been turned on in the new main leading from the city waterworks to the standpipe erected by the city. From this standpipe the C.P.R. will get their supply of water for their new roundhouse and machine shops which have just been completed. The company will start laying water pipes as soon as the sewer pipe leading from their works to the river has been completed.

The Imperial Oil Company have decided to erect a warehouse here for the better handling of their products. A site has been purchased adjacent to the C.P.R. tracks and two immense oil tanks have been placed in position. Previously the firm was represented here by Messrs. Little & Ross.

The erection of a grain elevator has begun at Delisle and it is said that several more will follow as soon as the new railway is in operation. Nebraska men are interested in the concern.

The local gun club held a tournament here during the fair, in which several of our hardwaremen were interested. Considerable trap shooting practice was indulged in previous to the event. Several valuable prizes were offered.

D. G. R.

Ontario Items

McClary Manufacturing Company Hold Convention at London—Attractive Window Displays at Guelph—Ontario Hardwaremen Have Strong Association.

GUELPH.

August 12.—Old Home Week has come and gone, leaving a highly satisfied number of merchants behind. All the hardware stores of the city did a good business, which was attracted, to a great

extent, no doubt, by the very attractive window displays that were made. McMillan Bros.' south window was, perhaps, the finest, though Bond's north one gave it a close run. The former was a display of brass, silver and nickel-plated ware, with appropriate settings, and it attracted a large number of visitors even among the array of the whole of Wyndham St. Their north window, showing a fine line of sporting goods, was also very neatly arranged, reflecting much credit upon the trimmers. The north window of the Bond Hardware Co. showed a neat line of cutlery and silver ware. To mechanics their south window, showing as it did, a complete line of the finest tools, was a great attraction. S. and G. Penfold showed a fine stove window, neatly decorated, with all appliances necessary in the modern kitchen. Wm. Sunley, Market Square, had his stove depot gaily decorated, a fine string of electric lights illuminating it at nights. All of the stores were decorated on the outside in keeping with the surroundings.

Messrs. Stevenson & Malcolm, who had the contract for the erection of the most of the electrical effects on Wyndham St. during the Old Home Week, are receiving many congratulations for their very effective work. The effect was extremely pretty and the contract was a very extensive one.

The work of enlarging and rebuilding the Separate School will start immediately. The contracts were let as follows: Carpentering, James Shepherd; masonry, M. Rundle; plastering, J. J. Mahoney; plumbing, Stevenson and Malcolm; painting, Dennis and Bennett; slating, J. W. Brown & Co., Brantford; heating, Guelph Stove Co.

The residence of W. A. Mahoney, architect was, without exception, the finest decorated in the city, and he received much credit for his efforts. The grounds of this residence are among the finest in the city, and he is justly proud of them.

A. W. Alexander, of the Guelph Axle Works, has returned from a very pleasant summering in Muskoka.

A. W.

LONDON.

August 11.—Trade is quiet in hardware jobbing lines and is likely to remain so until after the travelers' holidays are over. Retail business is fair.

Among the features of the Mardi Gras procession here last week and the one which was awarded first prize, was the splendid float of the McClary Manufacturing Company. It represented a house in which kitchen and dining room were shown. In the former was seen a Saskalta range and the various utensils manufactured by the company, while in the dining room was one of their "Famous" base burners. The "family" was represented by the father, mother and baby, and the whole display was unanimously voted the best in the parade. The whole outfit was gotten up at the company's works.

The Hobbs Hardware Company has just issued a handsome new catalogue

HARDWARE AND METAL

of 900 pages, copiously illustrated. It was compiled by John Rose, the company's advertising manager, and, as may be imagined, involved considerable labor.

Mr. Thompson sold a base burner, Papers were read by Mr. Irwin on "Chimney Kinks"; by Mr. Ward on "Apparently Defective Stoves and Their Remedy"; by Mr. Grenfell on "Where Canada

city, and in the evening were entertained by the company at a banquet at the Tecumseh House, at which Col. Gartshore presided, and the following gentlemen responded to toasts: M. F. Irwin St. John S. H. Carpenter, Jr., Montreal; W. Jeffrey, Toronto; W. A. Lawrence, Winnipeg, and W. T. Thompson, Hamilton. The papers at the convention were most timely and interesting, and the discussions which ensued cannot but prove profitable. The banquet was in every way a success.

W. A. Ashton, who was an employee of the McClarys in 1849, and who is now a magistrate in the U.S., was amongst the callers during the week. The visitors were also given an opportunity of witnessing a test of the company's sprinkler system.

The Wartman & Ward Mfg. Co. expect soon to have its full staff at work again.

R. T. Z.

CHATHAM.

August 11.—Everything points to the strong possibility of a gas war here in the near future. The special gas committee of the city council has decided to recommend the granting of a franchise to the Maple City Oil & Gas Co. on the same terms as those contained in the present franchise of the Chatham Gas Company. It is understood that the new company are prepared to lay their mains immediately the council adopts the recommendation. The Maple City Company talk of supplying cheaper gas than that provided by the present company, and as soon as they enter the field a rate-war will probably ensue. As the natural gas at present prices is cheaper



1. J. A. Bartlett, London; 2. John J. Foot, Sales Mgr., London; 3. W. T. Thompson, Hamilton; 4. A. MacKenzie, London; 5. A. Ward, London; 6. Geo. E. Baxter, Toronto; 7. N. R. Turner, Toronto; 8. W. Jeffrey, Toronto; 9. W. A. Lawrence, Winnipeg; 10. W. G. Ritchie, Montreal; 11. J. McKellar, London; 12. S. H. Carpenter, jr., Montreal; 13. E. H. Grenfell, London; 14. J. Chalmers, London; 15. Chauffeur; 16. A. A. Briggs, Advertising Mgr., London; 17. G. H. Smith, London; 18. J. H. Gagne, Montreal; 19. E. Gray, Winnipeg; 20. W. E. Weston, Hamilton.

Old Boys' week was a big one with the McClary Manufacturing Company, the occasion being taken advantage of to bring to headquarters all the company's representatives abroad. A convention was held on the 4th, 5th and 6th inst., at which the following were present; Col. W. M. Gartshore, who presided; W. A. Lawrence, Winnipeg; E. Gray, Winnipeg; W. E. Weston, Hamilton; W. T. Thompson, Hamilton; D. G. Clark, Hamilton; W. Jeffrey, Toronto; N. R. Turner, Toronto; George Baxter, Toronto; W. B. Screaton, Toronto; J. O'Grady, Toronto; G. R. Rivers, St. John, N.B.; M. F. Irwin, St. John, N.B.; S. H. Carpenter, Jr., Montreal, P.Q.; W. G. Ritchie, Montreal, P.Q.; J. H. Gagne, Montreal, P.Q.; E. H. Grenfell, London; J. Chalmers, London; G. H. Smith, London; A. Ward, London; G. B. Johnston, London; F. Hogg, London; J. McKellar, London; T. Quinn, Hamilton; A. MacKenzie, London. Others in attendance were J. K. H. Pope, secretary; J. J. Foote, sales manager; Jos. Nicholson, superintendent of enamel factories; F. W. Kine, superintendent of stove foundries, and A. A. Briggs, advertising manager. Mr. King gave particulars as to the value of aluminium finish in resisting the action of heat, weather and otherwise protecting the material; also some remarks as to stove cement and blacking. Mr. Briggs followed with a short talk on advertising. Mr. Lawrence, with a mock sale of a Saskatchewan range to a baker; Mr. Mackenzie with one from a dealer to a purchaser; Mr. Turner, with a sale of a Pandora to a dealer, and Mr. Jeffrey with one to a purchaser. Mr. Quinn made a sale of a Sunshine furnace to a purchaser, and

Should be Pushed." Mr. Carpenter gave a demonstration of the household oil can; Mr. Rivers demonstrated the cereal cooker and galvanized tubs; Mr.



1st Row from left to right:—Mr. G. E. Baxter, Toronto; Mr. J. H. Gagne, Montreal; Mr. E. Gray, Winnipeg; Mr. W. E. Weston, Hamilton; Mr. A. A. Briggs, London, Advertising Manager; Mr. G. H. Smith, London; Mr. S. H. Carpenter, jr., Montreal; Mr. W. G. Ritchie, Montreal; Mr. W. T. Thompson, Hamilton; Mr. N. R. Turner, Toronto. 2nd Row:—Mr. W. A. Lawrence, Winnipeg; Mr. W. Jeffrey, Toronto; Mr. E. H. Grenfell, London; Mr. J. J. Foot, London, Sales Manager; Mr. J. Chalmers, London; Mr. A. Ward, London; Mr. G. B. Johnston, London; Mr. J. A. Bartlett, London; Mr. A. MacKenzie, London; Mr. J. McKellar, London; Mr. F. Hogg, London.

Johnston, cam registers, and Gabe Smith, gas ranges.

On Friday afternoon the visitors were treated to an automobile tour of the

than other fuel, even lower priced gas should result in inducing practically everybody to make use of the fuel. This ought to mean a boom in gas

stoves and fixtures. The Chatham Gas Company are taking steps to forestall the rival company. They now offer during the next two months to make free gas connections for new users from the mains to the residences.

Everything looks bright for the retail merchants' picnic to Erie Beach on Aug. 20. Merchants in all lines of trade are heartily co-operating in making the affair a success. Though some difficulty was at one time anticipated in inducing all the merchants to close for the afternoon, the petition for a general closing has been practically unanimously signed. A pleasing feature is that every hardware merchant is in line. The retail clerks are enthusiastically in favor of the project, and at a meeting last week decided to form a uniformed corps of 200 or more for the occasion. They will parade the main streets immediately before the earlier cars leave, and will leave for the Beach at 1 o'clock.

The water commissioners at their last meeting discussed for the 'steenth time the project of extending the water mains to every part of the city. The completion of the mains will, it is estimated, cost \$10,000. The matter will be brought before the city council.

Park Bros., of this city, have the contract for the erection of a \$1,500 steel bridge over Milln's gully, Talbot Road, Raleigh. The work is now in progress.

Johnson Vance and Gordon L. Smith, of Thamesville, have purchased the hardware business of W. H. Thornton, Inwood. They will take possession Sept. 1.

Burleigh Campbell, late of Rice, Lewis & Co., Toronto, has taken a position in the hardware department of W. C. Crawford's departmental store, Tilbury.

M. McCormick & Son are having plans and specifications drawn for a new \$7,000 store to replace the structure destroyed by fire last fall.

W. E. P.

HAMILTON.

August 11.—Hamilton did itself proud on Monday night of this week when it tendered a reception to Bobby Kerr of the International Harvester Company, the winner of the 200 meters race at the Olympic games and the new champion of the world for that distance. Jack Caffery, twice winner of the Boston Marathon race, who ran unplaced in the Marathon in England, and who formerly worked for the Wood, Vallance & Company, was also included in the reception, as were George Beatty and M. E. Fletcher, trapshooters at the Olympic. The management of the International Harvester Company was delighted at the success of Kerr. A rumor has been afloat that efforts will be made by the Americans to have him transferred to the Chicago headquarters so that he will in future run under the Stars and Stripes, but A. E. McKinstry, manager of the local works, says he will do all in his power to prevent this.

Once more the molders in the employ of the D. Moore Company have taken it

into their heads to lay off work on the grounds that they have a grievance. They walked out last week and are still on the streets. The cause of the trouble was at first reported to be due to the desire of the men to quit work during the intensely hot weather, but it transpired later that the real cause was a difference which the men have with the firm over the wages for making molds, and time off. The men want to be paid full wages for making molds, whether they are half lengths or not, while the firm claims that for half lengths the men should get only half pay.

The Hamilton Steel and Iron Company is making preparations for the erection of a new office building for their east end plant. A. W. Peene, architect, has been instructed to draw up the specifications. It is expected that the building will cost in the neighborhood of \$10,000, if not more.

W. J. Walsh, plumber, East King street, has been awarded the contract for the plumbing throughout the new armories recently erected for the local regiments.

Building permits amounting to \$9,700 were taken out on Tuesday. Every one of the permits were for houses, of which there are a large number being erected now. The majority of the houses are of the better class and are being erected in the residential district.

The plant of the International Harvester Company is closed down for the present for inventory and repairing purposes. It will reopen again next Monday. The firm reports business as fairly brisk and the usual number of shipments of harvesting machinery to the Northwest by boat are being made.

Henry Banwell, of the Banwell-Hoxie Wire Fence Company, is on a trip through the West in the interests of the firm. He has been inspecting the work done by the firm west of Winnipeg in fencing about 900 miles of the C.P.R. right-of-way. He is expected home this week.

P. J. Roach, western traveler for the Baynes Carriage Company, left for the West this week, and A. C. McCrae, of Winnipeg, western agent for the firm, has returned home after a visit to the plant.

The management of the Baynes Carriage Company reports business to be picking up quite rapidly. A week or so ago the firm made a big shipment of two-wheeled carts to Cape Town, South Africa.—D. L.

TORONTO.

Aug. 11.—W. G. Harris, president of the Canada Metal Co., Toronto, is again in harness, after a two months' trip to Europe.

Mr. Harris crossed the ocean via the new Cunarder greyhounds "Mauritania" and "Lusitania."

In the many places visited Mr. Harris found business very quiet, especially so in the matter of manufacturing. This state of affairs must to some extent hurt the large factory districts in the west of England. Speaking of metals, Mr. Harris said the Old Country markets are controlled pretty much by a clique, and while the men composing that set may, and generally speaking do, control prices, at the same time

they may not always give a true indication of the probable state of the metal market, nor of the amount of metals on hand.

Comparing the plumbing trade in the Old Land with the trade on this side of the water, Mr. Harris said we are much ahead here in Canada in the matter of comfort and conveniences, though of late years much progress has been made throughout Europe, and more especially in the larger centres.

J. R. Hambly, Barrie, president of the Ontario Retail Hardware and Stove Dealers' Association, was in Toronto on Monday of this week, on his way to the annual meeting of the Michigan Retail Hardware Merchants' Association at Detroit.

W. M. Stewart, Montreal, representing in Canada the Gourock Ropework Export Co., of Glasgow, Scotland, was in Toronto on business early this week.

A couple of interesting window displays are made by the Aikenhead Hardware Co., Toronto. One of the windows shows a pretty arrangement of shaving brushes and razor strops. There is nothing else shown in the window



W. G. HARRIS, Toronto.

besides these two articles, but there are different styles and sizes of these goods in profusion, and the striking arrangement of the display attracts the attention of the passer-by. The other window presents a picture of carpenters' tools—planes, saws, hammers, and all the other utensils known to the trade. They are there in all shapes, styles, sizes and patterns, and the scheme of the window-dresser is quite artistic. To see how some of these clumsy tools are made to fit so neatly into the general plan of the picture is rather strange, and shows what can be done by a window-dresser, or in fact any hardwareman, who has but a little of the artistic temperament.

New Department for Hardware.

A hardware store that fits in well with its surroundings, and one that would do credit to any neighborhood, is that of S. M. Burt, in the north end of Toronto. The accompanying illustration gives an idea of the establishment, though in size the store extends as far back again as the arch shown in the picture.

A particularly striking feature of the store and one that is emphasized in the engraving is the display of lamps, chinaware, glassware carried in stock. Hard-

waremen generally are content to carry goods that are strictly regarded as hardware lines, but as has been stated over and over again there are other goods that might profitably be carried as side-lines, and that lend attractiveness to the stock and store generally.

Take this line of chinaware, for instance. What line is more seasonable all the year round than china, and is there anything unnatural in looking for these goods in a hardware shop? Not at all.

Mr. Burt has been in his present location about three years, and he was not long in business before he saw the field there was for the sale of these goods. After carefully weighing the matter he made no delay in adding a special department for handling these goods. The prices of china tea and dinner sets are very reasonable and yet there is a profit of about 50 per cent. to be made on the goods. They are asked for all the year round, and, of course, a large proportion of the buyers are women. Crockery, too, in all styles is carried, and the same applies to glassware, lamps, and even gas fixtures. Though no big demand is made for cut glass, yet for presents at the holiday season it is a good line to have in stock, and cut glass

after the business. In addition to manufacturing stoves and furnaces, a hot water boiler is made at their foundry and used largely in their local heating trade.

Ottawa has a strong local Retail Hardware Association which meets monthly, except in the summer. It has been in existence seven years and the members work together in splendid fashion, refusing to believe stories of price cutting by competitors and leaning each other goods which have run short. O. Richards, manager of the McDougall Hardware Company, Sussex Street, is president, and J. G. Cowan, of the Ottawa Hardware Company, is secretary. Some of the members, having learned the benefits of local organization, have affiliated with the Ontario Retail Hardware Association, and the question of all the local men joining the provincial association in a body is soon to be taken up.

W. G. Charleson, hardwareman, Rideau Street, one of Ottawa's members of the Ontario Retail Hardware Association, says he intends attending the next provincial convention at Hamilton. He wants to rub shoulders and

Quebec

Franco-Canadian Commercial Treaty to be Pushed—Canada Paint Company's Employees Spend Merry Day.

MONTREAL.

August 14.—A petition to the French Government in favor of the ratification of the commercial treaty between France and Canada has been presented to Louis Herbette, the representative of France at the Quebec Tercentenary celebration. The petition bore the signature of four hundred persons, including importers, financiers, and members of the bar. Mr. Herbette declared that he would devote all his energy and influence to obtain the adoption and ratification of the treaty.

Owing to an explosion of powder in Letang's hardware store, St. Paul and St. Gabriel Streets, Jacques Letourneau aged 17, was badly injured. The force of the explosion was such that he was stripped of all his clothing, while the flesh was torn off his arms, hands and body. The roof of the building, an annex at the back of the main store, was thrown about ten feet in the air and thrown all over the yard, and all the windows in the adjoining buildings were blown into atoms. Following the explosion, fire started, but it was soon extinguished. How the explosion occurred is not known, but it is probable that a cigarette or lighted match came into contact with the powder, which was stored there.

The 16th annual picnic of the employees of the Canada Paint Co., Montreal, was held last Saturday, and proved a decided success. Maple Grove, the new resort on the New York Central line, was visited this time, and a merry company of 500 men, women and children, set out from the C.P.R. station, Windsor St., at 9.30 in splendid weather. R. Munro, the managing director, was unable to accompany the merry-makers, but attended to give his employees a hearty send-off. The day was spent in a most enjoyable manner in boating, fishing and sports, for which latter numerous prizes had been provided.

D. K. McLaren, president of D. K. McLaren, leather belting, Craig Street, recently celebrated the 53rd anniversary of his marriage. Mr. McLaren came to Canada from Perthshire, Scotland, in 1852, and left in the fall of the same year for the United States. He returned in 1855, when he was married to Mrs. McLaren, who was also a native of Perthshire. After the marriage Mr. and Mrs. McLaren returned to the States, but in 1861, they moved to Ontario. Some time later they came to Montreal and have resided here ever since. Mr. McLaren has been connected with the leather trade for the past sixty years, and as president of D. K. McLaren still takes an active part in business. He has associated with him his two sons, W. F. and R. M. W. McLaren.

A number of very interesting races were held at Lachine regatta on Saturday. The motor races included four events, and the two principal features were the 15-mile and the three-cylinder races. In both of these events the Fairbanks-Morse three-cylinder, 12 horsepower motors finished first. C. M. Rudel and M. P. Shea, of the Canadian Fairbanks staff Montreal, were the win-



Interior of S. M. Burt's Store at 842 Yonge St., Toronto.

certainly adds to the attractiveness of the store at all times. A window display of china and glassware in a hardware store would be novel and would surely attract attention to the store, and might very often help in the sale of other lines.

Why should not other hardware merchants add chinaware, crockery, and glassware to their stock? These lines look well in a hardware store and bring good financial returns.

OTTAWA.

Aug. 12.—Charles A. Butterworth, president of Butterworth & Co., hardware merchants and foundrymen, was recently stricken with paralysis and hopes for his recovery are small. His brother, Enos Butterworth, and his son, Frank Butterworth, are looking

swap ideas with his brother merchants from other parts.

Wm. A. Rankin, past president of the local association, is spending a few days at Algonquin Park this week. He is erecting a fine new store building.

W. Graham, who moved into a splendid new store building on Bank Street last spring, is in the mountains in Quebec, on some holidays.

J. G. Graham, of the Ottawa Hardware Company, has returned from a holiday trip to Toronto and Niagara Falls.—W. W.

The Ontario Provincial Government is negotiating for a site of 400 acres, for the establishment of the new Central Prison farm, towards which \$100,000 was voted at the last session of the Legislature. The work, in all probability, will be proceeded with as soon as a site is selected.

ners, the former of the 15-mile, and the latter of the three-cylinder event.

Maritime Provinces

**Inducements for Hardware Buying—
Coal Mining Active in Nova Scotia.**

HALIFAX.

August 10.—The wholesale hardware trade is very quiet at the present time, but the dullness of business is not unusual at this season of the year. Most of the jobbers have their orders booked for fall delivery, and some of them are already receiving the goods. The retail trade, however, is quite brisk, the majority of the stores clearing off their left-over summer stock at greatly reduced prices. These lines consist of hammocks, racquets, and other goods of this class. This custom of specializing certain lines at bargain prices makes business good at a season of the year when it would otherwise be very quiet. Another attractive feature is that the stores display the goods in their windows, plainly marked, and it invariably occurs that persons are tempted to buy the goods because they are cheap, even if they do not want them for present use. At this season of the year when there are many American tourists in the city, there is a good demand for cutlery. It is claimed that cutlery of British manufacture can be purchased cheaper here than in the cities of the United States, and thus the Americans take advantage of the opportunity to purchase the best at reduced prices.

By a recent mail, the Rogers Hardware company of Charlottetown, P. E. I. received a letter addressed to "Dodd & Rogers, Charlottetown, Philippine Islands, Canada." The letter bore the post marks of Madison Square Station, N.Y., of May 12th, 8.30 p.m.; San Francisco, Cal., May 17th, 5 p.m.; Manila, some time in the same month, and Charlottetown, July 28th. The letter has evidently traveled across the continent, thence to the Philippine Islands. It was a from a firm in Piqua, Ohio.

The old Toronto coal mine at Little Bras d'Or is being rapidly pumped out, and the manager, W. A. McKay, hopes soon to be raising coal. The mine contains ten thousand tons of slack coal already mined and ready for shipment.

The Beaver Hat Mine, owned by W. A. McKay & Co., is being entirely fitted with an electrical plant, and as soon as this work is completed, will start operations.

During July the Nova Scotia Steel and Coal Company raised 59,318 tons of coal from its collieries, an increase of nearly three thousand tons over the previous month. The output of the Dominion Iron and Steel Company for July was highly satisfactory, notwithstanding the fact that the plant was closed down for about a week at the opening of the month. Over 22,000 tons of steel were

turned out, all of which was converted into rails, wire rods, billets, etc., to fill orders. The total shipments were 23,332 tons. The prospects for August are declared by the management to be excellent. A. H. Richardson, manager of the North Atlantic collieries at Port Morien will leave shortly to attend the convention of mining engineers, which will meet in Vancouver on September 6.

John Hines, foreman at Longard Bros., machinists and pipe fitters, has left on a trip to New York, and while away he will attend the conference of hot water engineers in Philadelphia.

GOOD CROPS BENEFICIAL TO TRADE.

For some weeks past Hardware and Metal has been giving the news and views of one who is in close touch with conditions existing in the West and with the prospects of the crops about to be harvested. As to the effect of the present year's outlook upon general trade conditions in the Dominion perhaps the following interviews from the manufacturers' and wholesalers' point of view may be interesting:

There can be no question that if the great harvest that is promised is realized it will tend to establish business confidence, said Edward Gurney, president of the Gurney Foundry Co., Toronto, and though the return to prosperous conditions will be gradual, yet we can look forward to a reasonable degree of satisfactory business activity.

Looking backward, it is very difficult to form an opinion as to the outcome of the last year's business hold-up. The circumstances have been different from any experienced during the last forty years, the experience being formerly that conditions gradually grew worse until a turning-point, when business gradually improved. This time the change was quick and radical, and, although it has not been so disastrous as on former occasions, it has been quite as effective in its result on production. I should think that the result has been that during the last eight months the output of business houses in Canada has been restricted by at least 20 per cent., while the product and imports during the same period have, in my opinion, been reduced very much beyond this figure.

The effect on the immediate future of business will, therefore, in my judgment, be that an active demand for goods will not result in anything like the volume of business that the country enjoyed during 1906 and the early part of 1907, for two reasons: First—the conservatism of the manufacturer and the importer will not overtake the trade if it should be active. This will be especially the case in manufactured goods, which require great activity in the early part of the year to provide for the fall trade. Second—the retail merchant will be extremely conservative in buying, because of the memory of last year's monetary

stringency, and will buy strictly for his requirements and not with the view of possibly carrying over into next year. The manufacturer will also be an exceedingly cautious buyer of raw material in view of the possibility of reduced prices and the extremely conservative attitude of the banks.

As to real estate, I feel sure that new building operations, so far as their initiation is concerned, must depend upon the means of the builder and not upon his ability to borrow. The loan companies will supply money, of course, up to the usual limit, for building purposes, but builders will find it difficult to borrow from banks for the purpose of starting such new enterprises, and I feel sure that the conservatism of the business man and that of the banker will, between them, restrain any tendency to speculation in property during the next six or twelve months.

The country has been importing goods entirely beyond its power to pay out of its own resources and has been depending altogether too much on its ability to borrow both at home and abroad. My conclusion, therefore, is that the business of the coming season, though it will be active, will not be nearly so large as last year, and that the business of next year will be largely influenced by the early harvest indications of the year 1909. Permanent prosperity in Canada will be assured when our home products now ready meet the requirements of our people.

On this same question Peleg Howland, president of H. S. Howland, Sons & Co., Toronto, states that a good grain crop in the Northwest Provinces must necessarily have a beneficial effect on trade throughout the whole of Canada, and may even produce such a temporary demand as will lead to a shortage in the supply of some lines of goods: it must not be forgotten, however, that the present depression, if so it may be called, had other and more far-reaching causes than a short northwestern harvest, and must be overcome gradually. I would think, therefore, if the present promises are realized that a moderate improvement in general conditions might be expected this autumn, its continuation being dependent on the economy of the people generally and the caution and prudence of bankers and others dispensing credit.

Plans are already formulated for the re-building of the town of Three Rivers, Que., which was destroyed by fire recently, on a much larger scale. It is stated that the Provincial Government will guarantee a loan of about \$2,000,000.

At Walkerton two new railway stations are in course of erection. The C.P.R. are raising a splendid edifice on the bend, while the Grand Trunk in the south end of the town are placing a modern building on the site of their recently burned depot.

WESTERN CANADA HARDWARE MARKETS

Corrected by telegraph up to 12 noon Friday, Aug. 14, Room 511, Union Bank Bldg, Winnipeg.

Wholesale business continues fairly active. There is no very great activity but, for the season, the volume of business is considered fairly satisfactory. Dealers are still buying carefully, but from some districts where unusually good crops are now assured, orders are coming in freely. The outlook is good. While the hot dry weather during the last two or three weeks has done some damage, a wheat crop of at least 110,000,000 bushels, and perhaps 120,000,000 bushels, is conceded by the most pessimistic conservatives. This will be the largest yield on record and with a heavy crop of coarse grains there will be big returns to the agricultural west for the work of the year. The C.P.R. strike is responsible for considerable anxiety and an early settlement is hoped for.

WIRE—Barbed wire, 100 lbs., \$3.25; plain twist, \$3.40; staples, \$3.40; annealed wire, \$2.90 base; oiled, 10c extra; bright iron, \$3.10 base; brass spring wire, 32c base; plain galvanized wire, 6, 7, and 8, \$3.70; No. 9, \$3.40; No. 10, \$3.70; No. 11, \$3.80; No. 12, \$3.45; No. 13, \$3.55; No. 14, \$4.10.

POULTRY NETTING—57½ per cent. **HORSESHOES**—Iron, No. 0 to No. 1, \$4.65; No. 2 and larger, \$4.40; snowshoes, No. 0 to No. 1, \$4.90; No. 2 and larger, \$4.65; steel, No. 0 to No. 1, \$5; No. 2 and larger, \$4.75.

HORSENAILS—MRM cold forged process—No. 3, 36c; 4, 32c; 5, 30c; 6, 28c; 7, 26c; 8, 24c; 9, 23c; 10, 11 and 12, 22c. Discounts 50 and 10 p.c. Capewell brand quotations on application; "C" brand list prices per box 25 lbs.; No. 4, \$5.25; 5, \$4; 6, \$3.50; 7 to 9, \$3.25; 10 to 14, \$3. Discounts on application.

WIRE NAILS—\$3 Winnipeg, and \$2.55 Fort William.

CUT NAILS—Now \$2.90 per keg. **PRESSED SPIKES**—½x5 and 6, \$4.75; 5-6 x 5, 6 and 7, \$4.40; ¾ x 6, 7 and 8, \$4.25; 7-16 x 7 and 9, \$4.15; ½ x 8, 9 10 and 12, \$4.05; ¾ x 10 and 12, \$3.90. All other lengths 25c extra, net.

SCREWS—Flat head, iron, 80, 10, 10 and 10; brass, 75c; round head, iron, 80; brass, 70; coach, 65.

BOLTS—Carriage, 3-16 and ¼, 65; 5-16 and ¾, 60; 7-16 and larger, 55; machine, ¾ and under, 60 and 5; 7-16 and over 55; bolt ends, 52½; sleigh shoe, ¾ and under, 55; 7-16 and over, 45; machine screws, 60; plough bolts, 50; square and hexagon nuts, cases, 2½; small lots, 2½; stove bolts, 70 and 10 per cent.

RIVETS AND BURRS—Iron rivets, 60 and 10; copper: No. 7, 29c; 8, 29½c; 9, 30½c; 10, 31½c; 12, 34c. Copper burrs, No. 7, 39c; 8, 40c; 10, 43c; 12, 46c. Copper rivets and burrs: No. 8, 30½c; 9, 33c per lb.

GREEN WIRE CLOTH—\$1.75 100 sq. ft.

COIL CHAIN—½, \$7; 3-16, \$5.50; ¾, \$4.90; 7-16 \$4.70; 1 \$4.40; ¾, \$4.20; ¾, \$4.05.

SHOVELS—40 and 5 p.c.

HARVEST TOOLS—50 10 and 5 p.c.

AXE HANDLES—Turned, s.g. hickory, \$3.15; No. 1, \$1.90; 2, \$1.60; octagon, extra, \$2.30; 1, \$1.60.

AXES—Bench, 40 and 5; broad, 5½ to 7½; \$21 per dozen; 7½ to 8½, \$23 per dozen; Royal Oak, per dozen, \$6.25; Maple Leaf, \$8.25; Model, \$8.50; Black Prince, \$7.25; Black Diamond, \$9.25; Standard flint edge, \$8.50; Copper king, \$8.25; Columbian, \$9.50;

handled axes North Star, \$7.75; Black Prince, \$9.25; Standard flint edge, \$10.75; Copper King, \$10.50 per dozen.

AUGER BITS—"Irwin" bits, 47½; other lines. 70 and 10 p.c.

BLOCKS—Steel 35; wood, 60 p.c.

HINGES—Light "T" and strap, 65 p.c.

HOOKS—Brush, heavy, per doz., \$8.75; grass, \$1.70.

FILES—Arcade, 75; Black Diamond, 60; Nicholson's, 62½ per cent.

STOVE PIPES—6-inch, \$9.25; 7-inch, \$10.

BUILDERS' HARDWARE, ETC.—45 per cent.

TINWARE. Etc.—Pressed, retinned, 70; plain, 75 and 2½; pieced, 25; japanned ware, 35; Famous enamelled ware, 50; Imperial, 50 and 10, one coat, 60; Premier, 50; Colonial, 50 and 10; Royal, 60; Victoria, 45; White, 70 and 5; Diamond, 50; Granite, 60 p.c.

GALVANIZED WARE—Pails, 37½ pc. other galvanized lines, 33 1-3 p.c.

SOLDER—21c per lb.

LANTERNS—Cold blast, per doz., \$7; coppered, \$9; dash, \$9.

WRINGERS—Royal Canadian, \$36; B.B., \$40.75 per doz. Churns, 45 and 5.

ROPE—Sisal, 10½; pure manila, 14½c. British manila, 11½c. Lath yarn, 10½c.

BUILDING PAPER—Sunrise, plain, 50c; Surprise, plain, 50c; Lion, plain, 55c; Anchor, plain, 60c; Cyclone, plain, 60c; Victoria, plain 67½c; Triumph, plain, 67½c; Buffalo, plain, 67½c; Anchor, Joliette and Buffalo, tarred, 62½c; Victoria, Triumph and Joliette, tarred, 84c; Cyclone, tarred, 78c; Perfection Sulphite, \$3.75 per 100 lbs.

CORRUGATED IRON AND ROOFING, Etc.—Corrugated iron, 28 gauge, painted, \$3; galvanized, \$4.10; 26, \$3.35 and \$4.35. Pressed standing seamed roofing, 28, \$3.45 and \$4.45. Crimped roofing, 28, painted, \$3.20; galvanized, \$4.30; 26, \$3.55 and \$4.55.

AMMUNITION—Cartridges, rim fire, Canadian, 50; American, 33; pistol sizes, Canadian, 25; American, 5; military, Canadian, 20; American, 10 p.c. advance. Primers, \$1.55. Loaded shells, English and Canadian makes, 12 gauge, black, soft, \$18; 10, \$22.50; 12, smokeless, chilled, English, \$24; Canadian, \$23; 10, smokeless, chilled, English, \$28; Canadian, \$27. Shot: Drop, per 100 lbs., \$6.25; chilled, \$6.60; buck, \$6.95; 28 ball, \$7.30. Powder, F.F., keg, Hamilton, \$4.75; F.F.G., Dupont's, \$5.

BAR IRON—Bar iron, \$2.50; Swedish iron, \$4.95; sleigh shoe steel, \$2.75; spring steel, \$3.25; machinery steel, \$3.50; tool steel, Black Diamond, 100 lbs., \$9.50; Jessop, \$13.

PIG LEAD—\$5.50. Lead pipe, \$7.

SHEET ZINC—Casks, \$8; broken lots, \$8.50.

COPPER—Planished copper, 2J½c per pound; tinned, 26½c.

IRON PIPE—Black pipe, ½-in., \$2.50; ¾, \$2.85; 1, \$3.50; 1½, \$4.65; 1, \$6.60; 1¼, \$9.00; 1½, \$10.75; 2, \$14.40; 2½, \$24.40; 3, \$31.50; 3½, \$39.50; 4, \$45.00; 4½, \$52.00; 5, \$58.00; 6, \$75.00. Galvanized: ¼-in., \$3.50; ¾, \$3.80; 1½, \$4.25; ¾, \$5.75; 1, \$8.50; 1¼, \$11.50; 1½, \$13.90; 2, \$18.50; 2½, \$30.50.

FITTINGS—Wrought couplings, 55; nipples, 70; classified malleable fittings, 25; malleable bushings, 50; malleable unions, 55 p.c.

GALVANIZED IRON—Apollo 16-gauge, \$4.15; 18 and 20, \$4.40; 22 and 24, \$4.65; 26, \$4.65; 28, \$4.50; 30-gauge or 10¾-oz., \$5.20; Queen's Head, 20, \$4.60; 24 and 26, \$4.90; 28, \$5.15.

TIN PLATES—I.C. charcoal 20x28, full box, \$9.50; ½ box, \$5; IX full box, \$11.50; ½ box, \$6; IXX, full box, \$13.50; ½ box, \$7.

TERNE PLATES—I.C. plates, \$9.

CANADA PLATES—Half polish, 6 and 7 inch, \$3.25; 8-inch, \$3.50; full polish, 6 and 7 inch, \$4; 8-inch, \$4.25.

LUBRICATING OILS—600 W. cylinders, 80c; Maple Leaf cylinder, \$1 per gal.; 700 A. cylinder, 75c; Sterling cylinder, 55c; 600 A. cylinder, 50c; Capital cylinder, 59c and 54c; Solar red engine, 32c; Atlantic red engine, 29c; heavy castor, 29c; medium castor, 28c; Ruddy harvester, 30c; standard gas engine oil, 36c; Renown engine oil, 38c.

PETROLEUM AND GASOLINE—Silver Star, in bbls., per gal., 20c; Sunlight, 22c; case, \$2.45; Eocene, gal., 24c; case, \$2.60; Penniline, gal., 25c; Silver Light, 22c; Starlight, 20c; Sterling Light, 24c. Engine gasoline, gal., 24c; f.o.b. Winnipeg, cases, \$2.60.

PAINTS AND OILS—White lead, pure, \$6.50 to \$7.50, according to brand; bladder putty, in bbls., 2½c; in kegs, 2¾c; turpentine, barrel lots, 74c. Linseed oil, raw, 62c; boiled oil, 3c per gallon advance on these prices.

EDMONTON MARKETS.

Aug 14—Barb wire, \$4 per 100 lbs.; plain twist wire, \$4.25; brt. wire staples, \$4.20; poultry netting, 50 p.c.

HORSESHOES—MRM., \$5.15 base; C horse nails, in 25-lb. boxes, No. 4, \$4.95 per box net. In less quantities than 25-lb boxes add 1c per lb.

WIRE NAILS—\$3.55 base.

SCREWS—Flat head, bright, 85 brass, 75; round head, bright, 75 and 10; brass, 70 p.c.

BOLTS—Carriage, 3-16 and ¼, 60 p.c.; 5-16 and ¾, 4-inch and shorter, 55 p.c.; ¾ (longer than 4-inch), 50 p.c.; 7-16 and up, 45 p.c.; machine, ¾ and under, 55 p.c.; 7-16 and over, 45 p.c.; plow, 45 and 5 p.c.; stove, 70 p.c.

GREEN WIRE CLOTH—\$1.85 100 sq. feet.

SHOVELS—First grade, \$11.55; fourth grade, \$7.60 per dozen.

HARVEST TOOLS—50-10 p.c.

BRUSH HOOKS—\$9 per dozen.

FILES—Arcade or Eagle, 70-10-5 p.c.

SOLDER—23c per lb.

LANTERNS—No. 2 cold blast, \$8 doz.

WRINGERS—Royal Can., \$38 per doz.

CHURNS—45 p.c.

ROPE—Sisal, 11½c per lb.; British manila, 12½c; pure manila, 15½c.

REVILLON BROTHERS LIMITED**WHOLESALE ONLY HARDWARE ONLY WHOLESALE****The Largest** { **Buyers
Sellers
Stock** }**of Shelf and Heavy Hardware in Alberta****Leading Lines at Leading Prices**

Our customers lead in the Hardware Trade of Alberta.

WRITE FOR QUOTATIONS

**REVILLON BROTHERS LIMITED
EDMONTON, ALTA.****Fire Escapes****Circular Stairs****Coal Chutes and****Ornamental Iron
for Buildings**

Are lines which local hardware men should look after. We are pleased at all times to submit tenders on work of this kind.

**THE MANITOBA IRON WORKS Limited
WINNIPEG, MAN.****CANADA'S METAL RESOURCES.**

Following the report of the iron find near Montreal comes word of large deposits of magnetic iron about 100 miles due west of Cobalt. Some hematite and a little silver and copper have also been discovered. A recent report of the Ottawa mining branch states that in Ontario there are now 7 blast furnaces, with a capacity of 1,300 tons of pig iron a day. The total production of pig iron in 1907 was 275,508 tons. Another interesting statement is the fact that the copper smelting plant of the Canada Copper Co. at Copper Cliff, when completed, will be the largest in the world. Another find of iron is reported northwest of Lake St. John and already two railways are racing to be first into the district.

Perhaps the copper situation in the West, however, shows the greatest progress in the Canadian metal field. There is a rush to the Larouge district north of Prince Albert, where copper in plenty has been found, and Vancouver Island is attracting a lot of attention.

ROSS BROS.

LIMITED

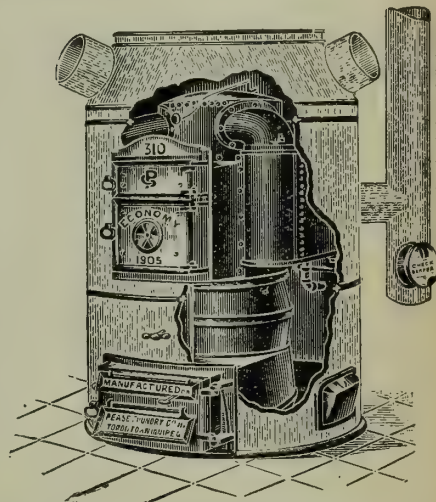
HARDWARE ONLY**Loaded
Shells****EDMONTON, ALBERTA**

Kynoch	} STOCK COMPLETE
Winchester	
Dominion	

Copper, too, is found near the White Horse Pass in such large quantities that the White Pass Railway is rushing in a branch line. The smelters are, or were up to a few days ago, treating large quantities of ore. The B.C. Company has been sending out a carload a day, each car being valued at \$10,000. The mines are also increasing their output. The Vancouver Island Copper Co. will this month become a shipper; and four of the biggest of the Dominion Copper Co.'s mines have opened up for business on an extensive scale. The smelter, too, has resumed operations, and the Consolidated Company's smelter at Trail opened for work a week ago. Taken all in all, so far as copper at least is concerned, the high mark reached in 1907 may be eclipsed by the output of 1908.

EXPERIENCE**IS THE GREATEST
OF ALL TEACHERS**

It is the result of Experiment and experiment is at all times a more or less expensive proposition. The man who buys a cheap Furnace experiments. The first cost is usually the determining factor with the man who is looking for bargains. It is the factor which makes saleable the cheaply constructed Furnace, and the purchaser has to pay for the experience.



Selling an inferior Furnace to the customer who does not understand Furnace construction, doesn't improve a dealer's chances of business success. A householder may be fooled into buying a good-looker, but the next time—you can bank on it he will want the good heater.

Pease "Economys" are the concrete result of half a century of scientific research and practical experience in Furnace manufacture. There are over 78,000 of these celebrated heaters in use to-day (thousands of them for over twenty years). They are the highest grade and highest priced Heaters manufactured, and the enormous record of sales is a guarantee that the Economy is the one Furnace manufactured which has passed clear beyond the experimental stage.

The Dealer will find the "Economy" a business builder, and the purchaser will find it all that its name signifies—"ECONOMY."

SEND FOR PRICE LIST AND CATALOGUE.

**Pease Foundry Co., Ltd.
TORONTO, ONT.****Pease-Waldon Co., Ltd.
WINNIPEG, MAN.****Manufacturers of Furnaces, Combination
Heaters, Round and Sectional Boilers for
Hot Water or Steam, Registers, &c.**

We maintain an engineering department. Ask for our assistance when you have an out-of-the-way heating or ventilating problem to solve.

BUILDING AND INDUSTRIAL NEWS

For additional items see the correspondence pages. Information is solicited regarding building and industrial news, the incorporation of companies, establishment or enlargement of mills, factories or foundries, municipal water works and sewerage systems, railway or mining news, etc.

Industrial Development.

The new I.C.R. machine shops at Moncton are nearing completion.

An elevator will be erected at Cayley, Alta., by the Nanton Lumber & Grain Company.

St. John, N.B., is trying to get the Enterprise Foundry Co. to locate at that place.

The Western Bridge & Equipment Co., Chatham, is thinking of locating at Vancouver.

A factory building will be erected at Montreal for the General Fire Extinguisher Co.

The B.C. Sugar Refining Co. will erect a \$60,000 steel and concrete filter building at Vancouver.

Plans have been prepared for the \$23,000 warehouse to be erected at Calgary for W. H. Blow.

The Militia Department proposes to erect a drill shed at St. John, N.B., in the near future.

Sackville, N.B., is fighting to retain the Enterprise Foundry, recently destroyed by fire.

The Manitoba Gypsum Co., Winnipeg, is doubling the capacity of its warehouse at St. James.

Shirley & Company, St. Andrews P.Q., will extend their plant, and will build a new warehouse.

The Imperial Steel & Wire Company, of Toronto, are shortly to erect a factory building at Fort William.

The new \$15,000 car shops built for the B.C. Electric Railway at New Westminster have been completed.

A saw mill will be erected at Oromocto, N.B., this summer. S. G. Fitzpatrick, St. John, N.B., is interested.

The ratepayers of Killarney, Man., have passed a by-law to grant a \$2,000 bonus to an electric light company.

A plant for the manufacture of concrete for building purposes, chimneys, etc., is being erected at Ventnor, Ont.

The Canada Small Wares new factory at St. Mary's, Ont., will be increased in size by the addition of another storey.

G. A. Grier & Son, Montreal, are fitting up their large factory building on Notre Dame St. west, as a planing mill.

The Standard Implement Co. is putting the finishing touches to its factory at Port Stanley, preparatory to opening.

The Whitman-Barnes Mfg. Co. has accepted St. Catharines' offer of ten years' tax exemption and will rebuild there.

The J. D. McArthur Company has received instructions to go on with the building of the G.T.P. roundhouse at Winnipeg.

The Crow's Nest Pass Coal Co. will rebuild immediately the plant destroyed by fire at Fernie. About \$200,000 will be expended.

Mayor Shurtleff, Richmond, Que., has the contract for building the \$40,000 factory for the Asbestos and Asbestic Co. at Danville, Que..

The Garry-Brook Co., manufacturers of malleable iron goods, will locate at Pembroke. Fifty hands will be employed at commencement.

Employment for about one hundred and fifty men will be provided in the Rossing mill which an American company is to erect at Cornwall.

A new excursion steamer will be built at Belleville during the winter, so great has been the demand on the regular boats plying in and out of that port.

H. Stead, New Westminster, B.C., is negotiating for a site of sixty feet water frontage, on which he proposes to erect a plant for the manufacture of launches.

A proposition for the establishment of car erection shops at Fort William is now before the city council. The proposed plant will cover about forty acres.

The James Stuart Electric Co. have been negotiating with the City of Winnipeg, Man., with a view to the erection of a factory for the manufacture of water meters.

The McKinley-Darragh Co., New Liskeard, are enlarging their concentrating mill. The Coniagas, too, is extending and the Buffalo concentrator is putting in a cyanide plant.

"Orders are coming in nicely," said J. W. Allison, of the Canada Tin Plate Works, Morrisburg, "and before long we expect to have 500 men employed." At present 180 men are employed.

The recent find of ore on Moresby Island, B.C., will run from 20 to 30 per cent. copper besides the big values in gold. The ore bodies are said to be very large and run true in solid formation.

The Imperial Oil Company, Saskatoon, has received a tender for the erection of their warehouse at a contract price, \$25,000. In all probability, building operations will be commenced in the near future.

The Pratt & Lambert Varnish Works, Buffalo, N.Y., are looking at a site in Bridgeburg on which to locate a Canadian branch factory. Niagara Falls, too, is trying to induce the concern to locate there.

The Northern Sulphite Mills of Canada, Limited, Sturgeon Falls, Ont. and the Imperial Paper Mills of Canada, Toronto and Sturgeon Falls, are to be sold by tender on the 27th inst., under power of mortgage.

James A. Cline, manufacturer of upholstered furniture at Stratford, has joined forces with Mortlock Bros., Guelph, and is removing his plant to that city. The new firm will be known as Mortlock & Cline.

The Northern Pyrites Co. is the name of the first concern to open up and de-

velop a pyrite mine in Western Ontario. That company is operating near Vermilion Lake, on the Lake Superior branch of the G.T.P.

The mill recently established at Madoe village Ont., to grind the product of the Moira Lake tale mine for the Canadian market is full of orders for some time to come. The first shipments will be made in a few days.

The latest rumor regarding the various plants at Sault Ste. Marie is that the Mackenzie & Mann interests will take over the Algoma Central Railway and the U. S. Steel Corporation will control the rail mill and blast furnaces.

The British Canadian Smelter at Chipewawa has been completed and smelting is expected to be carried on within a week's time. Fifty hands will be employed at first, though the expectation is that 500 men will be taken on ultimately.

The Bell Telephone Company will extend their present building at Quebec and erect an additional storey. The company will instal entirely new equipment, including expanded metal lockers. The total estimated cost is placed at \$200,000.

Frank Eames, late of the Toronto Bolt & Forging Co., Gananoque, has leased from George E. Andress a part of the stone building recently purchased by him, and adjoining his boat works and will, in the near future, open up a jobbing shop for polishing and electro-plate work.

The Pigeon River Lumber Company are negotiating with Port Arthur for the erection of a pulp mill to turn out fifty tons of ground wood per day. The town owns a municipal power plant, and the company ask a free site and 5,000 horse-power at a reasonable price and fixed taxation for ten years.

Plans have been prepared for the erection of buildings in connection with the Grand Trunk Pacific terminals at Fort William. They call for six elevators four with a storage capacity of 40,000,000; three freight sheds, 90 by 70 feet and a coal dock with a capacity of 1,500,000 tons, as well as a roundhouse of 64 stalls. Provision will be made in the yards for the accommodation of 3,600 cars.

The output of the D.I. & S. Company at Sydney, C.B. during the month of July was highly satisfactory, notwithstanding the fact that the plant was closed down for about a week at the opening of the month. Over 22,000 tons of steel were turned out, all of which was converted into rails, wire rods, billets, etc., to fill orders. The total shipments were 23,332 tons. The prospects for August are declared by the management to be excellent.

A test run was made in the Lehigh Portland Cement Company's works, which have been in course of construction at Point Arver, near Belleville, during the past two years, and everything went satisfactorily. Regular operations will begin before the end of the month. This is the largest rock cement plant

Condensed or "Want" Ads.

AGENTS WANTED.

This is the problem of many manufacturers who are anxious to get a foothold in Western Canada. It will be easily solved if HARDWARE AND METAL is given the opportunity to solve it.

WANTED in every town and village, a representative to take charge of the circulation of our various publications:—Hardware and Metal, Canadian Grocer, Financial Post, Plumber and Steamfitter, Dry Goods Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery, and Busy Man's Magazine. Good financial standing and business connection a strong recommendation. Just the position for a retired business man for his spare time. The MacLean Publishing Company, Limited, Toronto.

LITHOGRAPHY

HIGH CLASS COLOR WORK; Commercial Stationery, Posters. The Hough Lithographing Co. Limited, Office—No. 3 Jarvis St., Toronto, Telephone, Main 1576. Art, Good Workmanship; Business Methods.

MISCELLANEOUS

\$60,000,000.00 Shrewd merchants all over the world have paid \$60,000,000.00 for 650,000 National Cash Registers. They've saved more than that. The National Cash Register Co., F. E. Mutton, Canadian Manager, 129 West King Street, Toronto, Ontario.

SITUATIONS WANTED.

Travellers, clerks, or tinsmiths, wishing to secure new positions, can engage the attention of the largest number of employers in their respective lines, by giving full particulars as to qualifications, etc., under "Situations Vacant."

MANAGER FOR RETAIL HARDWARE STORE and tinware business will be open for engagement Sept. 1st, or sooner if necessary. Capable of estimating plumbing, hot water and hot air heating, roofing and tin work. Satisfactory reasons and first class references as to character and ability. Southern Alberta preferred. Box 738, HARDWARE AND METAL, Toronto. (32)

SITUATION WANTED BY A BLACKSMITH as a traveller for horse shoes, steel and iron bars. Can furnish the very best of references. Can speak both English and French. Oliver Lefebvre, Killaloe, Ont. (32)

BUSINESSES FOR SALE.

HARDWARE, Stoves, Furniture and Undertaking business for sale, roofing, plumbing and tinsmithing in connection, in a flourishing condition in a thriving eastern Ontario town, population 2000, surrounded by the best farming community in eastern Ontario. Good clean stock, about \$6,000. Could give possession by Sept. 15, 1908. Good reason for selling. Do not answer without you mean business. Full particulars on application. Box 132, Vankleek Hill, Ont. [34]

HARDWARE, STOVE AND TINWARE BUSINESS for sale. Well established, large turn over, in western Ontario. Town of 3000. Will sell or rent store, also dwelling adjoining. Reasons for selling, ill health. Address Box 738, HARDWARE AND METAL, Toronto.

SITUATIONS WANTED.

YOUNG MAN, six years experience, wants permanent position as hardware clerk in good live town of 2000 or over. All references as being good stock keeper and salesman. Apply Box 739, HARDWARE AND METAL, Toronto.

HARDWARE CLERK, age 32, at present engaged in Vancouver, desires change, B.C. preferred. First class references. Box 40, HARDWARE AND METAL, Winnipeg, Man.

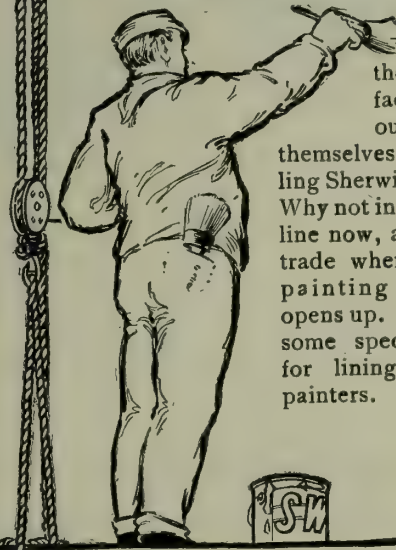
HARDWARE MAN, twelve years experience, wants situation. Travelling west of Winnipeg preferred. Excellent references. Benson, Box 1576, Edmonton, Alta.

Selling the Painter

The question of how to get the trade of the practical painter is the big problem which confronts every paint dealer. The painter's trade means more than the actual dollars and cents profit on a bill of goods. The fact that a painter in good standing in your community buys his materials from you is the best advertisement you could have and will draw people to your store.

Nothing appeals more strongly to the practical painter than materials that are dependable and economical to use.

SHERWIN-WILLIAMS PAINTS AND VARNISHES



will help you to secure the painter's trade because they always furnish general satisfaction. Many dealers throughout the Dominion have made themselves solid with the trade by handling Sherwin-Williams Painting materials. Why not investigate the Sherwin-Williams line now, and be ready to go after this trade when the fall painting season opens up. We have some special helps for lining up the painters. Write us.



THE SHERWIN-WILLIAMS CO.

LARGEST PAINT AND VARNISH MAKERS IN THE WORLD
Canadian Headquarters and Plant: 639 Centre St., Montreal, Que. Warehouses: 86 York St., Toronto, and Winnipeg, Man.

Sheet Metal Building Material

Galvanized Cornices, Skylights, Ventilators and Finials.

Pressed Zinc Ornaments: Fireproof Windows, Doors and Shutters.

"Eastlake" Metallic Shingles, Siding, Ceiling and Lath.
Corrugated Iron: Curved or Straight, Painted or Galvanized.

Everything that is reliable and artistic in Sheet Metal Building Material.

Reliable, active agents wanted in many districts.

WRITE FOR PARTICULARS

The Metallic Roofing Co.

LIMITED

Manufacturers

Toronto and Winnipeg

in Canada. It has cost upwards of a million of dollars, and is of the most complete description. When in full operation its output will be about 6,000 barrels per day.

H. M. Whitney, head of the American Asbestos Company at Black Lake, has sold out his interest to the British-Canadian Asbestos Company for a large cash consideration, retaining, however, \$400,000 of shares in a new company to be formed with a capital of \$2,000,000. The American Asbestos Company in 1900 took over the property known as the Murphy lot close to the Quebec Central Railway at Black Lake. A mill of a capacity of 500 tons of rock per day was built which since 1904 had produced as an average continuously about one carload of asbestos fibre and clay. Last year the company bought the old asbestos properties of the Glasgow and Manhattan adjoining and since that time in addition to the mill fibre has produced from 40 to 50 tons of crude per month. The new company will continue operations for the present as heretofore but innovations and improvements of a large extent are contemplated for 1909.

Railway Construction.

The C.P.R. propose to build all steel bridges in Western Ontario in future.

The C.P.R. will likely spend about \$125,000 in improving their terminals at Hull, Que.

It is reported that the C.P.R. will build a line from Komoka to Sarnia, next spring.

The C.N.R. between Winnipeg and Portage la Prairie is being relaid with 80-pound steel.

The Matane and Gaspé Railway will build 35 miles of line from St. Flavie to Matane, Que.

The Ha Ha Bay Railway will construct a line from Jonquieres and Bagotville, Que., 20 miles.

The C.P.R. have purchased the right-of-way for a spur line to the Royal collieries mine from the main line east of Lethbridge. The spur will be built immediately.

The Electric Railway Commission, Port Arthur, Ont., will proceed with the double tracking of the railway line between Current River Park and the southern boundary of the city.

Dussault & Powers, Levis, Que., have been awarded the contract for the fifteen mile extension of the Quebec Central Railway from St. George, Beauce to St. Justice, at an estimated cost of \$300,000.

Tenders are invited by the National Transcontinental Commission for six more sections of that railway. Tenders close August 20. Two of these sections are in Quebec and four in Ontario.

It is expected that the new Transcontinental Railway, which will cost \$63,437 per mile, will be completed by Dec. 1, 1911. The Moncton and Quebec terminals it is estimated will cost \$97,000 and \$2,000,000 respectively.

Premier Scott, of Saskatchewan, says two new railways are necessary and will

be built next year. One will be built from Moose Jaw across the Saskatchewan to White Bear Lake, and the other from Weyburn south to the Cypress Hills.

The Dominion Government has placed an estimate of \$16,000 towards the construction of a tramway round Death Rapids, making available for transportation the whole length of the Columbia River, north of Revelstoke as far as Wood River.

It is expected action will be taken shortly regarding the construction of the Hudson Bay Railway. The Canadian Northern Railway, it is understood, will be entrusted with the construction of this railway, which will form a 480-mile link between the point the Canadian Northern has reached, and the Saskatchewan River and Churchill on Hudson Bay.

The recently incorporated Winnipeg, Yankton & Gulf Railway Company are planning to build a railroad from Winnipeg to the Gulf of Mexico, at either Matagorda Bay or Port Arthur, Texas. It is stated that the company have completed the financial arrangements to build and equip 800 miles of line, contracts for which will be let by H. L. Miller, President, Russel, Kansas.

Since the government has taken over the extension of the northern part of the T. and N.O. from the firm of McRae, Chandler & McNeil, the work on the road has been most progressive. Driftwood City marks the end of the steel, "Cochrane," the future junction of the T. and N.O. and the Transcontinental, is forty-two miles north of the Chutes, and it is calculated that the road will be laid to there by the end of the season.

Municipal Improvements.

Woodstock, N.B., is extending its sewerage system.

Lindsay is beginning to work on its filtration plant.

Improvements to Hull's waterworks system are said to be necessary.

Dartmouth, N.S., will spend about \$59,700 on extensions to its water and sewage systems.

Medicine Hat ratepayers will on August 21 vote on a by-law to raise \$70,000 for sewers.

Victoria is erecting an iron and steel water tower in connection with its waterworks system.

Tenders will be received until August 17th, for sewer extension and cast iron pipe in Brantford.

Woodstock, Ont., expects to have natural gas by winter, a strike of gas having been made at Innerkip.

The ratepayers of Red Deer, Alta., will on August 25 vote on a by-law to issue \$30,000 for sewerage purposes.

A complete sewage system and sewage disposal works will be installed by the town of Vernon, B.C., at an estimated cost of \$57,500.

A by-law has been passed by the ratepayers of Arcola, Sask., authorizing the expenditure of \$900 for a waterworks system.

The contract for the construction of a trunk sewer on Jasper Avenue, Edmonton, has been awarded to Westaway & Manders, at contract price of \$21,351.

A satisfactory test was made of the

engines at Medicine Hat's waterworks.

New Westminster ratepayers have passed a by-law to raise \$32,500 for waterworks extensions.

G. T. Martin, of Smith's Falls, and J. Rabb, of Perth, have been awarded the contract for sewer excavation. The contract amounts approximately to \$20,000.

The Ottawa city council has approved of extensions to the water mains in Ottawa east, to the property of the Ottawa Lumber Company, and extensions also in Hintonburg.

Building Notes.

Montreal has purchased a site for a new fire hall.

Dartmouth, N.S., will erect a new school house.

A \$14,000 nurses' home is being erected at Victoria.

A \$20,000 armory will be built at Niagara Falls, Ont.

A \$20,000 hospital will be built at Alert Bay, B.C.

M. Healy will erect a \$13,000 business block at Toronto.

Plans are called for a new town hall at Glace Bay, N.S.

C. S. Gustafson, Vancouver, will build a \$7,600 warehouse.

Victoria's building permits for July amounted to \$106,080.

C. C. Farr, Haileybury Ont., will erect a \$10,000 residence.

A new Presbyterian Church will be erected at Brownsburg, Que.

The Bank of Montreal will erect a branch at Sawyerville, Que.

Mrs. A. Heaps will erect a \$13,000 business block at Vancouver.

R. J. Beazley, Halifax, will erect an \$8,000 residence at that place.

Up to August 1 Victoria's building permits were valued at \$626,850.

Vancouver granted building permits valued at \$50,000 on July 29.

The Merchants Bank will erect a branch building at Medicine Hat.

Montreal's building permits for July numbered 131, valued at \$391,620.

Toronto Catholic Foresters contemplate erecting a large central hall.

The Dominion Express Co. will spend \$35,000 on new stables at Ottawa.

St. Michael's Palace, Toronto, is to be remodelled at a cost of \$25,000.

G. C. Craig, Toronto, will build a \$10,000 business and dwelling block.

Tenders are called for the new \$7,000 Ryerson Methodist church, Hamilton.

St. Luke's congregation propose erecting a new church building at Annapolis.

Tenders have just been taken for an addition to the Yale Hotel, Edmonton.

The Canadian Order of Foresters will erect a \$60,000 building in Toronto.

The Bank of Montreal will erect a new building on Peel street, that city.

Another isolation hospital is being considered for Crow's Island, Moncton, N.B.

The Independent Order of Foresters are erecting a brick block at Merlin, Ont.

The City Hotel, London, was damaged by fire to the extent of about \$15,000.

The A. Macdonald Co., Winnipeg, have begun work on their Saskatoon warehouse.

P. S. Peacock has the contract for the addition to the Y.M.C.A. building at Welland.

A new opera house, to be named the "Grand," will be erected at Winnipeg at once.

ALL INGOT METALS IN STOCK

A. C. LESLIE & CO.,

LIMITED

MONTREAL

CAEMENTIUM

is a new adhesive. IT STICKS EVERYTHING but it is NOT sticky. IT is described as LIQUID PORCELAIN because it MAKES as well as MENDS. That means that it will make a new knob for a teapot lid or a new handle for a milk jug.

WONDERFUL! Everyone says so. It has a thousand uses. MOTORISTS need it.

Snow-white CAEMENTIUM will neither rub off nor wash off certain substances. Let us tell you about it. To-day is the day to write for it.

DILLONS LTD., 455 St. Paul Street

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Sole Agents for Canada.

AGENTS WANTED EVERYWHERE.



Cole's Spiral Tubular Radiator

Can be used
on any stove

Best radiator—at
half the cost of in-
ferior goods.

Only radiator made
adapted for both
hard or soft coal.

Size pipe collar 5,
6 and 7 inches.

These radiators
give the best satis-
faction and have
yet to receive a
single complaint.

FOR SALE BY

E. T. Wright & Co., - Hamilton

When writing to advertisers,
kindly mention having seen the
advertisement in this paper.

IVER JOHNSON

SAFETY AUTOMATIC REVOLVER



Different from every other revolver, and infinitely superior to near-safe imitations, because the feature that makes it possible to

Hammer the Hammer

in perfect safety, is not a mere device added to the revolver, but is itself a part of the firing mechanism. No buttons to press, no catches to set, no levers to pull. The hammer of an Iver Johnson Automatic Safety Revolver never touches the firing pin, and the firing pin never touches the cartridge until the trigger is pulled. You can "hammer the hammer," drop it, kick it, pound it, but until you pull the trigger, there's "nothing doing."



ACCIDENTAL DISCHARGE IMPOSSIBLE

ADVERTISED in all the leading Magazines and Sportsmen's periodicals. Our advertising creates the demand. But we never sell direct where the dealer can supply.

These are not premium goods. The owl's head on the grip and our name on the barrel guarantee them.

Send for Dealer's Catalogue or order from your jobber.

IVER JOHNSON'S ARMS & CYCLE WORKS, 330 River Street, Fitchburg, Mass.

Pacific Coast Branch; Phil. B. Bekeart Co., San Francisco, Cal.

Makers of Iver Johnson Single Barrel Shotguns and Iver Johnson Truss Bridge Bicycles



HAY BALING WIRE

Are you prepared to meet this Fall's demand for Hay Baling Wire with an article that will suit the requirements of the hay pressers?

Our Wire has been in use for a great many years and has given universal satisfaction owing to its uniform good quality.

Made from rods of superior quality, carefully drawn and well annealed. It is strong and tough and will stand the strain required in this class of Wire.

When ordering, specify "M.R.M."

The Montreal Rolling Mills Co.

A \$100,000 church for Our Lady of Lourdes Catholic parish, Toronto, is talked of.

Gregor & Black have the contract for the new eight-room Earl Grey school, at \$34,522.

Contracts have been awarded for the erection of the new school building at Nelson, B.C.

F. Thorpe, Winnipeg, Man., will erect three houses on Alloway St., at a cost of \$12,000.

Tenders have just been taken for the erection of a brick school house at Kamsack, Sask.

Building permits valued at \$500,000 have been issued in Toronto for the first week in August.

Tenders have recently been received for the erection of the Kootenay Hotel, at Michel, B.C.

The Provincial Government is expending \$6,000 on alterations on Government House, Winnipeg.

An immediate start will be made with the construction of the Normal school at Fairview, B.C.

Oak Bay, (Victoria), B.C., school trustees have accepted plans for a new \$9,000 schoolhouse.

A. W. Dixon will rebuild the International hotel, recently destroyed by fire at Sackville, N.B.

J. E. Wize, Edmonton, has taken tenders for the construction of a brick school at that place.

Tenders are called for the construction of the School of High Commercial Studies at Montreal.

The Y.W.C.A., of Winnipeg, has decided to proceed at once with the erection of their new building.

An addition of two storeys is to be made to the Vancouver, B.C., post office at a cost of \$30,000.

Work is being pushed on the new trades building at the Victoria Industrial School, Mimico.

W. G. Murray, London, has just taken tenders for a two-roomed addition to the Pottersburg school.

The Canadian Club, Camrose, Alta., will erect a two-storey structure, at an estimated cost of \$4,000.

The Dominion Government will build a post office at Dauphin, Man. The estimated cost is \$36,000.

Plans have been prepared for the erection of a new Carnegie library at Selkirk, Man., to cost \$20,000.

The Washington Hotel Co., Seattle, are planning to erect a palatial hotel to cost \$750,000, at Vancouver.

The Buzzard House at Blenheim, Ont., has been badly damaged by fire. The structure will be rebuilt at once.

Vancouver's building permits for July were valued at \$635,120, a decrease, as compared with July a year ago.

The Junction House at Canfield Junction, Ont., has been totally destroyed by fire. It will likely be rebuilt.

E. G. Cope, Montreal, has been awarded the contract for the new club building of the Ottawa Hunt Club.

Tenders were recently received for the erection of the Faculty of Education and Pedagogy buildings at Toronto.

L. Larose has the contract for a business building to be erected at Quebec for W. McWilliam. It will cost \$15,000.

The Dominion Government has voted the sum of \$7,000 for the erection of a new post office at Cranbrook, B.C.

J. Studebaker has been awarded the contract for the \$3,800 addition to Chesterfield avenue school, Vancouver.

West Toronto school board has decided to erect a new two-room school building in the Scarlett Plains district.

H. G. Holman, Winnipeg, has just taken tenders for the erection of a four-storey solid brick and stone warehouse.

H. Marceaul, North Bay, Ont., has been awarded the contract for the new block to be erected for J. E. Gilmour.

Kemptville, Ont., town council has passed a motion to issue debentures to the amount of \$6,000 for school purposes.

Burt & Andrich, Portage la Prairie, will erect a \$10,000 office and apartment block on Saskatchewan Ave. in the near future.

Plans have been accepted for the Brown and Mackenzie block, to be erected at Regina, at estimated cost of \$40,000.

Plans have been prepared for a \$50,000 business block to be erected by G. A. Graham and J. T. Horne, at Fort William.

Watt & Crane, Windsor, have awarded contracts for a building of three stores and six flats at cost of \$12,000.

Sim Duckchew, Vancouver, B.C., has been granted a permit for the erection of a brick store on Pender St. at a cost of \$12,000.

D. O'Connor, K.C., Ottawa, has been granted a permit for the erection of two brick stores and dwellings, at cost of \$12,000.

Alderman Eggerston, Winnipeg, has taken out a permit for the building of ten new houses at an estimated cost of \$36,000.

The contract for the erection of the new police station, No. 13, at Montreal, has been awarded to F. X. Aube, at \$24,942.

A new three-storey wing will be erected in connection with the Maternity Hospital, Ottawa, at an estimated cost of \$9,000.

The Welland Public School Board has had plans prepared for a four-room brick school building, to be erected in the near future.

Capt. R. W. Leonard, manager of the Coniagas mines, has offered to build a cottage hospital for consumptives at St. Catharines.

Ouellet & Levesque, Quebec, have completed plans for a chapel to be erected for the Roman Catholic congregation at St. Anselme.

Buildings valued at \$25,000 will be erected at Elgin, Man., this summer. This is double the value of structures put up last year.

The contract for the construction of an addition to the Victoria post office has been awarded to Dinsdale & Malcolm, at \$15,000.

The Saskatoon City Council has awarded the contract for the erection of the new fire hall to F. A. and G. A. Marr, at \$14,100.

G. M. Miller & Co., have prepared plans for a new Methodist Deaconesses' Home, to be erected at Toronto, at an estimated cost of \$100,000.

A new \$100,000 library will be built at Ingersoll by Mr. Carnegie, provided that the town maintains the institution and provides a site.

Tenders have recently been received for a four storey business building, to be erected for the Argyle Buildings, Limited, Winnipeg.

Wm. O'Dell, Vancouver, has the contract for the erection of the consumptive sanitarium at Tranquille. The building will cost \$100,000.

The Dominion Government proposes to erect a \$75,000 armory at Calgary. The local finance committee is negotiating for a suitable site.

W. J. Ireland, Stratford, has prepared plans for a two-storey residence to be erected for J. D. McCrimmon. Estimated cost, \$6,000.

J. Fair, Montreal, will erect several stone and brick dwellings, at a cost of \$13,000. Shearer, Brown & Wills have the contract for the work.

T. Lessard, Montreal, has been granted a permit for the erection of seven pairs of semi-detached dwellings, at estimated cost of \$13,000.

A by-law to provide funds for the erection of Brantford's new Collegiate Institute will probably be submitted to the ratepayers next January.

Riddolls & Wright, Brantford, Ont.,

Tenders were received recently for the erection of an addition to the school building in Section No. 11 of the Township of Sidney, Frankford, Ont.

have been awarded the contract for the construction of an English Church at Cheweken, Ont., to cost \$7,000.

Walter Nash, Toronto, has been granted a permit for the erection of five pairs of two-storey semi-detached brick dwellings, at cost of \$22,500.

Tenders have been received for the erection of two new school buildings, including heating and electric lighting, in the northwest suburb of Halifax.

Bond & Smith, Toronto, have prepared plans for a \$14,000 two-storey and attic brick dwelling to be built on Grenville street for T. A. Lash.

A by-law has been passed by the ratepayers of Lethbridge authorizing the expenditure of \$45,000 for the construction of a new fire hall and market.

The contract for the new business block to be erected at Quebec for W. McWilliam, has been awarded to L. Larose. Estimated cost, \$15,000.

H. Bell-Irving, Vancouver, B.C., has been granted a permit for the erection of a frame dwelling house and store on Harwood St., at a cost of \$10,000.

Tenders for the construction of Ingersoll's new public school will be received up to August 22. The school will be one of the most modern in western Ontario.

A permit has been taken out for the \$300,000 domestic science building to be erected by Mrs. Massey-Trehle, at Toronto. Work has also been commenced.

Davidge & Lunn have been awarded the contract for the erection of a two storey and attic dwelling at Ottawa for James Harris, at a cost of \$9,000.

The directors of Ridley College, St. Catharines, are contemplating the erection of a third building on the college grounds, across the old Welland Canal.

A by-law will be submitted to the Vancouver ratepayers for the purpose of authorizing the expenditure of \$8,000 for the erection of a fire hall in Grandview.

Architects Stewart & Witton have taken out a permit for a brick addition to the Picton street school, Hamilton, which will be built at a cost of \$25,000.

News of the Paint Trade

DEVELOPING FALL PAINT TRADE.

The Bureau of Promotion and Development of the Paint Manufacturers' Association of the United States are taking energetic steps to induce a successful fall campaign. For the next three months a series of suggestions will be distributed to 100,000 dealers, painters and architects, which will enable them to carry on one of the best advertising campaigns they have ever had in the paint business. The first article, which has been sent to us, states this bureau has held a number of conferences with leading master painters and architects during the past year, at which the subject of suitable combinations, both as to appearance and permanency, were thoroughly discussed. As the outcome of these conferences several color schemes or combinations suited to different styles of architecture have been selected and will be presented by this association as suggestions for house painting.

These combinations will be popularized for at least four seasons. Each year will bring forth its especially popular combinations, which, once introduced, will be sure to remain popular for at least four years.

How to Promote Business.

You can with a little effort promote your fall paint business, easily making it as large as, or larger than, your spring business.

Fall is the logical time for house painting. While there are many excellent reasons for this, the five following are strong, definite and intelligent—the kind that “sink in deep” with the consumer and are bound to set him thinking, viz.:

1. In the fall the surface is thoroughly dry. During the spring a surface which needs repainting is sure to contain moisture and dampness or frost, and it cannot be successfully painted until it has thoroughly dried out.

2. When the wood is dry, it absorbs more of the paint; the paint penetrates deeper into the wood, therefore gets a firmer hold on it, giving the paint coating greater tenacity or holding qualities.

3. Paint cannot be as successfully applied in damp, cloudy or unsettled weather as in warm, sunny weather. In the fall the weather is more settled and uniform and is warmer, therefore it is an excellent time for painting.

4. A house needs its protecting coat of paint more in the winter months than at any other time. A house in need of painting should never be allowed to go over the winter without this protection.

5. It is easier to keep the winter's moisture and dampness out by applying a coat of paint in the fall, when the surface is dry, than it is to get moisture and dampness out of the wood if you want to apply a coat of paint in the spring.

Moral: Paint in the fall, and be sure of best results.

Post your clerks on the five reasons so that they will be able to answer all inquiries promptly and intelligently. Think up some more reasons of your

If you wish to cultivate the kind of customers that make paint selling profitable, you can do so by stocking

FLOORGLAZE ENAMEL

Particular customers who will pay for and appreciate a good article are looking for it.

While designed particularly for Floors, it can be used with splendid results for any kind of painting. In ten shades.

Manufactured only by

The Imperial Varnish & Color Co.

LIMITED

TORONTO, CANADA.

Stocks at

VANCOUVER, B.C. IMPERIAL VARNISH & COLOR CO. Ltd. 542 Beatty St.
WINNIPEG, MAN., c/o MASON & HICKEY, 108 Princess St.

own, and add them to those we have given you.

Work in your own line of goods, bringing out its strong selling points.

Have some advertising matter handy to supplement your talk.

Give the customer a color card, a circular or some piece of advertising which sets forth the merits of your line of paint.

THE EVOLUTION OF WALL PAPER.

The making of wall paper in the United States had a very humble origin. It was about the year 1790 that a couple of Englishmen, John Howell and his son, John B. Howell, started the first factory, in a couple of rooms in the rear of their home at Albany, N.Y.

At that time there were no rolls of paper; it was in sheets only; these had to be pasted together, then the background for the design was brushed in by hand. This design was worked out on wooden blocks, as many blocks being used as there were colors in the design. One color was printed the whole length of the roll so made, then it was started over and another set of blocks with another color, and so on until the whole number of colors had been printed, completing the design. This was a slow, tedious and expensive method as compared with the present method of turning out wall paper.

These two men, says an exchange, worked in Albany thirty years, then in 1820 they removed to Philadelphia, Pa., where wall paper was made by their third and fourth generations.

About the time of the introduction of the business into this country some enterprising Englishmen who were interested in the business went over to France and made exhaustive studies of the methods there, and when they came back home they set to work and constructed a machine which printed the designs at one impression, and all the colors the next time the paper went through the machine. That was in the year 1844.

Two years later, 1846, another machine was set up and put into successful operation which printed the design and as many as six colors at one operation—and practically there has been no improvement from that day to this. It was really a cylinder printing press. The paper passes over the cylinders on which are the designs and then over rollers, each one charged with one of the colors in the finished scheme.

All these cylinders, both for the design and for the colors, are adjusted to such a nicety that the paper in passing over them gets from one and the other just the impression required and passes swiftly to the next and the next, and fair, but it is as accurate in its mechanism that there is no break or jog in the finished picture, or whatever may have been the pattern.

The printed paper is, still by machinery, passing on to drying racks, where it is hung in long loops, remaining there until thoroughly dry, when it is made into rolls. This printing machine is a huge, powerful and ponderous affair, but it is as accurate in its mechanism

ism and movements as the works of a watch. However, it is far from being all that is required by the modern wall paper maker.

There are the grounding machines, which apply the base color to the paper, the bronzing machines and the embos-

sing machines, so that a wall paper mill of the present day has grown from those two rooms on the banks of the Hudson to be a stupendous structure, awl with engine shafts, belts, pulleys and machinery, busy, mysterious and effective in their operation.

PAINT AND OIL MARKETS

MONTREAL.

Montreal, Aug. 14.—If anything trade in paints, colors and varnishes is a shade quieter. The paris green season is over, and the only feature of moment is a continuance of the stronger tone in white lead noted last week.

TURPENTINE—The market lacks strength owing probably to a light inquiry. Quotations for 10 barrel lots are easier, but for small quantities no change has been made, and we continue to quote 59c for single barrels.

LINSEED OIL—At present quotations buyers are getting good value for their money, but the quiet trade seems to bar speculation, and it is difficult to get higher prices. We continue to quote:—Raw, 1 to 4 barrels, 50c; 5 to 9 barrels, 49c; boiled, 1 to 4 barrels, 53c; 5 to 9 barrels, 52c.

GROUND WHITE LEAD—Pig lead seems to maintain a decidedly stronger tone, and white lead grinders have been encouraged slightly to advance their quotations for round lots. For small quantities, however, the quotations remain at, Government Standard, \$5.35; No. 1, \$5.10.

RED LEAD—This article is feeling the improvement in pig lead, and is firming up. A good trade is being done at present quotations, which are: Genuine red lead, in casks, \$4.75; in 100-lb. kegs, \$5; in less quantities, at \$5.75 per 100 lbs.; No. 1 red lead, casks, \$4.50; kegs, \$4.75, and smaller quantities, \$5.50.

COLORS—Some of the factories are commencing to brace up a little and there is a better call for coach and car colors, along with the accompanying sundries used in the larger shops.

WHITE ZINC—Nothing of importance has happened in this article and we continue to quote: V.M. Red Seal, 7½c; Red Seal, 7c; French V.M., 6c; Lehigh, 5c; white zinc, ground in oil, pure, 8½c; No. 1, 7c; No. 2, 5½c.

PUTTY—Local building operations having fallen off rather badly, the glazing trade naturally feels the fact, and glass and putty are quiet. We continue to quote: Pure linseed oil putty, bulk, 800-lb. cask, \$1.75; in 25-lb. iron drums \$2.05; in 25-lb. tins (3 in a cast), \$2.15; bladder putty, in barrels, \$1.95.

TORONTO.

Toronto, Aug. 14.—Quietness prevails in all paint lines this week and there is not a particularly noticeable feature in the whole market. Yes, there is one. The irregular prices of turpentine and linseed oil have given way and all jobbers quote the low figures given in our market quotations of a week ago. Business, generally is not expected to amount to much until after the Exhibition, and travellers and salesmen are

taking a well-earned holiday. Prices in all lines remain at last week's figures.

TURPENTINE—The low prices prevailing in Savannah seem to have stirred up trade a little in the United States. The receipts at that port last week amounted to 6,549 barrels, but the shipments were 14,546 barrels, thus reducing the stocks on hand. At another Southern port one vessel took out 30,000 barrels for Great Britain. This is said to be the largest single cargo of turps ever taken from a southern port to England. Buying locally is light. All jobbers now quote 57c for two-barrel lots and 58c for single barrels.

LINSEED OIL—Like turps, this line is now at a steady price all round—53c and 56c being asked for raw and boiled respectively. English quotations are unchanged, and as they are higher than the prices prevailing here no importing is being done.

WHITE LEAD—Quotations remain at last week's figures, though there is a firmer tone in the market. Genuine is at \$6; decorators, \$5.75, and No. 1, \$5.50. Red lead continues at \$4.50 for genuine in cask lots.

PARIS GREEN—Some little Paris green is moving, but nothing in comparison with what was sold a month ago. Old prices remain; drums are at 25½c, and barrels at 24½c.

GLASS AND PUTTY—Glass is now going pretty lively at present. The United States situation does not at all affect the Canadian market, and though a cut has been made across the line, quotations remain here at unchanged prices. Putty is in fair demand. Bulk in barrels is at \$1.65 and bladders at \$1.90 in barrels, which are the quotations of a week ago.

STAINS AND VARNISHES—Quotations are unchanged from last week. Pure orange shellac is at \$1.95 and pure white is at \$2. Demand and supply are both light just now.

PETROLEUM—Prices continue unchanged with good business in gasoline and naphtha being done. Prime white petroleum is at 13½c; water white, 15c; and Pratt's astral, 17½c. Benzine is 15½c per gallon in barrel lots and motor gasoline is 17c. All prices are ex Toronto.

LINSEED OIL TESTS.

Answering an inquiry as to drying and other tests for linseed oil, an exchange says:

"When pure linseed oil smells strongly of the crushed linseed and is of a pale, clear, yellow color, it may be recognized readily by its color and smell by anyone accustomed to use the genuine article. The action of light and

They
will surely
do business
with you

If
you sell
"ENGLISH"
Liquid
Paints

BRANDRAM-HENDERSON,
LIMITED

Montreal

Halifax

St. John

Winnipeg

Marshall-Wells Co., Winnipeg

Distributors for Western Canada

More Money for Retailers

There is a liberal margin on every package of Muresco to begin with. But, more important still, there's

Quality in every package of MURESCO

—that advertises both Muresco and the dealer who sells it. It is a most remarkable fact that, in spite of the croaks of some people who complain there's no money being spent, the actual sales of Muresco Wall Finish are 60% ahead of last year. Are **you** one of the dealers who are getting some of this increased business?


Better sit down and write for color cards and prices to-day!

Benjamin Moore & Co., Limited

New Office and Works: West Toronto, Canada.

New York, Chicago, Cleveland, Carteret, N. J.

If you are not handling Trip-L-Body White write us for price and sample. It is superior to white lead in every way



Keep the Pot Boiling.

Stir up the fire and keep the paint business boiling hot in your town, Mr. Dealer. There's nothing like a steady fire of facts to **"warm-up"** consumers to your proposition. So don't spare the fuel nor let the fire smoulder and die down so long as there's a building in your town that needs painting. Wherever there's a house that needs paint there's a possible customer for **Martin-Senour 100 Percent Pure Paint.**

And there'll be money in it for you to convince that customer, supply the **Martin-Senour Paint** and pocket the profit. A permanent, growing paint business can only be built on **quality paint.** That's why **Martin-Senour Paint** dealers do a bigger, better business year after year. That's why it will pay you to get our plan and let us help you kindle the right sort of fire under your pot. Remember that more depends upon the paint than upon the poker, so write today for the only way.

The MARTIN-SENOUR CO., Ltd.
Pioneers of Pure Paint

MONTREAL The Winnipeg Paint & Glass Co., Ltd., Winnipeg	CHICAGO The Maritime Paint & Varnish Co., Ltd., Halifax, N. S.
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air upon it bleaches and also thickens it, as it takes up oxygen freely; and when spread out it dries and forms a skin. To test these qualities I would pour a little onto a piece of glass and allow it to thinly spread out; then expose it in a sheltered position in the open air. In the course of two or three days I should expect it to have formed a hard skin, not unlike a varnish will do. When measured and compared in weight and capacity with water, a measure that will hold one pound of water filled with pure linseed oil and weighed should weigh one ounce less than when filled with water.

"When mixed with pure white lead and used without driers, it depends on the situation and the climatic conditions as to the time it would take to dry, and the nature of the foundation of the ground it is painted upon will also affect its hardening qualities. If painted on iron, copper or glass, etc., it would require longer than when put upon new wood or plaster. The latter being absorbent it would dry in the course of fifteen to twenty-four hours; on the former it would take two to three days.

"To artificially hasten its drying is to lessen its durability; therefore, it is better to use as little driers as possible. The safest to use would be sugar of lead, both for purity and wear; but the use of patent driers in paste form is generally considered safe when added with judgment. Other good driers are the various drying oils, such as boiled linseed, oil of lavender, etc. Other suitable driers that may be used are preparations of manganese, pale varnish and pale gold size. If terebine is used it must be very pale or it will spoil the purity of the white."

ULTRAMARINE PURER THAN PRUSSIAN.

Walter J. Pearce, in his "Practical Talks to Practical Men," published in the Decorators and Painters' Magazine, says that ultramarine is a purer and finer blue than Prussian. Genuine ultramarine is never used by the house painter, its price being prohibitive; but the artificial produce is most useful both in oil and water. It is a little redder in tone than Prussian blue, and also a paler blue. Inferior qualities are not of much use in oil painting, as they discolor white lead and other pigments with which they are mixed; but the better qualities are free from the excess of free sulphur which is responsible for this action.

The chief means of cheapening this pigment is by loading it with excess of china clay or barytes, and the true test is to compare its density and staining power with that of a tube of artist's color of the same character. Fineness and quality of hue must also be taken into account. The general appearance of a good sample ground in oil should be a full-bodied homogeneous paste, free from flocculence and not too buttery.

Imitation ultramarine is a perfectly stable and safe material, and does not fade unless in the presence of acids; but

all acids will decompose the compound. Ultramarine is the most useful stainer for distemper, for which purpose Prussian blue should never be used. With yellow ochre and the siennas a most useful range of delicate tints may be prepared. Prussian blue on the other hand tends to produce heavy sea greens when used with raw sienna or dark ochre. Lime blue is now practically unused.

WAX POLISHING FOR AMATEURS.

Wax polishing is one of the easiest finishes that the amateur may attempt, the operation being so very simple. It is adapted for almost any wood, though used mostly on oak. For table tops it is especially good, for when a hot dish or other mishap mars the finish the damage is very soon and very easily repaired. Fumed oak and several of the popular fancy stains are best treated with wax finish, giving a rich appearance quite different from the old familiar varnish polish. Waxing is preferable to oil finishing on many articles of household use; it is easier done and more readily renewed when this may be desirable.

It may be well to mention a peculiarity of wax, in that if you use the wax without any thinners it will be too hard to rub or polish easily; on the other hand, if you make it too thin it will not polish to a good gloss. You perhaps know what butter is like in hot weather when it is not kept near ice! that is about the proper condition that the wax should be in to work freely and well.

You will find a stiff brush, one with rather short bristles, good for applying the wax, if it is quite thin, but otherwise it will be well to use a rag. It makes no difference how you get the wax there, so far as the job is concerned, if you get an even coat on the job.

The best results with wax polishing come from an even and thin application of the wax, and plenty of hard rubbing.

IMPORTANT MINERAL DISCOVERY

Within the past few weeks a vein of scheelite, four inches wide, has been opened near the gold mine of the Consolidated Mines Company at Moose River, Halifax County, N.S. The vein, which has been traced for five hundred feet, lies in a slate belt and is four inches wide. It is composed of scheelite, accompanied by a considerable quantity of mispickel. The ore, as mined, shows 50 per cent. scheelite.

This find is a noteworthy discovery as the world's production of tungsten ores amounts to only four thousand tons. The principal supply comes from Queensland and the United States. The prices paid are not constant, owing largely to the fact that much of the ore is mined in isolated districts, but usually the price per unit ranges between \$5 and \$10 per unit for ore carrying sixty per cent. of tungsten tri-oxide.

There have been discoveries made of wolframite and scheelite in Nova Scotia, British Columbia and Ontario, but heretofore the ores have not been found in commercial quantities.



The popular quick-drying handy Varnish for general purposes. Useful for carriages, buggies, sleighs, jobbing and repair work. May also be applied upon grained or outside doors.

All surfaces to be coated should be free from dust. The contents of package, when not in use, must be carefully corked or sealed, to prevent evaporation. Keep from excessive cold or heat. Do not expose to the sun's rays in window. Brushes should be clean and soft and varnish applied with an even light coat.

THE
CANADA PAINT
CO., LTD
MANUFACTURERS
MONTREAL-TORONTO
WINNIPEG

RAMSAY'S

CREOSOTE SHINGLE STAINS

Do you know that here is a money maker that only requires your attention? Are you aware that in times past thousands of gallons of Creosote Stains have been brought into Canada at high prices and at high duties, just because it could not be made here?

Are you aware that although it may not be difficult to make Shingle Stains, it is mighty difficult to make right Shingle Stains?

Do you know that after careful watching and experimenting

RAMSAY'S

Creosote Shingle Stains are now pronounced better and cheaper than any imported or manufactured stains in this country?

Do you know that these stains are coming more and more in demand? You should know all about them. You may have enquiry for them to-morrow. Write for our samples and prices at once. Don't pay high prices for imported goods. It isn't necessary. It means loss.

Write us about

SHINGLE STAINS

A. RAMSAY & SON CO.

MONTREAL

Est'd 1842

Paint Makers

It's Not Always a Sign of High Quality When the Price is Steep

There are paints on the market that are sold at a bigger price than

NEW ERA PAINT

but there's not one brand that is superior in quality to New Era Paint; while many of them are distinctly inferior.

WRITE FOR NEW ERA PRICES

Standard Paint and Varnish Works Co.
WINDSOR, - ONTARIO LIMITED

SUNLIGHT GOLD PAINT

Patented 1906.

BEST ON THE MARKET.

THE CANADIAN BRONZE POWDER WORKS

R. E. Thorne & Co.

TORONTO

VALLEYFIELD

MONTREAL.

McCaskill, Dougall & Co.

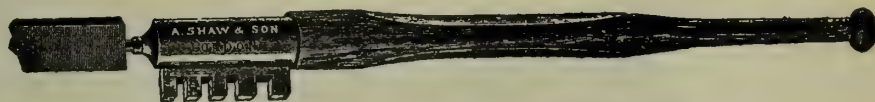
Manufacturers



RAILWAY, CARRIAGE AND BOAT VARNISHES.

HIGH-GRADE FURNITURE and HOUSE VARNISHES

MONTREAL.



GLAZIERS' DIAMONDS OF PROVED WORTH

Having a Century's Reputation for Reliability.

MADE BY

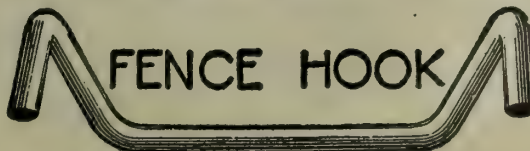
A. SHAW & SON, London, Eng.

CANADIAN AGENT

GODFREY S. PELTON, - 201 Coristine Building, Montreal

GALVANIZED FENCE HOOK

For Fastening Wooden Picket or Wire Fences



WIRE NAILS, COILED SPRING BARB and PLAIN FENCE WIRE, OILED and ANNEALED, CLOTHES LINE WIRE, STAPLES, etc.

The Western Wire and Nail Co., Limited,

- London, Ont.

I WILL TALK

to practically every Hardware merchant in Canada from the Atlantic to the Pacific. I cannot do it all in one day, but during the first twenty-four hours I will deliver your message to every Hardware merchant in Ontario. I travel all day Sunday and on Monday morning there will not be a village within the limits of Halifax in the East and Brandon in the West, into which I will not have penetrated.

I cannot go any further East, so I now devote all my energies to the West, and so many new towns are springing up here each week that I haven't as much time as I used to have to enjoy the scenery. But I like talking to hardwaremen, clerks, travellers and manufacturers, especially as they are always glad to see me and hear the news I have to tell them. Tuesday noon I am at Calgary, Wednesday noon at Kamloops, and by Thursday morning I reach Vancouver, having been in all the mining towns and all through the fruit districts of British Columbia.

I have been eighteen years on the road and I have a pretty good connection. I never intrude when a man is busy, but just bide my time, because I know men pay far more attention to what you have to say if you catch them when they have a few moments to spare. So I often creep into their pocket when they are going home at night, and when supper is over Mr. Hardwareman usually finds me. He must be glad to see me, because he listens to what I have to say for an hour or more.

I try to always tell the truth, and men put such confidence in what I say that I would feel very sorry to deceive them even inadvertently. Probably some other week I will tell you about the different classes of people I meet. In the meantime if you want a message delivered to HARDWAREMEN, PLUMBERS, CLERKS, MANUFACTURERS or TRAVELLERS—and want it delivered quickly—I'm your man.



THE WANT AD MAN

Condensed Advertisements in Hardware and Metal cost 2c. per word for first insertion, 1c. per word for subsequent insertions. Box number 5c. extra. Send money with advertisement. Write or phone our nearest office

Hardware and Metal

MONTREAL

TORONTO

WINNIPEG

Little Miss Lacqueret wants to help
the dealer to get more dollars.

She is part of a plan that will bring the housewives into your store to buy Lacqueret—and other things if you are a salesman. Let us tell you about the plan—write us for full particulars. It is a **practical** plan **proven successful**. And it is founded on the unrivalled, practical, every-day utility of



LACQUERET

Lacqueret is not paint, enamel or varnish stain, but a translucent lacquer, which gives new life and beauty to any kind of worn or faded wood-work.

Sold only in Sealed Cans.

Don't put it off. Write for particulars of the plan to-day.

INTERNATIONAL VARNISH CO., Limited
TORONTO, CANADA

Manufacturers of Lacqueret, Elastica, Gutta Percha, and Flatline Floor Finishes, and Flatline Cabinet Finish.

Branch of the Standard Varnish Works,

NEW YORK,

CHICAGO,

LONDON, ENG.,

BERLIN,

BRUSSELS.



**It's Dollars and Cents
Consideration**

when it comes to

ISLAND CITY PAINTS

and that is a pretty good consideration.

Island City Floor Paint Dries in Eight Hours

Island City House Paints are made in 56 different varieties of colors, send for sample card.

Island City Pure White Lead and **Pure Decorator's Lead** will be asked for so with the wise dealer there is no argument. **STOCK THESE.**

THEN WE BACK ALL OUR GOODS BY A GUARANTEE

P. D. DODS CO., Limited
MONTREAL

There's Money in the Roof

Not much in one roof, perhaps, but just think of the number of roofs in your locality! Maybe lots of them will soon have to be repaired. Why not get in touch with our immense stock of roofing material? Our prices are right and our deliveries are always prompt. Ask us about "Genasco" Ready Roofing.

ALEX. McARTHUR & CO., Limited

82 McGill Street, MONTREAL

F. J. COX, Winnipeg is our Sole Agent for the Northwest Provinces

CURRENT MARKET QUOTATIONS.

August 15, 1908

These prices are for such quantities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

Antimony. per lb. 0 09½
Cookson's per lb. 0 09½
Hallett per lb. 0 09

BOILER PLATES AND TUBES.

	Montreal	Toronto
Plates, ½ to ¾ inch, per 100 lb.	2 40	2 40
Heads, per 100 lb.	2 85	2 85
Tank plates, 3-16 inch	2 60	2 60
Tubes, per 100 feet, 1½ inch	8 25	8 00
" " 2 " "	10 50	10 60
" " 3 " "	12 00	12 10
" " 3½ " "	15 00	15 30
" " 4 " "	19 25	19 45

BOILER AND T.K. PITTS.

Plain tinned and Spun, 40 per cent. off list.

BABBIT METAL.

Canada Metal Company—Imperial, genuine 60c.; Imperial Tough, 60c.; White Brass, 50c. Metallic, 35c.; Harris Heavy Pressure, 25c. Hercules, 25c.; White Bronze, 15c.; Star Frictionless, 10c.; Alluminoid, 10c.; No. 4; 9c. per lb.
James Robertson Co.—Extra Monarch, 60c.; Monarch, genuine, 50c.; Monarch Crown, 40c.; Swastika babbitt metal, 25c.; King, 22c.; Fleur-de-lis, anti-friction, 20c.; Thurber, 15c.; Philadelphia, 12c.; Canadian 10c. per lb.

BRASS.

Rod and Sheet, 14 to 30 gauge	0 22
Sheets, 12 to 14 in.	0 24
Tubing, base, per lb 5-16 to 2 in.	0 26
Tubing, iron pipe size, 1 inch base.	0 22
" seamless base	0 22
Copper tubing, 3 cents extra.	

COPPER.

	Per 100 lb.
Casting ingot	14 50
Out lengths, round, bars, 1 to 2 in.	23 00
Plain sheets, 14 oz.	21 00
Plain, 16 oz., 14x48 and 14x60	21 00
Tinned copper sheet, base	24 00
Finished base	30 00
Braziers (in sheets), 4x6 ft., 25 to 30 lb. each, per lb., base.	0 23 0 24

BLACK SHEETS.

	Montreal	Toronto
10 gauge	2 50	2 55
12 "	2 50	2 60
14 "	2 40	2 35
16 "	2 40	2 45
18 "	2 40	2 45
20 "	2 40	2 45
22 "	2 45	2 50
24 "	2 45	2 50
26 "	2 55	2 65
28 "	2 60	2 60

CANADA PLATES.

Ordinary, 52 sheets	2 60
All bright	3 60
Galvanized—Dom. Crown	
18x24x52	4 45
60	4 70
20x28x60	8 90
	9 40

GALVANIZED SHEETS.

	Queen's Head	Fleur-de-Lis	Gordon Crown	Colborne	Best
B.W. gauge	3 70	3 55	3 65	3 75	4 05
16-20	3 95	3 80	3 75	3 85	4 15
22-24	4 20	4 05	4 15	4 25	4 55
26-28	4 45	4 30	4 35	4 45	4 85

Less than case lots 10 to 25c. extra.

Apollo Brand.

24 gauge, American	3 70
26 " "	3 95
28 " " (equal to 26 English)	4 40
10½ oz. less for 1,000 lb. lots.	4 70

IRON AND STEEL.

	Montreal	Toronto
Canadian foundry, No. 2	18 75	18 75
Middlesboro, No. 3 pig iron	18 00	20 25
Summerlee, No. 2	20 00	20 25
Carron No. 1	22 50	
Carron, special	24 75	
Carron, soft	19 50	
Cleveland, No. 1	18 50	20 25
Clarence, No. 3	18 00	19 50
Radnor, charcoal iron	32 00	32 00
Angles	2 60	2 65
Common bar, per 100 lb.	1 90	1 95
Forged iron	2 05	2 15
Refined " "	2 15	2 25
Horseshoe iron	2 15	2 25
Band iron, No. 10 gauge base	2 00	2 20
Mild steel	1 93	
Sleigh shoe steel	1 90	2 15
Iron finish machinery steel (domestic)	2 00	2 15
Iron finish steel (foreign)	2 25	
Reeled machinery steel	2 85	3 00
Tire steel	1 95	2 25
Sheet cast steel	0 15	0 15
Toe cast steel	2 40	2 75
Mining cast steel	0 07½	0 08
High speed	0 60	0 65
Capital tool steel	0 60	
B.P.L. tool steel	0 08	0 10½
Black Diamond tool steel	0 08	0 08½
Corona tool steel	0 06½	
Silver tool steel	0 12½	

INGOT TIN.

Lamb and Flag and Straits—56 and 28-lb. ingots, 100 lb.	\$32 50
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TINPLATES.

	Per box.
M.L.S., Famous (equal Bradley)	
I.C. 14 x 20 base	\$6 00
I.X. 14 x 20 "	6 50
I.X.X. 14 x 20 base	7 50

	Per box.
Raven and Vulture Grades—	
I.C. 14 x 20 base	5 00
I.X. " "	6 00
I.X.X. " "	7 00
I.X.X.X. " "	8 00

	Per box.
"Dominion Crown Best"—Double Coated, Tinsued.	
I.C. 14 x 20 base	5 50
I.X. 14 x 20 "	6 50
I.X.X. 14 x 20 "	7 50

	Per box.
"Allaway's Best"—Standard Quality.	
I.C. 14 x 20 base	4 50
I.X. 14 x 20 "	5 25
I.X.X. 14 x 20 "	6 00

	Per box.
Bessemer Steel—	
I.C. 14 x 20 base	4 03
20x28, double box	8 00

	Per box.
Charcoal Plates—Terne.	
I.C. 20x28, 112 sheets	7 25
I.X., Terne Tin	9 00

	Per box.
Charcoal Tin Boiler Plates.	
Cookley Grade—	
X X, 14x56, 50 sheet box.	6 75
" 14x65, " "	7 00

	Per box.
Tinned Sheets.	
73x30 up to 24 gauge, case lots	7 60
" 26 "	8 00

LEAD.

	Montreal	Toronto
Imported Pig, per 100 lb.	3 70	3 75
Bar,	4 10	4 15
Sheets, 2½ lb. sq. ft., by roll	5 00	5 03
Sheets, 3 to 6 lb.	4 75	4 75

	Per box.
Out sheets 10. per b., extra.	

SHEET ZINC.

5-cwt. casks	6 25	6 50
Part casks	6 50	6 75

ZINC SPELTER.

Foreign, per 100 lb.	5 25
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COLD ROLLED SHAFTING.

9-16 to 11-16 inch	0 06
4 to 11-16 "	0 05½
17-16 to 3 "	0 05
Montreal, 30 and 2 p.c. Toronto, 30 and 5 p.c.	

OLD MATERIAL.

	Montreal	Toronto
Dealers buying prices:		
Heavy copper and wire, lb.	0 11	0 11
Light copper bottoms	0 10½	0 09½
Heavy red brass	0 10½	0 10
" yellow brass	0 09	0 08½
Light brass	0 06	0 06
Tea lead	0 02½	0 02½
Heavy lead	0 02½	0 03
Scrap zinc	0 02½	0 03
No. 1 wrought iron	11 00	9 40
Machinery cast scrap, No. 1	12 00	14 00
Store plate	10 00	10 50
Malleable and steel	9 00	8 00
Old rubbers	0 06½	0 06½

PLUMBING AND HEATING

BRASS GOODS, VALVES, ETC.

Standard Compression work, 65 per cent.	
Cushion work, 50 per cent.	
Fuller work, 70 p.c.; No. 6 and 1 basin cocks, 75	
Flatway stop and stop and waste cocks 60 and 10 per cent.; roundway, 50 and 10 p.c.	
J.M.T. Globe, Angle and Check Valves, 50; Standard, 40 per cent.	
Kerr standard globes, angles and checks, 60 p.c.; high grade, 55 p.c.	
Kerr Jenkins' disc, standard valves, 60 and 10 p.c.	
Kerr copper alloy disc standard globe, angle and check valves, 60 p.c.	
Kerr standard radiator valves, 70 p.c.; Jenkins disc and quick-opening hot-water radiator valves, 75 p.c.	
Kerr brass, Weber gate valves, 50 p.c.; I. B.M. Weber gate and swing check valves, 65 and 5 p.c.	
Kerr N. P. Union elbows, 75 and 5 p.c.	
J.M.T. Radiator Valves 55; Standard, 60; Patent Quick-Opening Valves, 70 p.c.	
Jenkins' Valves—Quotations on application to Jenkins' Bros., Montreal.	
No. 1 compression bath cock	1 75
No. 4 " "	1 70
No. 7 Fuller's " "	2 00
No. 4½ " "	2 10
Patent Compression Cushion, basin cock, hot and cold, per doz.,	\$16.20
Patent Compression Cushion, bath cock, No. 2208	2 35
Square head brass cocks, 50; iron, 60 p.c.	
Thompson Smoke-heat Machine \$35.00 net	

BOILERS—COPPER RANGE.

Copper, 30 gallon, \$33, 20 per cent.	
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BOILERS—GALVANIZED IRON RANGE.

30-gallon, Standard, \$4.50; Extra heavy, \$7.50	
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COPPER LINED BATH TUBS.

Steel clad copper lined, 25 per cent.	
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CAST IRON SINKS.

18x24, \$1; 18x30, \$1.15; 18x36, \$1.95.	
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ENAMELED BATHS, SINKS, ETC.

List issued by the Standard Ideal Company on March 9, 1908, now governs prices.	
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STOVES AND HEATING APPARATUS.

Furnaces—45 per cent.	
Registars—70 per cent.	
Hot Water Boilers—50 and 10 per cent.	
Hot Water Radiators—55 p.c.	
Steam Radiators—55 and 2½ per cent.	

Wall Radiators—50 and 5 p.c. Specials—40 p.c.

LEAD PIPE.

Lead Pipe, 30 p.c. off.
Lead waste, 30 p.c. off.
Caulking lead, 4½c. per pound.
Traps and bends, 50 per cent.

IRON PIPE.

Size (per 100 ft.)	Black	Galvanized
1½ inch	2 03	2 86
" "	2 25	3 09
" "	2 63	3 48
" "	3 55	4 71
1 " "	5 11	6 76
1½ " "	6 97	9 22
2 " "	8 37	11 07
2½ " "	11 16	14 76
3 " "	17 82	23 57
3½ " "	23 40	30 95
4 " "	29 45	38 95
4½ " "	33 48	44 28

Malleable Fittings—Canadian discount 37½ per cent.; American discount 25 per cent.
Cast Iron Fittings 65; Standard bushings 60; headers, 60; flanged unions 60, malleable bushings 60; nipples, 75 and 10; malleable lipped unions 60 p.c.

SOIL PIPE AND FITTINGS
Medium and Extra heavy pipe and fittings, up to 6 inch, 70 per cent.
7 and 8-in. pipe, 40 per cent.
Light pipe, 60 p.c.; fittings, 70 p.c.

OAKUM.

Plumbers	per 100 lb.	4 50	4 75
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STOCKS AND DIES.

American discount 25 per cent.

SOLDERING IRONS.

1-lb. to 1½	per lb.	0 40
2-lb. or over	"	0 35

SOLDER.

	Montreal	Per lb. Toronto
Bar, half-and-half, guaranteed	0 19	0 19
Wiping	0 18	0 18

PAINTS, OILS AND GLASS

REUNER.

Paint and household, 70 per cent.

CHEMICALS.

	In casks per lb.
Sulphate of copper (bluestone)	0 08
Litharge, ground	0 05½
" flaked	0 05
Green copperas (green vitriol)	0 01
Sugar of lead	0 09

COLORS IN OIL.

Venetian red, 1-lb. tins pure	0 08
Chrome yellow	0 16
Golden ochre	0 10
French "	0 18
Chrome green	0 09
French permanent green	0 13
Signwriters' black	0 15
Marine black, 25 lb. irons	0 04½

GLUE.

Domestic sheet, in barrels	0 09½
French medal	0 10

FABRIC WHITE.

In bbls	1 00
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PARIS GREEN.

Barrels	0 24
25-lb. drums	0 23

PIGMENTS.

Orange mineral, casks	0 09
" 100-lb. kegs	0 09½



HUBBELL PULL SOCKETS

Universally adopted for use in the better class residences,
hotels and offices.

Specified by all Leading Architects

Unsurpassed for appearance, simplicity and durability.
Their sale has proved their worth.

Manufactured by The R. E. T. Pringle Co., Ltd., Montreal and Winnipeg

PREPARED PAINTS

	Quart cans	
Barn (in bbls.)	0 65	0 90
Sherwin-Williams paint, pure	1 60	
Canada Paint Co.'s pure	1 40	
Standard P. & V. Co.'s "New Era"	1 30	
Benj. Moore Co.'s "Ark" B'd	1 25	
Moore's pure linseed oil, H.C.	1 35	
Brandram-Henderson's "English"	1 45	
Ramsay's paint, Pure, per gal.	1 30	
Ramsay's "Thistle"	1 10	
Martin-Senour 100 p.c. pure	1 60	
Senour's Floor Paints	1 35	
Jamieson's "Crown and Anchor"	1 40	
Jamieson's floor enamel	1 75	
Island City pure paints	1 40	
Sanderson Percy's, pure	1 25	
Robertson's pure paints	1 25	

PATTY.

Bulk in bbls.	1 65
Bladders in bbls.	1 90
25-lb. tins.	2 00
Bulk in 100-lb. irons.	1 90

SHINGLE STAINS.

In 5-gallon lots	0 75
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TURPENTINE AND OIL.

Prime white petroleum per gal.	0 13
Water white	0 15
Pratt's astral	0 17
Castor oil, per lb.	0 69
Motor Gasoline single bbls.	0 17
Benzine, per gal single bbls.	0 58
Turpentine, single barrels	0 53
Linseed Oil, "raw"	0 53
"boiled"	0 56

WHITE LEAD GROUND IN OIL. Per 100 lb.

	Montreal	Toronto
Genuine govern't standard	5 35	6 00
Decorators' Pure	5 60	5 75
No. 1 Canadian	5 10	5 50
Munro's Select Flake White	6 00	6 15
Elephant Genuine	6 00	6 15
Tiger Pure	5 65	5 75
Essex Genuine	5 90	
Brandram's B. B. Genuine	6 75	6 90
"Anchor," pure	5 50	5 65
Ramsay's Pure Lead	5 65	5 90
Ramsay's Exterior	5 25	5 50
"Crown and Anchor," pure	5 50	5 65
Island City pure lead	5 50	
Sanderson Percy's	5 90	
Robertson's O.P. lead	5 63	5 90

RED DRY LEAD.

Genuine, 560 lb. casks, per cwt	4 50	4 75
Genuine, 100 lb. kegs,	5 00	5 25

WINDOW GLASS.

	Single	Star	Double
Inches.			Diamond
Under 28	\$4 25	\$4 25	\$6 25
28 to 40	4 45	4 45	6 75
41 to 50	5 10	5 10	7 50
51 to 60	5 55	5 55	8 50
61 to 70	5 75	5 75	9 75
71 to 80	6 25	6 25	11 00
81 to 85	7 00	7 00	12 50
86 to 90			15 00
91 to 95			17 00
96 to 100			20 50

Toronto. List 20 p.c. Broken boxes 50 p.c.

WHITING.

Plain, in bbls.	0 60
Gilders bolted in barrels	0 90

WHITE DRY ZINC.

Extra Red Seal, V.M.	0 07
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WHITE ZINC IN OIL.

Pure, in 25-lb. irons	0 08
No. 1, " "	0 07
No. 2, " "	0 05

SHELLAC VARNISH.

Pure White, in barrels	2 00
Pure Orange, " "	1 90
No. 1 Orange, " "	1 55

VARNISHES.

	Per gal. cans
Carriage, No. 1	1 50
Pale durable body	3 50
" hard rubbing	3 00
Finest elastic gearing	3 00
Marine oak	1 50
Furniture, polishing	2 00
Furniture, extra	2 15
" " " "	0 80
" " union	0 85

Light oil finish	1 30
Gold size japan	2 00
Brown japan	1 00
No. 1 brown japan	0 95
Baking black japan	1 35
No. 1 black japan	0 90
Benzine black japan	0 70
Crystal Damar	2 50
No. 1 " "	2 25
Pure asphaltum	1 40
Oilcloth	1 50
Lightning dryer	0 75
Elastilite varnish, 1 gal. can, each	2 00
Granitine floor varnish, per gal.	2 50
Maple Leaf coach enamel, size 1,	1 20
Sherwin-Williams kopal varnish, gal.	2 50
Canada Paint Co's sun varnish	2 00
"Kyanize" Interior Finish	2 40
"Flint-Lac" coach	1 80
B.H. Co's "Gold Medal" in cases	2 50
Jamieson's Copalene, per gal.	2 50
Fla time floor finish, per gal.	3 01
Elastica exterior finish, 1 gal. can	4 25

MISCELLANEOUS.

Stovepipe varnish, 1 pint, \$8 per gross.	
Beeswax, per lb., 4¢ cent.	
Pine tar, half pint tins, 70 cents per doz.	
Plaster of Paris, per bbl., \$2 25.	

BUILDERS' HARDWARE

BELLS.

Brass hand bells, 60 per cent.	
Nickel, 55 per cent.	
Longs, Sargant's door bells, 5 50	8 00
American, house bells, per lb., 0 35	0 40
Peterboro' door bells, 50 and 10¢ new list.	

BUILDING PAPER, ETC.

Tarred slater's paper, per roll	0 70
O. K. paper, No. 1, per roll	0 75
O. K. paper, No. 2, " "	0 70
Plain Fibre, No. 1, per 400 ft. roll	0 45
Tarred Fibre, No. 1, per 400 ft. roll	0 55
Plain Surprise, per roll	0 35
Kesin sized Fibre per roll	0 40
Asbestos building paper, per 100 lbs.	4 10
Heavy straw, plain & tarred per ton	37 50
Same in Maritime Provinces	42 50
Carpet Felt, per 50 lbs	1 40
Tarred wool roofing felt, per 100 lb.	1 80
Pitch, Boston or Sydney, per 100 lbs	0 70
Pitch, Scotch, per 100 lbs.	0 65
Heavy Fibre, 32 & 60, per 100 lbs	3 00
2 Ply Ready Roofing, per square	1 05
" "	1 00
2 Ply complete, per roll	1 25
" "	1 45
Liquid Roofing Cement, brls. per gal	0 15
" tins	0 20
Crude Coal Tar, per barrel	3 50
Refined Coal Tar, tins, per doz.	1 00
Refined Coal Tar, per barrel	4 50
Shingle varnish per barrel	4 50
Caps and Nails, per lb.	0 07
Mop cotton, per lb.	0 15

BUTTS.

Wrought Brass, net revised list.	
Cast Iron Loose Pin, 60 per cent.	
Wrought Steel Fast Joint and Loose Pin, 65 and 10 per cent.	

CEMENT AND FIREBRICK.

Canadian Portland	1 85	2 00
Belgium	1 60	1 90
White Bros. English	2 00	2 35
" Lafarge " cement in wood	3 40	
" Iron Clad " cotton	2 10	
Iron Clad " paper	2 15	
" wood	2 25	
Fire brick, Scotch, per 1,000	27 00	30 00
" English	17 00	21 00
" American, low	23 00	25 00
" high	27 50	35 00
Fire clay (Scotch), net ton	4 95	
Blue metallic, 9"x4"x3", ex wharf	35 00	
Stable pavers, 12"x6"x3", ex wharf	50 00	
Stable pavers, 9"x4"x3", ex wharf	36 00	

DOOR SETS.

Peterboro, 50 and 10 per cent.	
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DOOR SPRINGS.

Torrey's Rod	per doz.	1 75
Oil, 9 to 11 in.		0 95
English		2 00
Chicago and Reliance Coil	25 per cent.	4 00

ESCUTCHEONS.

Discount 50 to 60 per cent.	
Peterboro, 45 and 10 per cent.	

ESCUTCHEON PINS.

Steel, discount 45 per cent.	
Brass, 50 per cent.	

HINGES.

Blind, discount 50 per cent.	
Heavy T and strap, 4-in 100 lb. net.	7 25
" " 5-in. " "	7 00
" " 6-in. " "	6 75
" " 8-in. " "	6 50
" " 10-in. and larger	6 25
Light T and strap, discount 65 p.c.	
Screw hook and hinge—	
under 12 in. per 100 lb.	4 75
over 12 in. " "	3 75
Crate hinges and back flaps, 65 and 5 p. c.	
Chest hinges and hinge hasps, 65 p.c.	

SPRING HINGES.

Spring, per gro., No. 5, \$17.50	No. 10, \$18;
No. 20, \$10.80;	No. 20, \$20;
No. 51, \$10	No. 50, \$27.50.
Chicago Spring Butts and Blanks	12 1/2 percent.
Triple End Spring Butts, 30 and 10 per cent.	
Chicago Floor Hinges, 37 1/2 and 5 off.	
Garden City Fire House Hinges, 12 1/2 p.c.	
" Chief " floor hinge, 50 p.c.	

CAST IRON HOOKS.

Bird cage, " " " " per doz.	0 50	1 10
Clothes line, No. 61	0 00	0 70
Harness	0 60	12 00
Hat and coat " " " " per gro.	1 10	10 00
Chandelier " " " " per doz.	0 50	1 00
Wrought hooks and staples—		
1/2 x 5 " " " " per gross	2 65	
5-16 x 5 " " " " " "	3 30	
Bright wire hooks, 60 p.c.		
Bright steel gate hooks and staples, 40 p.c.		
Crescent hat and coat wire, 60 per cent.		
Screw, bright wire, 65 per cent.		

KNOBS.

Door, lapped and N.P., doz	1 50	2 50
Bronze, Berlin	per doz.	2 75
Bronze, Genuine	6 00	9 00
Shutter, porcelain, F. & L.		
screw " " " " per gross	1 30	2 00
White door knobs	per doz.	2 00
Peterboro knobs, 50 and 10 per cent.		
Porcelain, mineral and Jet knobs, net list.		

KEYS.

Canadian 50 and 10 per cent.	
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LOCKS.

Peterboro, 50 and 10 per cent.	
Russell & Erwin, steel rim \$2.50 per doz	
Eagle cabinet locks, discount 30 per cent	

SAND AND EMERY PAPER.

E. & A. sand, discount, 35 per cent	
Emery, discount 35 per cent.	
Garnet (Rutons), 5 to 10 per cent. advance	

SASH WEIGHTS.

Sectional	per 100 lb.	2 00	2 25
Solid	" "	1 50	1 75

SASH COORD.

Per lb.	0 31
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BLIND AND BED STAPLES.

All sizes, per lb.	0 07	0 10
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TOOLS AND HANDLES.

	ADZES.
Discount 22 1/2 per cent.	

AXES.

Single bit, per doz.	6 00	9 00
Double bit, " "	10 00	11 00
Bench Axes, 40 per cent.		
Broad Axes, 25 per cent.		
Hunters' Axes	5 50	6 00
Boys' Axes	6 25	7 00
Splitting Axes	7 00	9 00

Handled Axes	7 00	9 00
Red Ridge, boys', handled	5 75	
" hunters	5 25	

BITS.

Ford's auger bits, 30 and 10 per cent.	
Irwin's auger, 47 1/2 per cent.	
Gilmour's auger, 60 per cent.	
Rockford auger, 50 and 10 per cent.	
Jennings' Gen. auger, net list.	
Gilmour's car, 47 1/2 per cent.	
Clark's expansive, 40 per cent.	
Clark's gimlet, per doz	0 65
Diamond, Shell, per doz	1 00
Nail and Spike, per gross	2 25

BUTCHERS' CLEAVERS.

German	per doz.	7 00	9 00
American	" "	12 00	18 00

CHALK.

Carpenters' Colored, per gross	0 45	0 75
White lump.....per owt.	0 60	0 65

CHISELS.

Warrack's, discount 70 and 5 per cent.	
P. S. & W. Extra, discount, 70 per cent.	

CROSSCUT SAW HANDLES.

S. & D., No. 3	per pair	0 13
S. & D., " 5	" "	0 11
" & D., " 6	" "	0 18
Boynott pattern	" "	0 20

CROWBARS.

3 1/2 c. to 4 c. per lb.	
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DRAW KNIVES.

Coach and Wagon, 75 and 5 per cent.	
Carpenters' 75 per cent.	

DRILLS.

Millar's Falls, hand and breast, net list.	
North Bros., each set, 50c.	

DRILL BITS.

Morse, discount 37 1/2 to 40 per cent.	
Standard, discount 50 and 5 to 55 per cent.	

FILES AND RASPS.

Great Western, Diaston's, Arcade, Kearney & Foot, American, J. Barton Smith, McClellan, Eagle and Globe, in ordinary quantities, 70 and 10 per cent.; Nicholson 66 1/2 p.c.; Black Diamond, 60 and 10 p.c. Jowitt's, English list, 27 1/2 per cent.	
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GAUGES.

Stanley's discount 50 to 60 per cent.	
Winn's, Nos. 26 to 33 . . . each	1 65 2 40

HANDLES.

Second growth ash fork, hoe, rake and shovel handles, 40 p.c.	
Extra ash fork, hoe, rake and shovel handles, 45 p.c.	
No. 1 and 2 ash fork, hoe, rake and shovel handles, 50 p.c.	
White ash whiffletrees and neckyokes, 35 p.c.	
All other ash goods, 40 p.c.	
All hickory, maple and oak goods, excepting carriage and express whiffletrees, 40 p.c.	
Hickory, maple, oak carriage and express whiffletrees, 45 p.c.	

HAMMERS.

Maydole's, 5 to 10 per cent.		
Canadian, 25 to 27½ per cent.		
Magnetic tack..... per doz.	1 10	1 20
Canadian sledge per lb.	0 07	0 08
Canadian ball pen, per lb. . .	0 22	0 25

HATCHETS

For Over Thirty Years

Paterson's goods have represented the highest standard of quality, both in material and manufacture.

AMATITE READY ROOFING.—Mineral surfaced.
Needs no painting.

WIRE-EDGED READY ROOFING.—Over half a million rolls used in Canada.

BEST TARRED WOOL ROOFING FELT.

PURE COAL TAR ROOFING PITCH.

PLAIN AND TARRED BUILDING PAPERS.

The Paterson Manufacturing Co., Limited

TORONTO MONTREAL WINNIPEG

PLANES.
Wood bench, Canadian, 40, American, 25 p.c.
Wood, fancy, 37 1/2 to 40 per cent.
Stanley planes, \$1.65 to \$3.60, net list prices.

PLANE IRONS.
English per doz. 2 00 5 00
Stanley, 2 1/2 inch, single 24c., double 39c.

PLIERS AND NIPPERS.
Button's genuine, 37 1/2 to 40 per cent.
Button's imitation per doz. 5 00 9 00
Berg's wire fencing 1 72 5 50

FUNCHES.
Saddlers per doz. 1 00 1 85
Conductors 3 00 15 00
Tinners, solid per set 0 75 0 72
" hollow per inch 1 00

RIVET SETS.
Canadian, discount 35 to 37 1/2 per cent.

RULES.
Boxwood, No. 68, 2 foot, doz. 1 00
Ivory, No. 1282, 2 foot, each 3 50

SAWS.
Atkins, hand and crosscut, 25 per cent.
Disston's Hand, discount 12 1/2 per cent.
Disston's Crosscut per foot 0 35 0 55
Hack, complete each 0 75 2 75
" frame only each 0 50 1 25
S. & D. solid tooth circular shingle, concave and band, 50 per cent; mill and ice, drag, 30 per cent; cross-cut, 35 per cent; hand saws, butcher, 35 per cent; buck, New Century, \$6.25; buck, No. 1 Maple Leaf, \$5.25; buck, Happy Medium, \$4.25; buck, Watch Spring, \$4.25; buck, common frame, \$4.00.
Spear & Jackson's saws—Hand or rip, 25 in., \$12.75; 28 in., \$14.25; panel, 18 in., \$8.25; 20 in., \$9; tenon, 10 in., \$9.90; 12 in., \$10.90; 14 in., \$11.50.

SAW SETS.
Lincoln and Whiting 4 75
Hand Sets, Percut 4 00
X-Cut Sets, " 7 50
Maple Leaf and Premiums saw sets, 40 off.
S. & D. saw awages, 40 off.

SOREW DRIVERS.
Sargent's per doz. 0 65 1 00
North Bros., No. 30 per doz. 16 80

SHOVELS AND SPADES.
Canadian, 45 per cent.

SQUARES.
Steel, No. 14, 75 and 2 1/2, doz. \$23 00
Iron, No. 492, " 1 85
" 493, " 2 45
" 494, " 3 25

TAPE LINES.
English, ass skin, No. 1921, 66 ft., doz. 3 85
Universal, ass skin, No. 714, 66 ft., doz. 3 00
Lufkins, linen, No. 404, 66 ft., each 0 94
" steel, No. 244, 66 ft., each 3 15
Chesterman's, linen, No. 1822, 66 ft. ea. 1 10
" steel, No. 1826, " 1 70

TROWELS.
Disston's, discount 10 per cent.
S. & D., discount 35 per cent.
Berg's, brick, 924x5 4 00
pointing, 924x5 2 10

FARM AND GARDEN GOODS

BELLS.
American cow bells, 63 1/2 per cent.
Canadian, discount 50 per cent.

BULL RINGS.
Copper, \$2.00 for 2 1/2-inch

CATTLE LEADERS.
Nos. 32 and 33 per doz. 7 50 8 50

BARN DOOR HANGERS.
Stearns wood track doz. pairs. 4 50 6 00
Zenith 9 00
Atlas, steel covered 5 00 6 00
Perfect 8 00 11 00
New Milo, flexible 6 50
Steel, track, 1 x 3-16 in (100 ft) 3 25
" 1 1/2 x 3-16 in (100 ft) 4 75

Double strap hangers, doz. sets 6 40
Standard jointed hangers, " 6 40
Steel King hangers 6 25
Storm King and safety hangers 7 00
" rail 4 25
Chicago Friction, Oscillating and Big Twin Hangers, 5 per cent.

HARVEST TOOLS.
50 and 10 per cent.
" sidewalk and stable scrapers, 40 off.

HAY KNIVES.
Net list.
HEAD HALTERS.
Jute Rope, 1/2 inch per gross 9 00
" 1/4 " 10 00
" 3/4 " 12 00
Leather, 1-inch per doz. 4 00
Leather, 1 1/2 " 5 20
Web 2 45

HOES.
Garden, 50 and 10 per cent.
Planter per doz. 4 00 4 50

HOSE COUPLERS.
Time Savers, per doz 1/2 and 1 inch 3 31

LAWN MOWERS.
Taylor Forbes Co.—8 in. wheel, 3 knives, 12 in., \$5.25; 9 in. wheel, 3 knives, 12 in., \$6.75; 9 in. wheel, 5 knives, 12 in., \$7.75; 10 1/2 in. wheel, 4 knives, 12 in., \$8.50; 10 1/2 in. wheel, 4 knives, 12 in., ball bearing, \$10.00. 50 per cent. Dated April 1, f.o.b. Guelph.
D. Maxwell & Sons—8 in. open wheel, 3 knives, 12 in. \$2.75; 8 in. open wheel, 4 knives, 12 in. sizes, \$2.85; 9 in. wheel, 3 knives, 12 in. sizes, \$2.95; 9 in. wheel, 4 knives, 12 in. sizes, \$3.05; 10 1/2 in. wheel, 4 knives, 12 in. sizes, \$4; 10 1/2 in. wheel, 5 knives, 12 in. ball bearing, \$5.70.

SCYTHES.
Per doz. net 6 25 9 25

SCYTHE SNATHS.
Canadian, discount 40 per cent.

SNAPS.
Harness, German, 25 per cent
Lock, Andrews' 4 50 11 00

STABLE FITTINGS.
Warden King, 25 per cent.
Dennis Wire & Iron Co., 3 1/2 p.c.

WOOD HAY RAKES.
40 and 10 per cent.
S. & D. lawn rakes, Dunn's, 40 p.c.

HEAVY GOODS, NAILS, ETC.

ANVIL.
Wright's, 80-lb. and over 0 10 1/2
Hay Budden, 80-lb. and over 0 19 1/2
Brook's, 80-lb. and over 0 11 1/2
Taylor-Forbes, prospectors 0 05
Columbia Hardware Co., per lb. 0 09 1/2

VISES.
Wright's 0 13 1/2
Berg's, per lb. 0 12 1/2
Brook's 0 12 1/2
Pipe Vise, Hinge, No. 1 3 50
" No. 2 5 50
Saw Vise 4 50 5 00
Blacksmiths', 60; parallel, 45 per cent.

BOLTS AND NUTS.
Carriage Bolts, common (\$1 list) Per cent.
" 1/2 and smaller 60, 10 and 10
" 7-16 and up 60
" Norway Iron (\$3 list) 60
Machine Bolts, 1/2 and less 60, 10 and 10
Machine Bolts, 7-16 and up 60, 10 and 10
Plough Bolts 55, 5 and 10
Blank Bolts 60
Bolt Ends 60
Sleigh Shoe Bolts, 1/2 and less 60 and 10
" 7-16 and larger 55 and 5
Coach Screws, cone point 70 and 12 1/2
Nuts, square, all sizes, 4 1/2c. per lb. off.
Nuts, hexagon, all sizes, 4 1/2c. per lb. off.
Stove Rods per lb., 5 1/2 to 6c.
Stove Bolts, 80 and 12 1/2.

CHAIN.
Proof coil, per 100 lb., 1/2 in., \$6.00; 5-16 in., \$4.85; 3/4 in., \$4.25; 7-16 in., \$4.00; 1/2 in., \$3.75; 9-16 in., \$3.70; 5/8 in., \$3.65; 3/4 in., \$3.60; 7/8 in., \$3.45; 1 in., \$3.40.
Halter, kennel and post chains, 40 to 40 and 5 per cent.; Cow ties, 40 per cent.; Tie out

chains 65 per cent.; Stall fixtures, 35 per cent.; Trace chain, 45 per cent.; Jack chain iron, 50 per cent.; Jack chain, brass, 50 per cent.

HORSE NAILS.
M.R.M. cold forged process, list Feb. 1, 1908, \$2.45 per box base.
"O" brand, list March 2, 1908, \$2.75 per box, base sizes 10 to 14. 10 per cent.
Capewell brand, quotations on application.

HORSESHOES.
M.R.M. brand: iron, light and medium, No. 1 and smaller, \$3.75; No. 2 and larger, \$3.50; snow pattern. No. 1 and smaller, \$4.00. No. 2 and larger, \$3.75; "X.L." new right steel, No. 1 and smaller, \$4.10; No. 2 and larger, \$3.85; "X.L." featherweight steel, No. 0 to 4, \$5.25; Special countersunk steel, No. 0 to 4, \$5.50 pkg; toe-weight, all sizes, \$6.00. F.o.b. Montreal. Extras for packing.
Toecalks Standard Blunt No. 1 and smaller, \$1.50; No. 2 and larger, \$1.25. Sharp No. 1 and smaller, \$1.75; No. 2 and larger, \$1.50 per box. Sharp. Put up in 25 lb. bxs.

HORSE WEIGHTS.
Taylor-Forbes, 4 1/2c. per lb.

NAILS.
Cut. Wire.
2d 3 80 3 25
3d 2 85 2 65
4d and 5d 2 70 2 95
6d and 7d 2 80 2 55
8d and 9d 2 45 2 40
10d and 12d 2 40 2 35
16d and 20d 2 35 2 30
30, 40, 50 and 60d (base) 2 30 2 25
F.o.b. Montreal. Toronto 5 cents higher.
Cut nails, Toronto 20c. higher.
Miscellaneous wire nails, 75 per cent.
Coopers' nails, 33 1/2 per cent.

PRESSED SPIKES.
Pressed spikes, 1/2 diameter, per 100 lbs., \$3.00

RIVETS AND BURS.
Iron Rivets, black and tinned, 60, 10 and 10.
Iron Burs, discount 60 and 10 and 10 p.c.
Copper Rivets, usual proportion burs, 35 and 12 1/2 per cent.
Copper Burs only, 15 p.c.
Extras on Coppered Rivets 1/2-lb. packages 1c. per lb.; 1-lb. packages 2c. lb.
Tinned Rivets, net extra, 4c. per lb.

SOREWS.
Wood, F. H., bright and steel, 85 and 10 p.c.
" R. H., bright, 80 and 10 per cent.
" F. H., brass, 75 and 10 per cent.
" R. H., " 70 and 10 per cent.
" F. H., bronze, 70 and 10 per cent.
" R. H., " 65 and 10 per cent.
Drive Screws, dis. 85 and 10 per cent.
Bench, wood per doz. 3 25
" iron 4 25
Set, case hardened, dis. 60 per cent.
Square Cap, dis. 50 and 5 per cent.
Hexagon Cap, dis. 45 per cent.

MACHINE SCREWS.
Flat head, iron and brass, 35 per cent.
Folister head, iron, 30; brass, 25 per cent.

TACKS, BRADS, ETC.
Carpet tacks, blued, 75 p.c.; tinned, 80; (in kegs), 40; cut tacks, blued, in dozens only, 75; 1/2 weights, 60; Swedes cut tacks, blued and tinned, bulk, 80 and 15 dozens, 75; Swedes, upholsterers', bulk, 85 and 10; brush, blued and tinned, bulk, 70; Swedes, gimpy, blued, tinned and japanned, 75 and 12 1/2; zinc tacks, 35; leather carpet tacks, 35; copper tacks, 45; copper nails 50; trunk nails, black, 65; trunk nails, tinned and blued, 65; clout nails, blued and tinned 65; chair nails, 35; patent brads, 40; fine finishing, 40; lining tacks, in papers, net; lining tacks, in bulk, 15; lining tacks, solid heads, in bulk, 75; saddle nails, in papers, 10; saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glaziers' points 5; double pointed tacks, papers, 80 and 10 double pointed tacks, bulk, 40; clinch point shoe rivets, 45; cheese box tacks, 85; trunk tacks, 80 and 10.

WROUGHT IRON WASHERS.
Canadian, discount 50 per cent.

SPORTING GOODS.

CARTRIDGES.
"Dominion" Rim Fire Cartridges and C.B. caps, 50 and 7 1/2 per cent.; Rim Fire B.B. Round Caps, 60 and 2 1/2 per cent., Centre Fire, Pistol and Rifle Cartridges, 30 p.c.; Centre Fire Sporting and Military Cartridges, 20 and 5 p.c. Primers, 100, 15 p.c. 250, 20 p.c.

LOADED SHELLS.
"Crown" Black Powder, 15 and 5 p.c.; "Sovereign" Empire Bulk Smokeless Powder 30 and 5 p.c.; "Regal" Ballistite Dense smokeless Powder, 30 and 5 p.c.; "Imperial" Empire or Ballistite Powder, 30 and 5 p.c.

EMPTY SHELLS.
Paper Shells, 10 and 10; Brass Shells, 55 and 5 p.c.

Wads.
Best thick brown or grey felt wads, in 1-lb. bags per lb. \$0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges 0 29
Best thick white card wads, in boxes of 500 each, 10 gauge 0 35
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges 0 20
Thin card wads, in boxes of 1,000 each, 10 gauge 0 25
Chemically prepared black edge grey cloth wads, in boxes of 250 each—Per M
11 and smaller gauge 0 60
9 and 10 gauges 0 70
5 and 8 " 0 90
5 and 6 " 1 10
Superior chemically prepared pink edge, best white cloth wads in boxes of 250 each—
11 and smaller gauge 1 15
9 and 10 gauges 1 40
7 and 8 " 1 85
5 and 9 " 1 90

SHOOT.
Ordinary drop shot, AAA to dust \$7.50 per 100 lbs. Discount 20 per cent; cash discount. 2 per cent, 30 days; net extras as follows subject to cash discount only: Chilled, 40 p.c. buck and seal, 80c.; No. 28 ball, \$1.20, per 100 lbs.; bags less than 25 lbs., 4c. per lb.; F.O.B. Montreal, Toronto, Hamilton, London, St. John and Halifax, and freight equalized thereon.

TRAPS (steel.)
Game, Newhouse, discount 50 and 10 per cent.
Game, Hawley & Norton, 50, 10 & 5 per cent.
Game, Victor, 70 per cent.
Game, Oneida Jump (B. & L.) 40 & 2 1/2 p.c.
Game, steel, 60 and 5 per cent.

SKATES.
Skates, discount 37 1/2 per cent.
Empire hockey sticks, per doz. 3 00 3 50

CUTLERY AND SILVERWARE.

RAZORS.
per doz.
Elliot's 4 00 18 00
Boker's 7 50 11 00
" King Cutter 13 50 18 50
Wade & Butcher's 3 60 10 00
Lewis Bros.' "Clean Kutter" 8 50 10 50
Henckel's 7 50 20 00
Claus automatic safety 27 00
Claus perfect stropper 16 00
Berg's 7 50 20 00
Claus Razors and Strops, 50 per cent

KNIVES.
Farriers-Stacey Bros., doz 3 50
Claus, 50 and 25 per cent.

PLATED GOODS.
Hollowware, 40 per cent. discount.
Flatware, staples, 40 and 10, fancy, 40 and 5.
Hutton's "Cross Arrow" flatware, 42 1/2;
"Singles" and "Alaska" Nevada silver flatware, 42 p.c.

Big Profits in Lighting Fixtures!

Are you selling fixtures? Scores of hardwaremen are handling our gas, electric and combination lighting fixtures with great profit to themselves and thorough satisfaction to their customers. Write and ask for our list and discounts. It will interest you.

The Barton Netting Company, Limited

38 Ouelette Ave., Windsor, Ontario

Mantels, Grates, Tiles, Fire-place Furnishings, Mosaics, Etc.



SHEARS.
Claus, steel scissors and shears, 60; Japan, 65; tailors, 40; pruning, 70.
Seymour's, 50 and 10 per cent.

HOUSE FURNISHINGS.

APPLE PARERS.
Hudson, per doz., net 5 75

BIRD CAGES.
Brass and Japanned, 40 p.c.

COPPER AND NICKEL WARE.
Copper boilers, kettles, teapots, etc. 45 p.c.
Copper pitta, 30 per cent.

KITCHEN ENAMELED WARE.
White ware, 75 per cent.
London and Princess, 50 per cent.
Canada, Diamond, Premier, 50 and 10 p.c.
Pearl, Imperial, Crescent and granite steel, 80 and 10 per cent.
Premier steel ware, 40 per cent.
Star decorated steel and white, 25 per cent.
Japanned ware, 45 per cent.
Hollow ware, tinned cast, 35 per cent. off.

KITCHEN SUNDRIES.
Asbestos mats, 50 p.c.
Can openers, per doz. 0 40 0 75
Mincing knives per doz. 0 50 0 80
Duplex mouse traps, per doz. 0 65
Potato mashers, wire, per doz. 0 60 0 70
" wood " 0 50 0 60
Vegetable slicers, per doz. 2 25
Universal meat chopper No. 1. 1 15
Enterprise chopper, each 1 30
Spiders and fry pans, 50 per cent.
Star A1 chopper 5 to 32 1 35 4 10
" 100 to 103 1 35 2 00
Kitchen hooks, bright 0 60
Toasters, 50 p.c.

LAMP WICKS.
Discount, 60 per cent.
LEMON SQUEEZERS.
Porcelain lined per doz. 2 20 5 60
Galvanized " 1 37 3 35
King, wood " 2 75 2 90
King, glass " 4 00 4 50
All glass " 0 50 0 90

METAL POLISH.
Tandem metal polish paste 6 00
PICTURE NAILS.
Porcelain head per gross 1 35 1 50
Brass head " 0 40 1 00
Tin and gilt, picture wire, 75 per cent.

SAD IRONS.
Mrs. Potts, No. 55, polished, per set 0 90
" No. 50, nickel-plated, " 0 95
" handles, japanned, per gross 9 25
" nickled, " 9 75
Common, plain 4 25
" plated 5 50
Asbestos, per set 1 50

TINWARE.

CONDUCTOR PIPE.
2-in. plain or corrugated, per 100 feet, \$3.30; 3 in., \$4.40; 4 in., \$5.80; 5 in., \$7.45; 6 in., \$9.90.

FAUCETS.
Common, oork-lined, 35 per cent.

SAVETROUGHS.
10-inch per 100 ft. 5 30

FACTORY MILK CANS.
Discount off revised list, 35 per cent.
Milk can trimmings, discount 25 per cent.
Creamery Cans, 45 per cent

LINTERN.
No. 2 or 4 Plain Cold Blast per doz. 6 75
Lift Tubular and Hinge Plain, " 5 00
Japanning, 50c. per doz. extra.
Prism globes, per doz., \$1.20.

OILERS.
Kemp's Tornado and McClary's Model galvanized oil can, with pump, 5 gallon, per dozen 10 92
Davidson oilers, 40 per cent.
Zinc and tin, 50 per cent.
Coppered oilers, 20 per cent. off.
Brass oilers, 50 per cent. off.
Malleable, 25 per cent

PAIS (GALVANIZED).
ufferin pattern pails, 45 per cent.
laring pattern, 45 per cent.
alvanized washtubs 40 per cent.

PIECED WARE.

Discount 35 per cent off list, June, 1899.
10-qt. flaring sap buckets, 35 per cent.
6, 10 and 14-qt. flaring pails 35 per cent.
Copper bottom tea kettles and boilers, 30 p.c.
Coal hods, 40 per cent.

STAMPED WARE.

Plain, 75 and 12½ per cent. off revised list.
Retained, 72½ per cent. revised list.

SAP SPOUTS.

Bronzed iron with hooks per 1,000 7 50
Eureka tinned steel, hooks 8 00

STOVEPIPES.

5 and 6 inch, per 100 lengths 7 64 7 91
7 inch 8 18
Nestable, discount, 40 per cent.

STOVEPIPE ELBOWS.

5 and 6-inch, common per doz. 1 32
7-inch " 1 48
Polished, 15c per dozen extra.

THERMOMETERS.

Tin case and dairy, 75 to 75 and 10 per cent.

TINNERS' SNIPS.

Per doz. 3 00 15 00
Claus, discount 35 per cent.

TINNERS' TRIMMINGS.

Discount, 45 per cent.

WIRE.

ANNEALED CUT HAY BAILING WIRE.

No. 12 and 13, \$4; No. 13½, \$4.10;
No. 14, \$4.25; No. 15, \$4.50; in lengths 6' to 11', 25 per cent.; other lengths 20c. per 100 lbs. extra; if eye or loop on end add 25c. per 100 lbs. to the above.

BRIGHT WIRE GOODS.

Discount 50 per cent.

CLOTHES LINE WIRE.

No. 7 wire solid line, No. 17, \$4.90; No. 18, \$3.00; No. 19, \$2.70; 6 wire solid line, No. 17, \$4.45; No. 18, \$3.10; No. 19, \$2.89. All prices per 1000 ft. measure; 6 strand, No. 18, \$2.60; No. 19, \$2.90. F.O.B. Hamilton, Toronto, Montreal.

OILED SPRING WIRE.

High Carbon, No. 9, \$2.95; No. 11, \$3.50; No. 12, \$3.20.

COPPER AND BRASS WIRE.

Discount 50 per cent.

FINE STEEL WIRE.

Discount 25 per cent. List of extras -
In 100-lb. lots: No. 17, \$5 - No. 18, \$5.50 - No. 19, \$6 - No. 20, \$6.65 - No. 21, \$7.1 - No. 22, \$7.30 - No. 23, \$7.65 - No. 24, \$8 - No. 25, \$9 No. 26, \$9.50 - No. 27, \$10 - No. 28, \$11 - No. 29, \$12 - No. 30, \$13 - No. 31, \$14 - No. 32, \$15 - No. 33, \$16 - No. 34, \$17. Extras net-tinned wire, Nos. 17-25 \$2 - Nos. 26-31, \$4 - Nos. 32-34, \$6. Coppered, 75c.-oiling, 10c.-in 25-lb. bundles, 15c.-in 5 and 10-lb. bundles, 25c.-in 1-lb. hanks, 50c.-in 1-lb. hanks, 38c.-in 1-lb. hanks, 50c.-packed in casks or cases, 15c.-bagging or papering, 10c

FENCE STAPLES.

Bright. 2 80 Galvanized 3 20
HAY WIRE IN COILS.

No. 13, \$2.70; No. 14, \$2.80; No. 15, \$2.95; f.o.b., Montreal.

GALVANIZED WIRE.

Per 100 lb. - Nos. 4 and 5, \$3.95 - Nos. 6, 7, 8, \$3.40 - No. 9, \$2.90 - No. 10, \$3.45 - No. 11, \$3.50 - No. 12, \$3.05 - No. 13, \$3.15 - No. 14, \$4.00. Base sizes, Nos. 6 to 9, \$2.35 f.o.b. Cleveland in car lots. List for cut and straightened wire per 100 lbs. Extras for cutting.

LIGHT STRAIGHTENED WIRE.

Gauge No. Over 20 in. 10 to 20 in. 5 to 10 in.
0 to 5 \$0.50 \$0.75 \$1.25
6 to 9 0.75 1.25 2.00
10 to 11 1.00 1.75 2.50
12 to 14 1.50 2.25 3.50
15 to 16 2.00 3.00 4.50

SMOOTH STEEL WIRE.

No. 0-9 gauge, \$2.40; No. 10 gauge, 6c extra; No. 11 gauge, 12c. extra; No. 12 gauge, 20c. extra; No. 13 gauge, 30c. extra No. 14 gauge, 40c. extra; No. 15 gauge, 55c. extra; No. 16 gauge, 70c. extra. Add 60c. for coppering and \$2 for tinning.
Extra net per 100 lb. - Oiled wire 10c.; spring wire \$1.25, bright soft drawn 15c., charcoal (extra quality) \$1.25, packed in casks or cases 15c., bagging and papering 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb. hanks, 50c., in 1-lb. hanks 75c., in 1-lb. hanks \$1.

POULTRY NETTING.
2-in. mesh, 19 w.g., 60 and 5 p.c. off. Other sizes, 60 and 5 p.c. off.

WIRE CLOTH.
Painted Screen, in 100-ft. rolls, \$1.70, per 100 sq. ft.; in 50-ft. rolls, \$1.75, per 100 sq. ft.

WIRE FENCING.
Galvanized barb 3 00
Galvanized, plain twist 3 35
Galvanized barb, f.o.b. Cleveland, \$2.75 for small lots and \$2.60 for carlots.

WIRE ROPE.
Galvanized, 1st grade, 6 strands, 24 wires, ½, \$5; 1 inch \$16.80.
Black, 1st grade, 6 strands, 19 wires, ½, \$5 1 inch \$15.10. Per 100 feet f.o.b. Toronto

WROUGHT STAPLES.
Galvanized 2 75
Plain 2 50

Coopers, 45 per cent.
Poultry netting staples, 40 per cent.
Bright appear point, 75 per cent.

WOODENWARE.

BROOMS.
Boeck's 4 string 2 55 3 40
Nelson's 2 25 3 65
" bamboo 2 95 3 95

CHURNS.
No. 0, \$9; No. 1, \$9; No. 2, \$10; No. 3, \$11; No. 4, \$13; No. 5, \$16; f.o.b. Toronto Hamilton, London and St. Marys, 30 and 30 per cent.; f.o.b. Ottawa, Kingston and Montreal, 40 and 15 per cent.

CLOTHES PINS.
Cane's, 5 gross loose, per case 0 60
" 4 " packages, per case 0 70

CLOTHES REELS.
Davis Clothes Reels, 40 per cent.

FIBRE WARE.
Star pails, per doz. \$ 3 00
0 Tubs, " 14 00
1 " 12 00
2 " 10 00
3 " 8 50

ICE CREAM FREEZERS.
White Mountain, 50 p.c.

LADDERS, EXTENSION.
3 to 6 feet, 12c. per foot; 7 to 10 ft., 13c.
Wagoner Extension Ladders, 40 per cent.

MOPS AND IRONING BOARDS.
" Best " and " 900 " mops 1 25
Folding ironing boards 12 00 16 50

REFRIGERATORS
Discount, 40 to 50 per cent.

SCREEN DOORS.
Common doors, 2 or 3 panel, walnut stained, 4-in. style per doz. 8 00

Common doors, 2 or 3 panel, grained only, 4-in. style per doz. 8 30

Common doors, 2 or 3 panel, light stair per doz. 10 55

WASHBOARDS.

Cane's, per doz. 1 10 3 35

WASHING MACHINES.
Round, re-acting per doz. 60 00
Square 63 00
Eclipse, per doz 54 00
Dowdell " 39 00
New Century, per doz 75 00
Daisy 54 00
Stephenson 74 00

WOODEN PAILS.
Cane's wire hoop, 2-hoop 1 99
" 3-hoop 2 66

WOODEN TUBS.

Cane's wire hoop, per doz., No. 0, \$11; No. 1 \$9; No. 2, \$7.50; No. 3, \$6.50.

WRINGERS.

Royal Canadian, 11 in., per doz. 35 00
Royal American, 11 in. 35 00
Eze, 10 in., per doz 36 75

MISCELLANEOUS

AXLE GREASE.
Ordinary, per gross 6 00 7 00
Best quality 10 00 12 00

BELTING.
Extra, 60 per cent.
Standard, 60 and 10 per cent.
No. 1, not wider than 6 in., 60, 10 and 10 p.c.
Agricultural, not wider than 4 in., 75 per cent.
Lace leather, per side, 75c.; cut laces, 80c.

BOOT CALKS.
Small and medium, ball per M 2 25
Small heel 4 50

CARPET STRETCHERS.
American per doz. 1 00 1 50
Bullard's 6 50

CASTORS.
Bed, new list, 55 to 57½ per cent
Plate, discount 52½ to 57½ per cent

PULLEYS.
Hothouse per doz. 0 55 1 00
Axle 0 22 0 33
Screw 0 22 1 00
Awning 0 35 2 50

PUMPS.
Canadian cistern 1 40 3 00
Canadian pitcher spout 1 80 3 16
Berg's wing pump, 75 per cent.

ROPE AND TWINE.
Sisal 0 10
Pure Manila 0 13½
" British " Manila 0 11
Cotton, 3-16 inch and larger 0 21 0 23
" 5-32 inch 0 25 0 27
" 1 inch 0 25 0 28
Russia Deep Sea 0 16
Jute 0 09
Lath Yarn, single 0 09
" double 0 10
Sisal bed cord, 48 feet per doz. 0 45
" 60 feet 0 30
" 72 feet 0 95

Twine.
Bag, Russian twine, per lb. 0 27
Wrapping, cotton, 4-ply 0 25
" 4-ply 0 29
Mattress twine per lb. 0 33 0 45
Staging " 60 feet 0 27 0 35

BINDER TWINE.
500 feet, sisal 0 08½
500 " standard 0 08
550 " " manilla 0 09½
600 " " 0 11½
650 " " 0 13
Car lots, 1c. less; 5-ton lots, 1c. less.
Central delivery.

SCALES.
Gurney Standard, 35; Champion, 45 p.c.
Burrow, Stewart, Milne, Imperial
Standard, 35; Weigh Beams, 35; Champion
Scales, 45.
Fairbanks Standard, 30; Dominion, 50
Richelieu, 50.
Warren new Standard, 35; Champion, 45
Weigh Beams, 30.

STONES-OIL AND SOTTER.
Washta per lb. 0 25 0 37
Hindostan 0 06 0 10
" slip 0 18 0 30
" Axo 0 16
Deer Creek 0 10
Deerliok 0 25
" Axo 0 15
Lily white 0 45
Arkansas 1 00
Water-of-Ayr 1 10
Boyle's per gross 2 50 5 00
Grind, 40 to 200 lb., per ton 30 00 36 00
" under 40 lb., " 34 00
" 200 lb. and over 28 00

Do not confuse our roofing with the ordinary tar paper kind, for Brantford roofing is a distinctly superior article. The basis is pure wool felt completely saturated with asphalt. Waterproof, fireproof, acidproof. A roofing that you can recommend with confidence to your trade. Sell on sight. Samples free. Our prices are right.

No. 1 "Asphalt" 60 lbs.
No. 2 " " 70 lbs.
No. 3 " " 80 lbs.
per 100 square feet

No. 1 "Rubber" 32 lbs.
No. 2 " " 42 lbs.
No. 3 " " 52 lbs.
per 100 square feet

Put up in rolls 32 in. wide, protected by our patent ends. Nails and cement are in the core of each roll—ready to lay.



Brantford Roofing Co. Limited

Brantford, Canada

SELLING AGENTS:

Chas. A. Sullivan	P.O. Box 1053, Montreal
General Supply Co. of Canada, Limited	219-221 Bank Street, Ottawa
	147 Bannatyne Avenue East, Winnipeg, Man.
J. S. Mitchell & Co.	Sherbrooke, Que.
Fleck Bros., Limited	Vancouver, B.C.
Imperial Export Co.	Toronto, Ont.

THE NEW GALT SHINGLE



THE GALT ART METAL CO., Ltd., Galt, Ontario



"Brilliant" Lamp

We Would Like to Sell You

a case lot of

"Brilliant"

or

"Shelby" Lamps

PRICES RIGHT
QUALITY RIGHT

Every Lamp carefully tested, and guaranteed to give full rated Candle Power at the voltage for which it is labelled.

Write for Catalogue No. 11 showing our complete line.

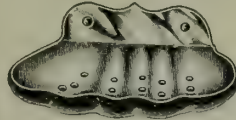
Ontario Lantern & Lamp Co.,

HAMILTON, ONT.

Limited

You Can Sell More Goods

if you have things which tickle the public fancy.
For instance: the up-to-date pleasing designs, the sound quality and the high grade finish of



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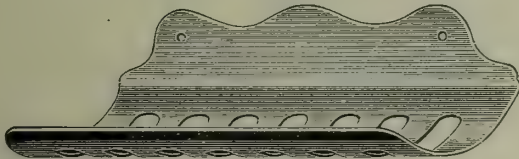
BATH ROOM FITTINGS

make them instantaneous sellers wherever they are properly shown.

Send for Our Catalog.

FORSYTH MFG. CO.

BUFFALO, N.Y.



What's in a Name?

Our name and trade mark, the gothic letter "C," on a box of Horse Shoe Nails, is a guarantee assuring you of the results of over forty years' experience. It means the best Material, Process or Designs. ¶ Standard prices to Horseshoers throughout Canada with a fair profit to the dealer. If interested, write us to-day.

Canada Horse Nail Company, Montreal

THE WANT AD.

The want ad. has grown from a little used force in business life, into one of the great necessities of the present day.

Business men nowadays turn to the "want ad." as a matter of course for a hundred small services.

The want ad. gets work for workers and workers for work.

It gets clerks for employers and finds employers for clerks. It brings together buyer and seller, and enables them to do business, though they may be thousands of miles apart.

The "want ad." is the great force in the small affairs and incidents of daily life.

ESTABLISHED 1850.

JOHN HASSALL, INC.,

RIVETS,

ESCUTCHEON PINS,

SPECIAL WIRE NAILS.

OFFICE, 183 LAFAYETTE ST., NEW YORK
WORKS, CLAY AND OAKLAND STS., BROOKLYN

IN ALL METALS.

Do You Want to Buy or Sell?

The Condensed Ads. in Hardware and Metal bring results. Two cents a word first insertion, one cent a word each subsequent insertion.

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Binder Twine. Consumers' Cordage Co., Montreal.	Carriage Springs and Axles. Guelph Spring and Axle Co., Guelph.	Engines, Supplies, etc. Kerr Engine Co., Walkerville, Ont.	Sharratt & Newth, London, Eng.
Plymouth Cordage Co., N. Plymouth, Mass.	Cartridges. Dominion Cartridge Co., Montreal.	Eavetroughs. Thos. Davidson Mfg. Co., Montreal.	Shaw, A., & Son, London, Eng.
Boilers and Radiators. Taylor-Forbes Co., Guelph, Ont.	Cattle and Trace Chains. Greening, B. Wire Co., Hamilton.	Escutcheon Pins. Hassall, Jno., 183 Lafayette St., New York.	Glue. The Grove Chemical Co., Ltd.
Bolts. Brantford Screw Co., Brantford.	Chafing Dishes. Buffalo Mfg. Co., Buffalo, N.Y.	Eye Protectors. Chicago Eye Shield Co., Chicago, Ill.	Bridge, Wigan, Lanes, Eng.
Canada Screw Co., Hamilton.	Churns. Dowwell Mfg. Co., Hamilton.	Fencing—Woven Wire. Dominion Wire Mfg. Co., Montreal.	Hammocks. Nelson, H. W., & Co., Ltd., Toronto.
Montreal Rolling Mills, Montreal.	Clippers—All Kinds. American Shearer Mfg. Co., Nashua, N.H.	McGregor-Banwell Fence Co., Ltd., Walkerville.	Palmer, I. E., Co., Middletown, Conn.
Box Strap. J. N. Warminster, Montreal.	Clothes Reels and Lines. Hamilton Cotton Co., Hamilton.	Montreal Rolling Mills, Montreal.	Handles. Still, J. H., Mfg. Co.
Brass Goods. Kerr Engine Co., Walkerville, Ont.	Clutch Nails. J. N. Warminster, Montreal.	Banwell Hoxie Wire Fence Co., Hamilton.	Hardware Specialties. Schuchardt & Schutte, 91 Youville Sq., Montreal.
Lewis, Rice, & Son, Toronto.	Coal Chutes. Manitoba Iron Works, Winnipeg, Man.	Files and Rasps. Barnett Co., G. & H., Philadelphia, Pa.	Harvest Tools. Maple Leaf Harvest Tool Co., Tillsonburg, Ont.
Morrison, Jas., Brass Mfg. Co., Toronto.	Cold Rolled Strip Steel. The Morris & Bailey Steel Co., Pittsburgh, Pa.	Firearms and Ammunition. Hamilton Rifle Co., Plymouth, Mich.	Hinges. Standard Mfg. Co., Shelby, Ohio.
Bronze Powders. Canadian Bronze Powder Works, Montreal.	Counter Check Books. Carter-Crume Co., Toronto.	Harrington & Richardson Arms Co., Worcester, Mass.	The Stanley Works, New Britain, Conn.
Brushes. United Factories, Toronto.	Cordage. Consumers' Cordage Co., Montreal.	Johnson's, Iver, Arms and Cycle Works Fitchburg, Mass.	Hockey Sticks. Still, J. H. Mfg. Co., St. Thomas.
Brooms. Nelson, H. W., & Co., Ltd., Toronto	Cork Screws. Erie Specialty Co., Erie, Pa.	Hopkins & Allen Co., Norwich, Conn.	Salyards, E. B., Preston, Ont.
Burners. Ontario Lantern and Lamp Co., Hamilton, Ont.	Cow Ties. Greening, B., Wire Co., Hamilton	Roper, J. H., Montreal, Que.	Hoop Iron. Frothingham & Workman, Ltd., Montreal.
Builders' Tools and Supplies. Canada Wire Goods Mfg. Co., Hamilton.	Cuspidors. Buffalo Mfg. Co., Buffalo, N.Y.	Marlin Firearms Co., New Haven, Conn.	Montreal Rolling Mills Co., Montreal.
Caverhill, Learmont & Co., Montreal.	Cutlery—Razors, Scissors, etc. Birkett, Thos., & Son Co., Ottawa.	Fire Escapes. Manitoba Iron Works, Winnipeg, Man.	Montreal Rolling Mills, Montreal.
Covert Mfg. Co., West Troy, N.Y.		Fishing Tackle. Enterprise Mfg. Co., Akron, Ohio	Opawell Horse Nail Co., Toronto.
Frothingham & Workman, Ltd., Montreal.		Food Choppers. Enterprise Mfg. Co., Philadelphia, Pa.	Toronto & Belleville Rolling Mill Belleville.
		Lampplough, F. W., & Co., Montreal.	Hot Water Boilers and Radiators. Pease Foundry Co., Toronto.

HARDWARE AND METAL

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North Bros. Mfg. Co., Philadelphia, Pa.

Injectors—Automatic.

Morrison, Jas., Brass Mfg. Co., Toronto.

Penberthy Injector Co., Windsor, Ont.

Iron Pipe.

Montreal Rolling Mills, Montreal.

Iron Pumps.

Lamplough, F. W., & Co., Montreal.

McDougall, R., Co., Galt, Ont.

Jacks.

Covert Mfg. Co., Troy, N. Y.

Lanterns.

Thos. Davidson Mfg. Co., Montreal

Ontario Lantern and Lamp Co., Hamilton, Ont.

Kemp Mfg. Co., Toronto.

Wright, E. T., & Co., Hamilton.

Lawn Mowers.

Maxwell, D., & Sons, St. Mary's, Ont.

Taylor, Forbes Co., Guelph.

Locks, Knobs, Escutcheons, etc.

Peterborough Lock Mfg. Co., Peterborough, Ont.

National Hardware Co., Orillia, Ont.

Lumbering Tools.

Pink, Thos., & Co., Pembroke, Ont.

Manufacturers' Agents.

Fox, C. H., Vancouver.

McIntosh, H. F., & Co., Toronto.

Gibb, Alexander, Montreal.

Metals.

Abbott, Wm., Montreal.

Canada Iron Furnace Co., Midland, Ont.

Canada Metal Co., Toronto.

Caverhill, Learmont & Co., Montreal

Frothingham & Workman Ltd., Montreal

Gibb, Alexander, Montreal.

Kemp Mfg. Co., Toronto.

Leslie, A. C., & Co., Montreal.

Lysaght, John, Bristol, Eng.

Nova Scotia Steel and Coal Co., New Glasgow, N.S.

Robertson, Jas., Co., Montreal

Roper, J. H., Montreal.

Samuel, Benjamin & Co., Toronto.

Stairs, Son & Morrow, Halifax, N.S.

Thompson, B. & S. H. & Co., Montreal.

Metal Lath.

Canada Wire Goods Mfg. Co., Hamilton

Galt Art Metal Co., Galt.

Metallio Roofing Co., Toronto.

Metal Shingle & Siding Co., Preston, Ont.

Metal Polish, Emery Cloth, etc.

Oakey, John, & Sons, London, Eng.

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White Mop Wringer Co., Fultonville, N. Y.

Nails Wire

Canada Screw Co., Hamilton, Ont.

Dominion Wire Mfg. Co., Montreal.

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Montreal Rolling Mills, Montreal

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Kemp Mfg. Co., Toronto, Ont.

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Maple City Mfg Co., Monmouth, Ill.

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Dennis Wire & Iron Co., London, Ont.

Canadian Ornamental Iron Co., Toronto

Manitoba Iron Works, Winnipeg, Man.

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Gutta Percha & Rubber Co., Toronto

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Ramsay & Son, Montreal.

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Hanover Portland Cement Co., Hanover, Ont.

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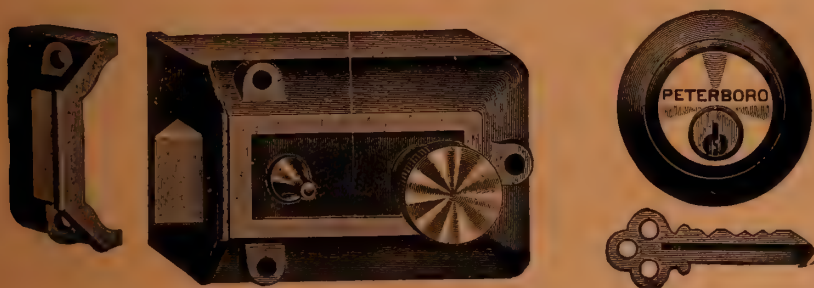
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Most firms dislike losing business. It usually means the customer is dissatisfied and that is a serious matter. We have just received a letter, however, which is an

EXCEPTION TO THE RULE

R. H. Tetlock, of Unionville, Ont., sent us the following advertisement :

FIRST-CLASS set of tinnerns' tools complete with benches, cheap if sold at once. For particulars write Box 54, Unionville

He instructed us to insert it four times. After three insertions he wrote us as follows, under date of Feb. 4, 1908 :

"Please discontinue my ad., 'Tinnerns' Tools for Sale,' as I have sold satisfactorily, through the assistance of your valuable paper."

The advertisement cost 80 cents for the three insertions.

Surely it was a good investment.

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LONDON, ENG., 88 Fleet St., E.C.

VOL. XX.

PUBLICATION OFFICE: TORONTO, AUGUST 22, 1908

NO. 34.

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IMPROVED
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CUTLERY RAZORS SCISSORS

For Sale by leading Wholesale Hardware Houses



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In ordinary hot water boilers there is one clean-out door by means of which soot is scraped from the surface of the boiler. When that door is open, cold air gets in and cools the water. But in the

SOVEREIGN BOILER

There Are Four Small Clean-Out Doors

When cleaning the boiler surface of a Sovereign, one of these small doors may be opened at a time, so that not enough cold air can enter to make any difference. There are many other points explained in our free booklet. Write for a copy.

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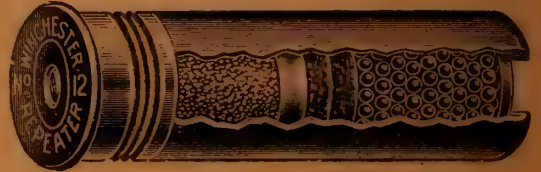
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All Modern Repeating Rifles



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THE White Mop Wringer



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The "White" wrings
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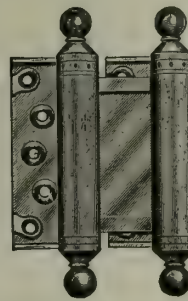
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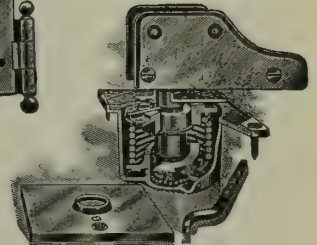
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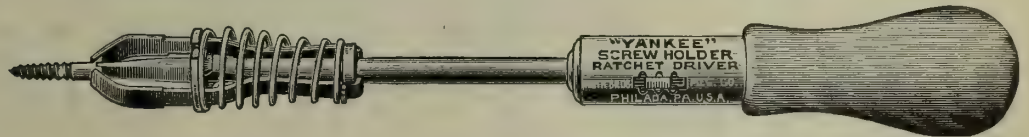


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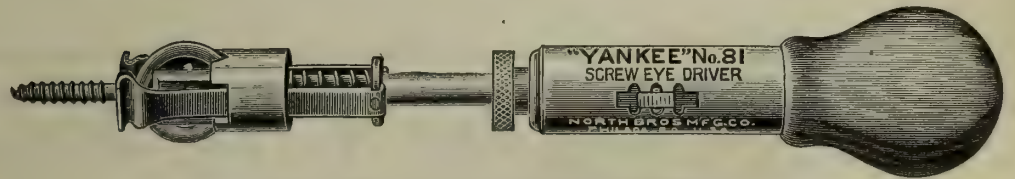
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SOME NEW STYLES—HAVE YOU SEEN THEM?

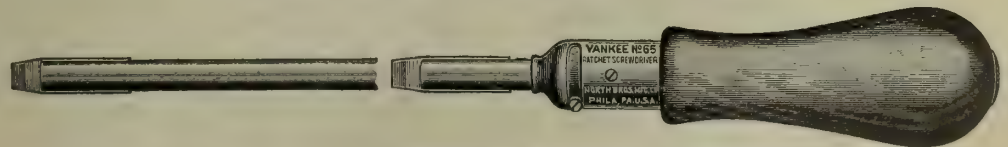
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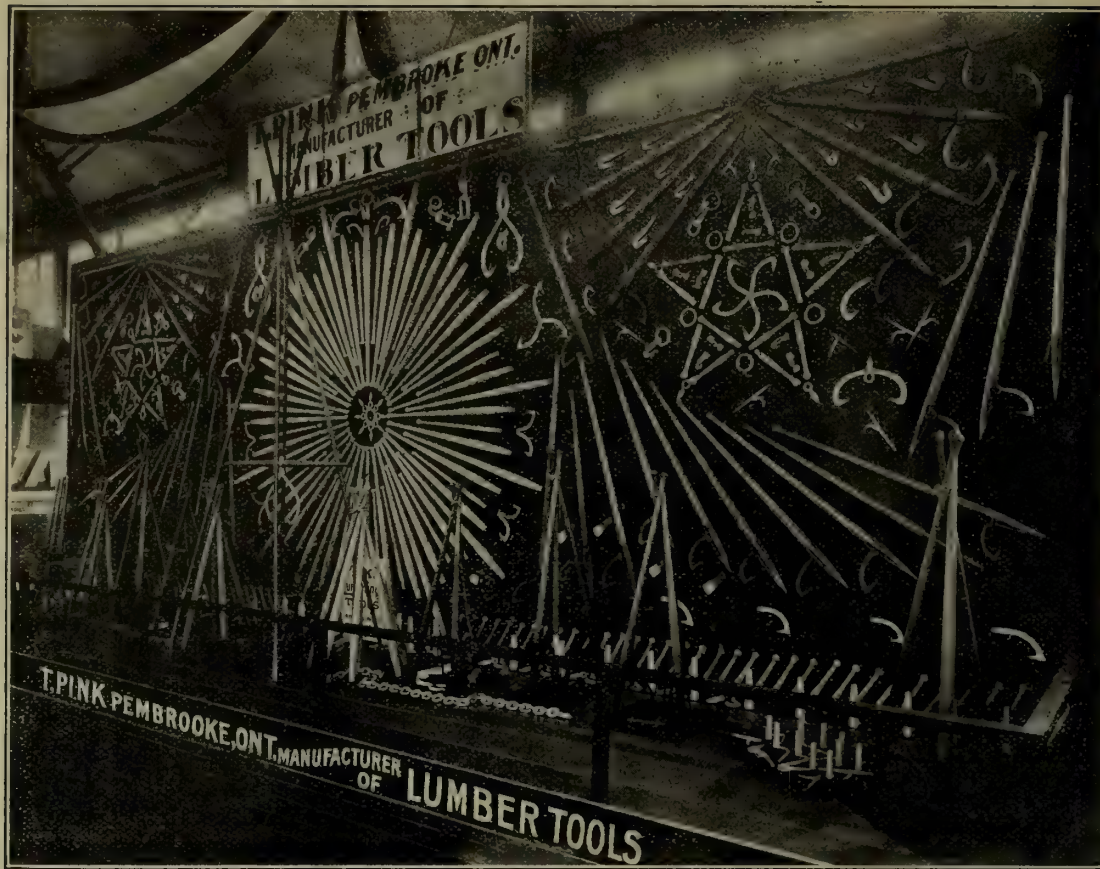


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This is what it should be.

They are equally as good in every respect as ANY make. They are **MADE IN CANADA**, and they are sold for considerably less money.

If you want Metallic Ammunition or Loaded Shells, specify **DOMINION BRAND**. You will get the best at the lowest prices.

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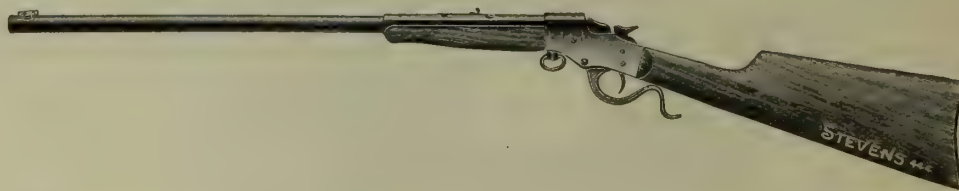
Stevens Rifles



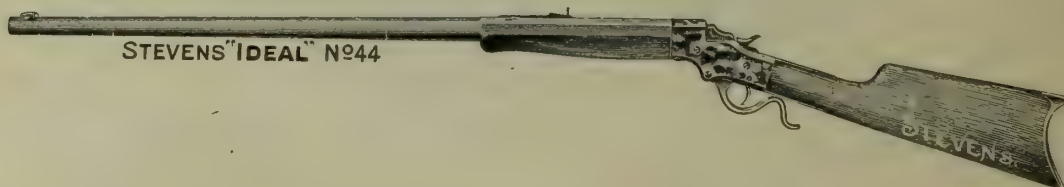
No. 14—Little Scout, Chambered for 22 R.F. Cartridges.



No. 16—Crack Shot, Chambered for 22 or 32 R.F. Cartridges.



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If you want a rifle write for our prices and catalogue.

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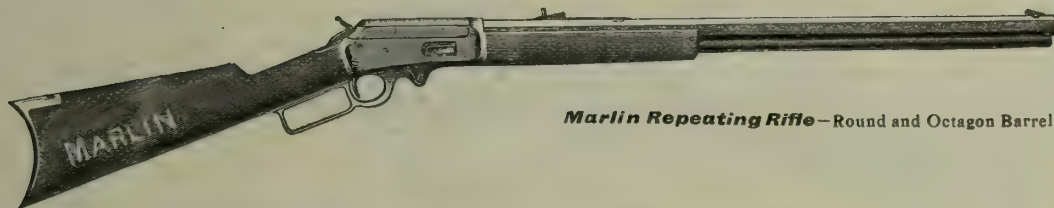


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STEVENS "IDEAL" No. 44 .

Stevens Single Shot Rifles



Marlin Repeating Rifle—Round and Octagon Barrel



Winchester Self Loading Rifle
This gun that shoots through Steel.



Winchester Repeating Rifles
Round and Octagon Barrels.



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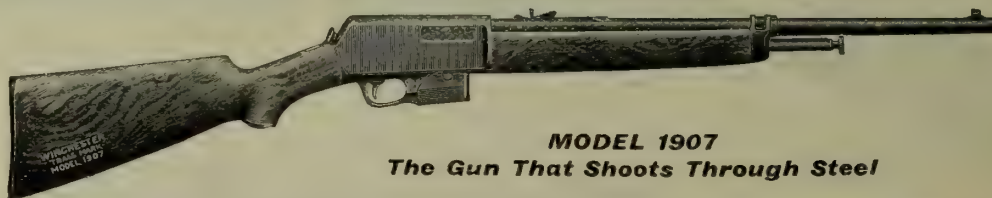
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Rifles For All Kinds of Hunting

Winchester Repeating Rifles shoot as accurately and work as surely in the hot and cold climate as they do in the temperate zone. For this reason, well-posted sportsmen, when leaving the beaten trails in search of rare game, always carry a Winchester in preference to any other rifle.

A Complete Winchester Arms Co. Catalogue Mailed on Request



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The Gun That Shoots Through Steel

No. 95 351 C.F. High Power Self-Loading Winchester Rifle has a round nickel-steel barrel, sporting front and rear sights, plain trigger, plain walnut pistol-grip stock and fore-arm, not checked, rubber butt-plate, stock 13 $\frac{7}{8}$ in. long, 1 $\frac{3}{4}$ in. drop at comb, 2 $\frac{3}{4}$ in. drop at heel, length over all, 38 in. At a standard testing distance of 15 feet, this rifle will penetrate $\frac{1}{4}$ in. steel plate, or twenty-six $\frac{7}{8}$ in. dry pine boards.



MODEL 1903

Automatic Repeating Rifle—10 Shots

The Winchester Model 1903 is a ten-shot, automatic, hammerless, take-down rifle. It uses a .22 calibre Winchester automatic cartridge. The rifle can be shot as fast as the trigger can be pulled, also can be carried with the hammer at full cock when loaded.

See our general Catalogue for many other styles and makes.

Ask Our Traveller to Quote, or Write us Direct



FROTHINGHAM & WORKMAN, Ltd.

WHOLESALE HARDWARE AND IRON MERCHANTS

MONTREAL, - CANADA



Kynoch Limited

manufacture the shells, the wadding, the paper and the powder used in their shells and cartridges. All these components are made under the careful supervision of qualified experts—hence the unfailing regularity and high quality of Kynoch Ammunition.

Kynoch Metallic Cartridges and Loaded Shells are packed in strong cardboard boxes attractively labelled, with full de-



scription of cartridges and of the rifle or revolver for which they are adapted. Rifle cartridges are packed in boxes of 20, as illustrated. Revolver and rifle sizes in boxes of 50. Shotgun shells in boxes of 25.

We keep a large stock of all the calibres and gauges of Kynoch Ammunition called for in any part of Canada.

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By name and by fame because the goods will wear.

¶ Large dealers' catalog sent upon request.

¶ Also copy of the "Novel," a booklet of fiction and fact.
Have you read it ? It's complimentary.

Novelty Manufacturing Co.

Waterbury, - Connecticut

Makers of Niagara Spray and Metal Novelties for the Trade.

The Dealer's Protection



URING this age of TRUSTS, MAIL ORDER HOUSES, CHEAP COMPETITION, etc., the Implement Dealer wants PROTECTION. Are you getting it? If not, you are doing yourself an injustice. You are not only doing yourself an injustice, you are lowering the prestige and dignity of the reliable dealer who realizes the commercial value of honest methods and honest goods.

Is there any REASON (not excuse) why you should not increase your business, increase your profits and rid yourself of the petty and unprofitable annoyances which must attend you as long as you continue trying to sell the wrong line? If you think you have one, tell it to us, it may mean money in your pockets.

No proof is necessary to convince you that never before was there such a demand for small gasoline engines. Neither do you, for a moment, doubt that there will be far more gasoline engines sold during 1908 than during any previous year.

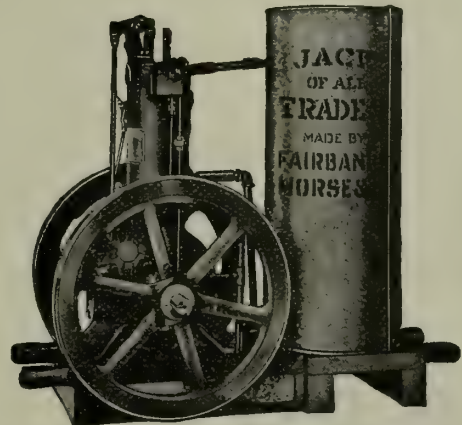
Can you *afford* to let the other fellow pocket the profits? Not for a minute!

Do you wish to keep out of the engine business? *By no means*, providing you appreciate the opportunities which are yours.

Can you *avoid* selling gasoline engines? Not if you wish to be up-to-date.

Every farmer in your vicinity is a possible customer for a gasoline engine. They are used to furnish power for sawing wood, threshing, pumping water, running the dairy, electric light plants, etc., etc.

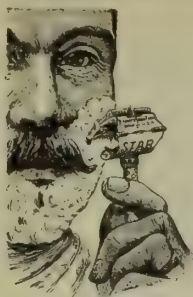
Write to-day for our agency proposition. Cut out this advertisement and send it to us for details.



This type of Engine, "The Jack of All Trades," is made in 2, 3, 4 and 6 H.P. sizes, and can be arranged to operate on Gasoline, Gas, Kerosene, Alcohol or Crude Oil.

THE CANADIAN FAIRBANKS CO., LTD.
MONTREAL

Toronto St. John Winnipeg Calgary Vancouver
Canada's Largest Gasoline Engine Builders



Star Safety Razor

(The Pioneer)

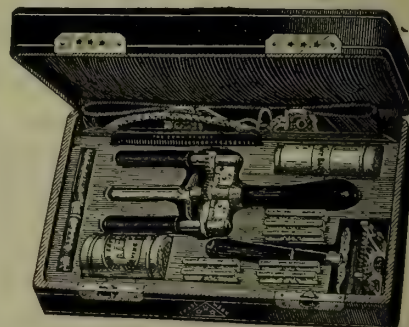
is conceded by practical cutlers, and millions of users to be the best Safety Shaving device in the world. It is in a class by itself, being the only Safety Razor having an extremely keen blade that is made from double refined Sheffield steel that will last for years with practically no expense. It will pay dealers to stock Star Safety Razors, for with every sale they make a friend and customer. Why? Because they are giving value for money invested and selling an article that will positively give satisfactory results. (Over seven million have been sold in the past thirty years.)

Write for catalogue and export quotations.

Canadian Representative:

W. R. B. LESLIE
6 St. Sacrament St.,
Montreal, Canada.

KAMPFE BROTHERS, Mfrs.,
8-10-12 Reade St.,
New York City, N.Y.



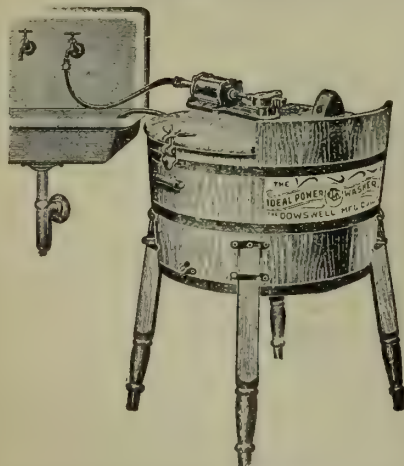
A PAIR OF MODERN LABOR SAVERS

The machine that runs itself

Their Equal Not Made Yet.

and

The next thing to it



Perfectly Simple and Simply Perfect

The Leaders of a trade winning line of up-to-date and exclusive styles of Washing Machines, Wringers and Churns, of National Reputation, Undisputed Popularity and Superior Quality, that have been extensively advertised and a demand created.

DEALERS

This line is a powerful asset and one you cannot well afford to overlook.

The Dowsell Mfg. Co. Ltd.

HAMILTON, - ONT.

W. L. Haldimand & Son, 36 St. Dizier St., Montreal, Que.
Eastern Agents.



New Century Style "B"

The Toronto Plate Glass Importing Co., Limited

(HILL & RUTHERFORD, Managing Directors.)

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR AND
ORNAMENTED GLASS.

Works: Don Speedway, also Victoria St.,

TORONTO

DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines. These enquiries come from Wholesalers, Manufacturers and Retail Dealers, who usually intimate they have looked through Hardware and Metal, but cannot find any firm advertising the line in question. In the majority of cases these firms are anxious to secure the information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay them to advertise in larger space.

BUYER'S GUIDE

Canada's Manufacturers Industrial Blue Book

1909—SUBSCRIPTION ONLY—1909

THE MANUFACTURERS' LIST CO.,
Publishers
MONTREAL and TORONTO

CEMENT.

The Hanover Portland Cement Co.,
Limited,
HANOVER, ONTARIO
Manufacturers of the celebrated
"Saugeen Brand"
OF PORTLAND CEMENT.
Prices on application. Prompt shipment.

CLIPPERS.

PRIEST'S CLIPPERS
Largest Variety,
Tollit, Hand, Electric Power
ARE THE BEST.
Highest Quality Grooming and
Sheep-Shearing Machines.
WE MAKE THEM.
SEND FOR CATALOGUE TO
American Shearer Mfg. Co., Nashua, N.H., U.S.A.
Wiebusch & Hilger, Limited, special New York
representatives, 106-110 Lafayette Street.



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WHEN YOU VISIT THE EXHIBITION
please call on us.

THE CARTER-CRUME COMPANY, Limited
445-447 King St. W., Toronto, Ont.

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FEED COOKERS

A good line to handle.
Write us for full particulars
and prices.

James & Reid, Perth, Ont.

FLOOR SPRINGS.

The Best Door Closer is . . .
NEWMAN'S INVINCIBLE FLOOR SPRING
Will close a door silently against any pressure of
wind. Has many working advantages over the ordinary
spring, and has twice the wear. In use throughout
Great Britain and the Colonies. Gives perfect
satisfaction. Made only by
W. NEWMAN & SONS,
Hospital St. Birmingham

GALVANIZING.

GALVANIZING
Work and Prices Right
ONTARIO WIND ENGINE & PUMP
CO., Limited
Toronto, Ont.

GALVANIZING AND TINNING
The CANADA METAL CO.
Toronto, Ontario.

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Everybody ought to have one of our new
Charcoal Stoves. Costs one cent an hour to
run it. Also one of our new Bread Toasters.
Covers one, two, three or four burners on
your gas stove. Browns it quickly. No
odor from gas. Manufactured by
THE COLLINS MFG. CO., TORONTO

METAL STAMPING.

STEEL STAMPINGS

We design stampings to replace castings of all
kinds. Send sample for estimate.

ACME STAMPING and TOOL WORKS
HAMILTON, ONT.

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The **PARMENTER & BULLOCH CO., Ltd.**
GANANOQUE, ONT.

Iron and Copper Rivets, Iron and Copper Burrs,
Bifurcated and Tubular Rivets, Wire Nails,
Copper and Steel Boat and Canoe Nails,
Escutcheon Pins, Leather Shoe and Overshoe
Buckles, Bit Braces, Fellie Plates.

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Davey's Patent Windproof
Ship Signal Lamps

Ship, Yacht and Boat Fittings
of all kinds.

DAVEY & CO., 88 West India Dock
Road, LONDON, E., ENG.

SHELF BRACKETS.



Will Hold Up a Shelf

That's what a shelf bracket's for.
For this purpose there can be
NOTHING BETTER, NOTHING
CHEAPER than the **BRADLEY STEEL**
BRACKET. It is well Japanned, Strong and
Light. The saving on freight is a good profit
aside from the lower price at which the goods
are sold. Order direct or through your jobbers
Atlas Mfg. Co., New Haven.

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Steel Tanks
All Kinds
Stock Tanks
Steel Cheese
Vats, Thresh-
er's Tanks,
Water Troughs,
Feed Cookers,
Grain Boxes, Coal Chutes, Smokestacks.



THE
STEEL TROUGH and MACHINE CO. Limited
TWEED, ONT.

TOOLS.



ARMSTRONG CUTTING-OFF TOOLS
are correctly designed and the blades
are bevel rolled from special Self-
Hardening Steel. Straight and Offset
shaping. 7 sizes each. Write for Catalog

Armstrong Bros. Tool Co.
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VENTILATOR



My patent rotary ventilator is
backed by a guarantee. It is the
best ventilator on the market. Write
for particulars, handsome booklets
of testimonials and information
mailed free.

GEO. D. PEARSON & CO.

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Crescent Wire and Iron Works KINGSTON, ONT.

We have added a tinning plant, estimates
given on Tin Dipped Wire Goods, Refrigerator
Shelves, etc., also manufacturers of Wire Guards,
Fencing and Railings.

PARTRIDGE & SONS Proprietors

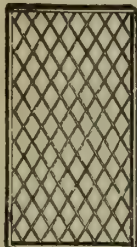
PARKER WIRE GOODS COMPANY

1 Assonet St., WORCESTER, MASS., U.S.A.
General and special Wire Hardware

Write us for prices

New York Office, - 107 Chambers St.

"If It's Made of Wire We Make It"



Let us quote you when in need of
**Wire Cloth, Coal and Gravel Screen-
ing, Window Guards, Spark
Guards and Grille Work.**

We are offering a splendid selling line of
**ORNAMENTAL FENCING AND GARDEN
BORDER**

Illustrated Price List on application.

**THE CANADA WIRE GOODS MFG. CO.,
HAMILTON, ONT.**

ENGLISH GLUES

Over fifty years' experience in the manufacture of
Glues, Gelatines, Size, Etc.

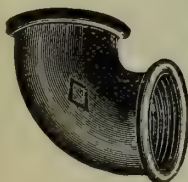
enables us to place on the market a line of the
products excelled by no one. Lists, etc., on
application.

The GROVE CHEMICAL CO., LTD.

ESTABLISHED 1856

Appley Bridge, Wigan, Lancs., England

DIAMOND BRAND FITTINGS



are the kind that gain for you the un-
qualified approval of steamfitters. No
pin-holes or burred threads. They
are simply perfect in material, thread-
ing and finish.

WHOLESALE ONLY

**OSHAWA STEAM & GAS FITTING CO., Limited
OSHAWA, CANADA**

Canadian General Electric Company Limited

14-16 KING STREET EAST

Montreal,
Halifax,
Ottawa,

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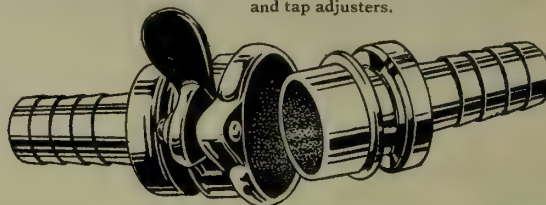
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**Electrical Apparatus of all Kinds.
Complete Electrical Installations
for all purposes.**

TIME SAVER HOSE COUPLER

The only hose coupling that makes a water-tight joint instan-
taneously. It does not cost any more than the old unsatisfactory
coupling, either. Made in all standard sizes of section couplings
and tap adjusters.



**The Time Saving Coupler Co., Limited
166 Bay Street - TORONTO**



Ford's Auger Bit

is an all round Bit, boring smoothly, and well
suited to the finest work. For many difficult
jobs it is the only tool that can be used. Give it
a trial, and afterwards you will sell only one line
of high-grade Bits, and that line will be Ford's.

**FORD AUGER BIT CO.,
108 Cabot Street, HOLYOKE, MASS., U.S.A.**

RODGERS' Cutlery & Plate

NONE GENUINE unless bearing the TRADE MARK:



**James Hutton & Company
Montreal**

Sole Agents for Canada.

BLACK JACK

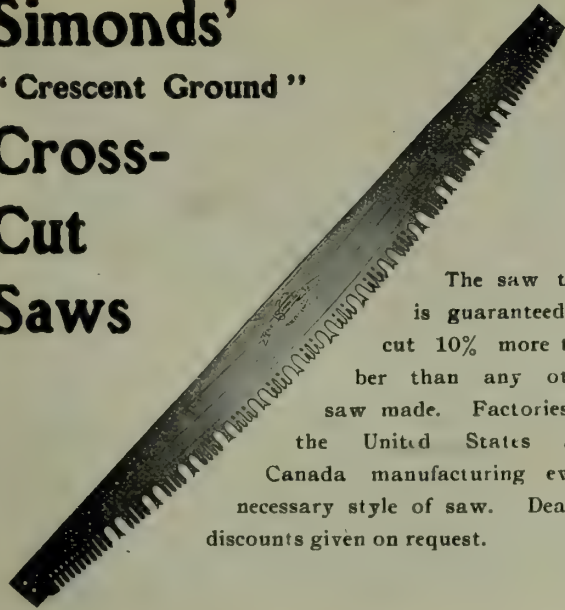
WILL BRING NEW CUSTOMERS TO YOUR STORE



TRY IT

**SOLD BY ALL
JOBBERs**

¼-lb. tins—3 doz. in case

Simonds'**"Crescent Ground"****Cross-Cut Saws**

The saw that is guaranteed to cut 10% more timber than any other saw made. Factories in the United States and Canada manufacturing every necessary style of saw. Dealers discounts given on request.

Simonds Canada Saw Co. LIMITED**Montreal, P.Q.****Toronto, Ont.****St. John, N.B.****Cider Mills and Presses**

Order now and be ready for the demand.

Circulars and prices will be sent by return mail.

Send us your enquiries for

**Drilling Machines, Forges, Wheelbarrows,
Washing Machines of All Kinds,
Butter Workers and Shipping Boxes,
Blacksmith's Machine Tools, Wagon Skelns**

The London Foundry Co., Ltd.
LONDON, CANADA

**Spear and Jackson Saws**

are high-grade and well advertised therefore good sellers.

Write for Prices, Showcards, etc., from any of the following firms:

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Messrs. Frothingham & Workman, Limited,	-	Montreal
St. Paul Street		
Messrs. Prudhomme & Fils -	-	Montreal
10 Rue de Bresoles		
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Mr. Auguste Couillard -	-	Montreal
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Rue St. Paul		
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Spear & Jackson, Limited

Etna Works, SHEFFIELD, England

DISSTON

SAWS

BACKED BY THE
DISSTON SAW WORKS
AND BY THE
DISSTON METHOD
of manufacturing

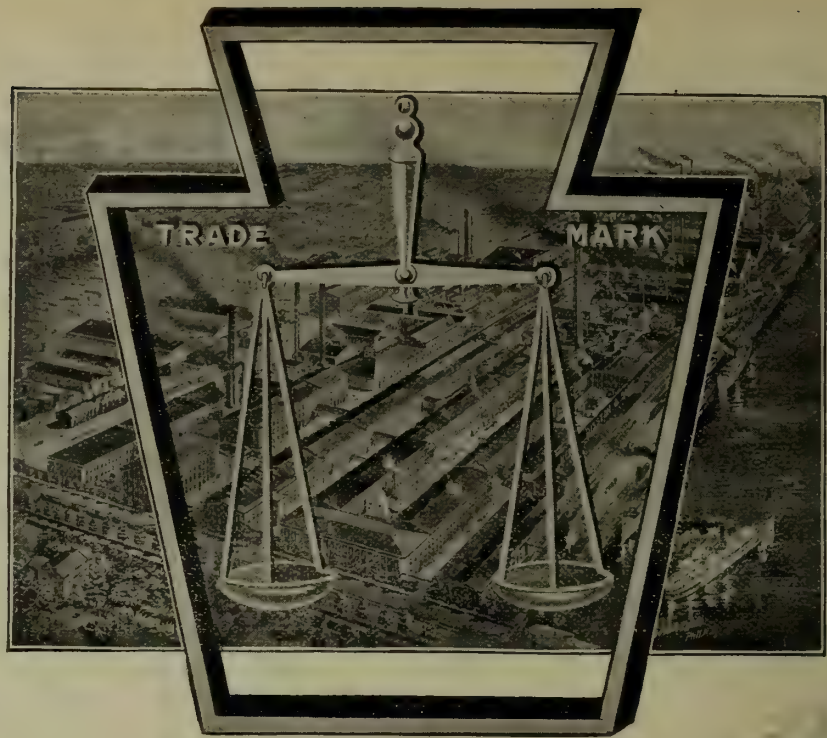
THIS BRAND

ON SAWS AND TOOLS

will continue to be recognized
in the future as in the past

SIXTY-EIGHT YEARS

as a guarantee of Highest
Quality and Efficiency.



HENRY DISSTON & SONS, Inc., Philadelphia, U.S.A.

Keystone Saw, Tool, Steel and File Works.

CANADIAN WORKS, 112 Adelaide Street East, TORONTO

*Satisfaction
Guaranteed*

A MARK OF QUALITY

*Prompt
Delivery*

LION

**Manila Rope
Transmission Rope
Yacht Rope
Bolt Rope**



**Sisal Rope
Lath Yarn
Shingle Yarn
Bale Rope**

CONSUMERS CORDAGE COMPANY, LIMITED

Mills: MONTREAL, QUE. HALIFAX, N.S.

Manufacturers of CORDAGE and TWINE of all descriptions,

From

Manila, Sisal Jute, Russian, Italian

AGENTS AND BRANCHES:

F. H. ANDREWS & SON,
Quebec, Que.

CONSUMERS CORDAGE CO., Limited,
St. John, N.B., Toronto, Ont.

MacGOWAN & CO.,
Vancouver, B.C.

TEES & PERSSE, Limited, Winnipeg, Calgary and Edmonton.

Complete Stocks at Halifax, St. John, Montreal, Toronto, Winnipeg, Vancouver



SIMONDS No. 8 1/2

This Saw is of the general style and shape which carpenters have been accustomed to using for years past. Has a carved apple handle with highly polished sides and edges, making a very pretty Saw. Holds its cutting edge and saws true. Its high quality and even temper are due to the fact that it is **Made of Simonds Steel**. Covered by the broadest Simonds warranty.

SIMONDS HAND SAWS

are good sellers. Dealers should send for 1907 Catalogue and discounts.

SIMONDS MANUFACTURING CO.

Fitchburg, Mass.

Branches Throughout The United States

CHILD'S SET

ATTRACTIVE HELENA PATTERN



This line will suit those of your customers who want a really useful set put up with plated steel knife.

THE McGLASHAN, CLARKE CO. Ltd.,
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AGENTS: J. MACKAY ROSE, 88 McGill Street, Montreal, Que.
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291 Portage Avenue, Winnipeg, Man.



SWASTIKA

LONG



LIFE

BABBITT

Best Babbitt Value in the World.

SWASTIKA LONG LIFE BABBITT

Will stand High Speed and Heavy Pressure, Grade High, Price Low. 25c. lb.
Liberal Discount to Trade.

Write for Booklet

The JAMES ROBERTSON Co., Ltd., 144 William St., Montreal

Energy is the only Capital

you need to invest in the **STRUCTURAL STEEL BUSINESS**. An energetic hardware-man is in a good position to find out what's doing locally in the building trade, and to pick up most of the orders for **STRUCTURAL STEEL**. Let us quote you prices on all you may need in this line. We'll make the prices close and give you any information about **STRUCTURAL STEEL** that may help you to close business.

Hamilton Bridge Works Co., Limited, **Hamilton**
ONTARIO



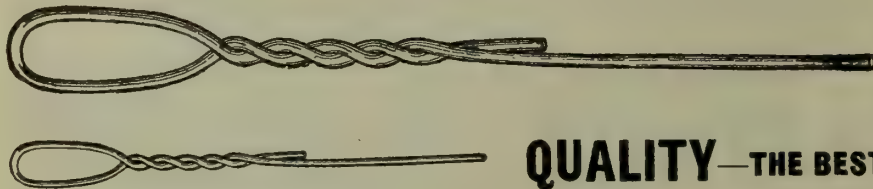
DOMINION WIRE MANUFACTURING CO.

LIMITED

MONTREAL AND TORONTO



Annealed Hay Baling Wire and Bale Ties



Cut to any desired length
with single loop.

QUALITY—THE BEST. SHIPMENTS—RIGHT

A COMMON SENSE TALK

AIR IS CHEAP. You do not pay rates for air like you do for water, yet a big fuss is made over the impurity of water and very often no thought is taken of the impurity of the air breathed from day to day and night to night.

Crowded rooms, whether in public places, schools, opera houses or factories, require ventilation as well as the private dwellings.

HOUSE BUILDING IS A SCIENCE NOWADAYS AND NO BUILDING IS COMPLETE WITHOUT ONE OF OUR AEOLIAN VENTILATORS.

THE VENTILATOR ITSELF IS AN ORNAMENT and can be made to suit the character of the building either as to size or as to quality of material.

Ottawa University

Ottawa, May 3rd, 1901.

Messrs. J. W. Harris Co., Limited, Montreal.

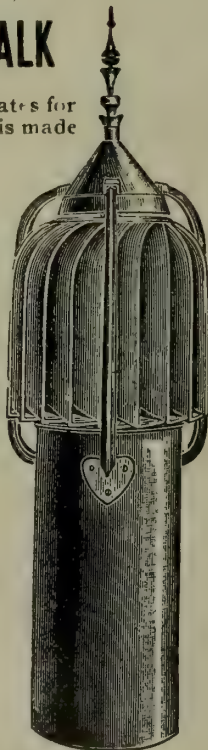
Dear Sirs:—Your "Aeolian" Ventilators placed on our University therefore have given us entire satisfaction,
BROTHER NORMAND

Dealers everywhere will find a double profit in handling this ventilator. Write direct for catalogue and booklet to-day.

Learn about our system of ventilating. A pleasure to send books.

The J. W. HARRIS CO., Limited

General Contractors and Manufacturers
MONTREAL



New Style H. & C. Side Wall Register.

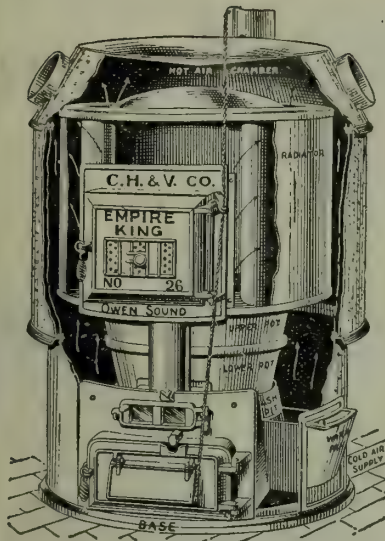
BE A LITTLE DIFFERENT

Don't use breakable cast iron registers because the other fellow does. Use H. & C. Wrought Steel Registers and see what a strong talking point they are.

HART & COOLEY CO.,

Booth St.,
New Britain, Ct.

Do You Believe That Time Is Money?



Being up-to-date, you probably do, so that you'll agree with anybody who tells you that any time you spend monkeying around a furnace you have sold and set up is **lost money** pure and simple, which is the very reason why so many up-to-date dealers handle the

EMPIRE KING FURNACE

It is so simple in construction, and has such few and perfectly snug fitting parts, that when you have once set it up it's there to stay. It doesn't need complaint because it **acts right** in every particular. It burns any kind of fuel except oil, and burns from the minimum of fuel. You ought to have our catalogue. May we send it to you?

Canadian Heating and Ventilating Company, Limited

OWEN SOUND, - ONT.

Selling Agents: Christie Bros. Co., Limited, 802 College Street, Toronto, Ont. Christie Bros. Co., Limited, cor. Henry and Park Sts., Winnipeg, Man. Abercrombie Hardware Co., Vancouver, B.C. The Can. Stove & Furniture Co., Montreal, Que.

LACKAWANNA FURNACE



BUILT LIKE AN ENGINE AND
WORKS AS PERFECTLY AS ONE

The **Lackawanna** is more easily sold than any other because men of judgment can appreciate its good points of superiority and can realize they will get the full value for their money.

A good horse will sell for more money than a poor one, so will the **Lackawanna**, because the value is there.

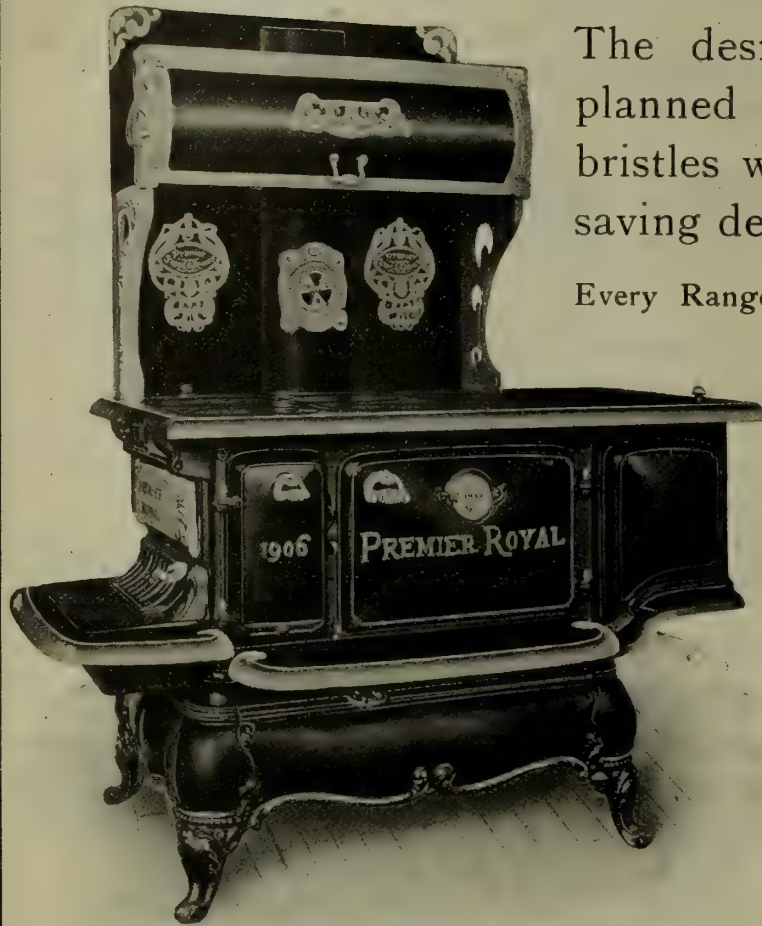
BUTTERWORTH & CO.
Limited

OTTAWA - ONT.

LACKAWANNA
A Very Powerful and Economical Furnace

Made in 5 sizes. 18½ in., 23 in., 26 in. and 30 in. firepot

Davidson's "Premier Royal" Cooking Range



The design is attractive and well-planned for convenience and fairly bristles with good points and labor-saving devices.

Every Range is fitted with these improvements :

Heat Indicator

Single Damper

Detachable Guard Rails

Ventilated Oven

Oven Door Pedal

Duplex Grate

Simmering Cover

Nickeled Towel Drier, etc., etc.

A Thoroughly High-class Range

Made in

Three Sizes and Seven Styles

Commands a Good Price
and Sells Without Trouble.

In special features of excellence—ease of keeping clean, freedom from repairs, perfect cooking, and also in material, workmanship and finish, these ranges are unequalled.

Cut illustrates Style F with steel high closet.

WRITE FOR DESCRIPTIVE CATALOGUE

The Thos. Davidson Manufacturing Co., Limited
Montreal and Winnipeg

SIDE WALL REGISTERS OF CAPACITY

IMPERIAL SIDE WALL REGISTERS have a greater out-flow capacity than any Register made.

IMPERIAL SIDE WALL REGISTERS take a pipe 2" to 3½" deeper than the studding.

Varying designs for all styles of decoration.

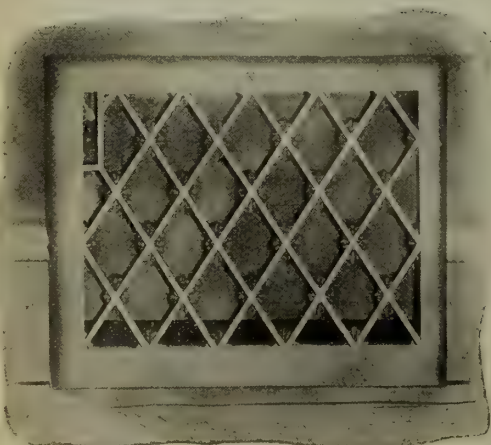
Your trade need not be wearied by the monotony of a single design.

All sizes, shapes and styles of floor and side wall Registers made in Iron, Wrought Steel, Brass and Bronze.

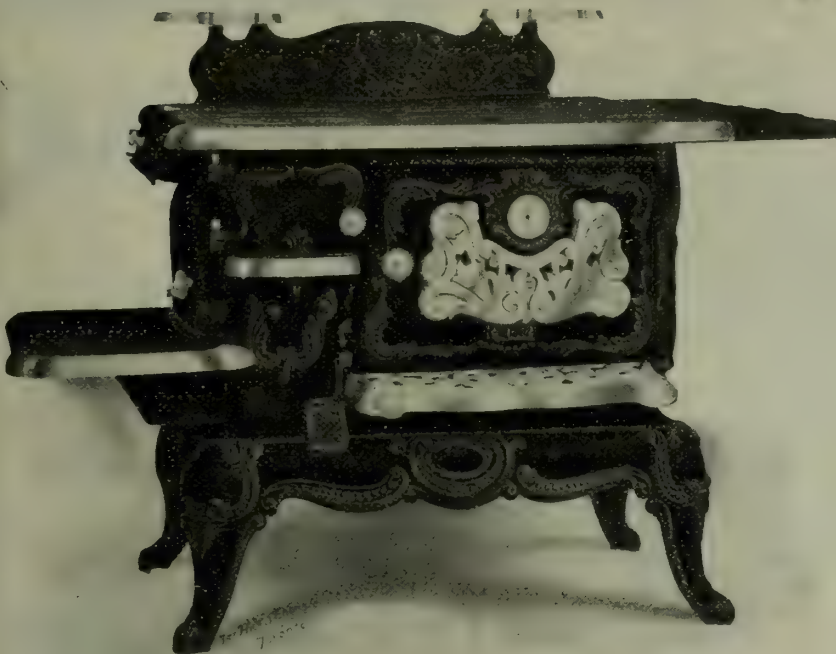
Ferrosteel Company,

-

Cleveland, Ohio



The Sterling Premier Range



¶ Why not secure the agency of a Range upon which you can make a handsome profit on every Range sale.

¶ You can do this with The Sterling which is the newest and most attractive four-hole range made in Canada to-day.

¶ If you secure the agency of this Range, you can then control the situation in your locality.

Apply for catalogue and prices.

**The Down Draft
Furnace Co., Limited**
GALT, - ONT.

Are you interested in any of the lines that are advertised ?

A Post Card will bring you price list and full information.

Don't forget to mention **HARDWARE AND METAL.**

MENSURATION FOR Sheet Metal Workers

By Wm. Neubecker

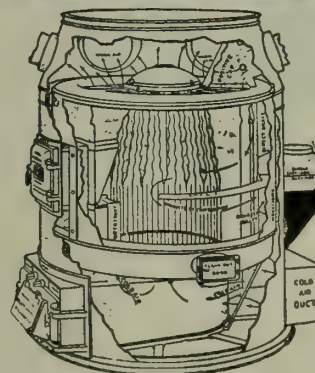
This new exhaustive book gives in detail examples in computing the circumferences, areas and capacities for various shapes arising ordinarily in shops, including the areas of heating and ventilating pipes making them equal to those of pipes of other profiles. All the rules and tables are fully explained and easily understood.

72 Subjects 70 Figures
Price 50c., Postpaid
All orders payable in advance)

MacLean Publishing Co.

Technical Book Department
10 Front St. East, - TORONTO

KELSEY HEATING



¶ Is your home warmed satisfactorily? If not, the chances are that it will pay you to discard the old apparatus entirely and replace it with a KELSEY.

¶ The principles of hygienic heating and fuel economy are better understood now than when thousands of heaters in use were built. The

KELSEY is the embodiment of the highest attainments of heating engineering.

¶ The KELSEY Zig-Zag Heat Tubes of which the fire box is formed and by which greater volumes of air are warmed and FORCED to every part of the house than is possible in any other heater, saves you enough in coal bills to more than pay for the change, to say nothing of the comfort of having your house kept at just the right temperature from top to bottom all the time. Let us prove it to you.

THE JAMES SMART MFG. CO., Limited
WINNIPEG, Man. BROCKVILLE, Ont.

The Woodstock Wagon & Mfg. Co.

WOODSTOCK, ONT.

LIMITED

Manufacturers of
The Famous

**WOODSTOCK
WAGONS
FARM TRUCKS
DUMP CARTS
LORRIES and
SLEIGHS**

Also the Famous Line of "BUSTER BROWN"

Children's Express Wagons

SEVERAL SIZES

Handy around any house, store or farm



MADE IN CANADA

Write for quotations, or wait
for our travelling salesman.

Buy the Best.

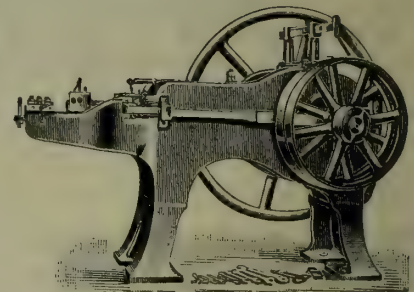


HERCULES

Sash Cord.

Star Brand Cotton Rope
Star Brand Cotton Clothes Lines
Star Brand Cotton Twine

For Sale by all Wholesale Dealers.



Rivet Machine

ED. BRAND ENGINEER,

'THE' Wire Working Machinery Specialist
35, Shakespeare Street, MANCHESTER, England.

Every description of the most modern and
complete Machinery for Wire Drawing, Netting,
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Improved Automatic Machinery for making
Barb Wire, Quadrangular-mesh Netting,
Staples, Wire Nails, Rivets, Wood Screws, Wire
Mattresses, Foot Mats, Cotter Pins, Electric
Welded Steel Chains, Furniture Springs, Pins,
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Plants working in all parts of the world.
Experience extending over many years in the
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CORRESPONDENCE SOLICITED
Mention Hardware and Metal when writing.



**Only
Half
What
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Get thoroughly posted on the merits of the Spramotor—the high-grade
sprayer with the great reputation. Then put some real energy into your
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Factories, Hotels, and public buildings are obliged to have Fire Escapes. We
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Write us for information. For Fire Escape work we cannot be beaten.

DENNIS WIRE AND IRON WORKS CO., LIMITED
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CARRIAGE SPRINGS & AXLES

**ANCHOR
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THE GUELPH SPRING & AXLE CO. LIMITED
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Place an Order Now
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"SOO LINE"

LOGGING TOOLS



Guaranteed by the Makers

If you are not already familiar with this Line it will pay you to investigate, try them, then ask the men who use them or ask the dealers who are already selling them, who are placing re-orders.

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The long one, without much pitch to it, has ever been a source of annoyance to both furnace user and dealer, but look how easy it is

MADE STRONG

when connected to a

GOOD CHEER FURNACE

Simply cap one or two of the tubes and lead into the pipe, and the trick is done.

IT FORCES THE WARM AIR

The Good Cheer is full of good points such as this. Has all modern improvements known in furnace construction, including a most effective

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We make four sizes, viz.: 16, 18, 20 and 24 inch firepot dia. **THIS IS THE FURNACE FOR YOU.** We carry a full line of them at our Winnipeg Warehouse. Catalogue and price list on application.

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FOUNDRY PIG IRON

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New Designs

Get samples of these machines for your show room. They will interest your customers and prove a good investment.

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OAKEY'S

The original and only Genuine Preparation for Cleaning Cutlery. 6d. and 1s. Canisters

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JOHN OAKEY & SONS, Limited
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All made out of the

BEST SIEMEN'S MARTIN STEEL

Brand

Best Coke or Charcoal	"Rhyd"
Good Charcoal	"Edith"
Second Charcoal	"Sawel"
Best Charcoal	"Dryw"

We are ready to offer the Canadian Trade very best value and finest quality in Tinplates.

Baglan Bay Tinplate Co., Limited

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Please mention above brands in your indents and inquiries.

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Try a Condensed Ad.

in Hardware and Metal. It will get you what you want.

Two cents a word first insertion, one cent a word each subsequent insertion.

When writing advertisers kindly mention having seen the advertisement in this paper.

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Numbers

White Enamelled, Solid Brass and Boston "Brilliant" Letters and Numbers

Enamelled Iron Signs

Write for Prices

J. E. RICHARDSON & CO.

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Established 1880

Has the confidence and patronage of the banks and leading merchants such as Forbes Bros., S. J. Carter & Co., John Robertson & Son. Overdue claims collected everywhere, no collection, no charge. Tel. Main 1677.

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Manufacturers' Agent and Metal Broker,
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Representing Canadian, British and American Manufacturers. Correspondence invited from firms wishing to be represented.

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"If your tailor should call on you just when you had decided that your clothes looked shabby, he would have an extra good chance of an order; if a book agent should offer you a pocket dictionary, just at a moment when you were wondering how to spell 'embarrassment,' he would probably land you.

"The best time to put your claims before a consumer is when his mind is already interested in the subject,"

Clerks and Hardware Dealers read Hardware and Metal each week looking for just such opportunities and business chances as you have to offer. If you have any proposition for men in the Hardware business try a "Want Ad." and you will be surprised at the results.

Rates 2c. per word for first inser'n
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"Diamond" High Speed Twist Drills make good in actual work, which is really the only test that means anything.

The following letter from The James T. Clark Co., Newark, N.J. tells what "Diamond" High Speed Twist Drills are doing for them:—

"Referring to 1/4 in. "Diamond" High Speed Drills recently purchased through your Philadelphia representative, would advise that same have more than met our expectations. We are drilling on an automatic 6 spindle upright drill press, ten thousand (10,000) wheels per day, each casting having a hole 1/4 in. x 1 in. long.

We do not find it necessary to grind the drills more than once an hour, and in that time we drill one thousand (1,000) castings. We have drilled one hundred thousand (100,000) castings with one dozen drills, using about one and one half inches of the twist, same being too short for further use.

We trust this information will prove to be of interest to you, and with best wishes we remain,"

They will do as much for you, and to convince you, all we ask is a trial order.

The WHITMAN & BARNES MFG. CO.

Canadian Factory and Sales Office



ST. CATHARINES,
ONTARIO



ESTABLISHED 1820

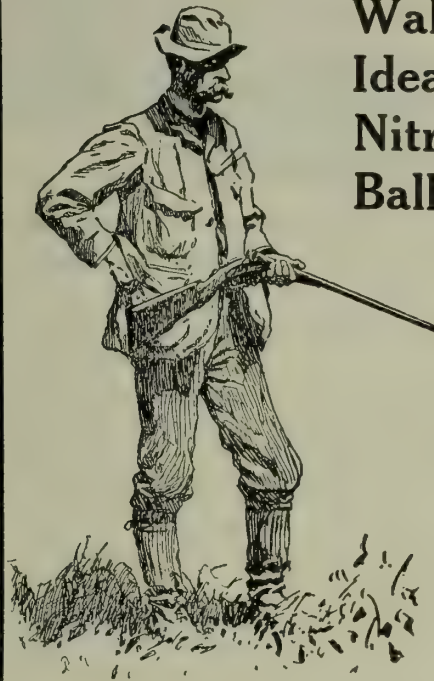
All our excellent brands of Cartridges are an evolution of nearly a hundred years of honest effort.

It is only common sense to think that our brands are better.

Let us prove it !

Ask for

Walthams, Ideals, Nitros, Ballistites.



and quit taking chances on your shooting.

Get the Best. To-day is the day to change

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Sole Agent for Canada

The Howland Pump Oiler



FOR SALE
BY ALL
CANADIAN
JOBBER.

A slight pressure of the thumb-piece pumps the oil to the bearings.

Maple City Manufacturing Co.

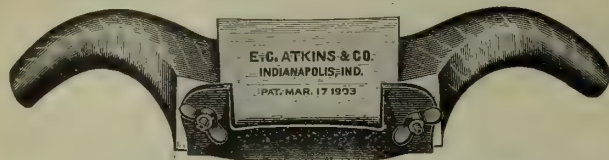
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Atkin's Floor and Wall Scrapers

Send for catalogue showing complete line of SILVER STEEL SAWS
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E. C. ATKINS & CO., Inc.

The Silver Steel Saw People, Indianapolis, U.S.A.
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Rams Horn
Easy to
Operate.
Price
Reduced.



PERFECTION
All that its name
implies.

Mr. Hardware Dealer,

Are you prepared to defend your spring orders for roofing? If not, our
"SHIELD BRAND READY ROOFING" will do the trick.
Why stock high-priced roofings when ours is made the same, and of the
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Office, 65 Shannon St.
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Montreal

Write for samples and
prices to-day.

THE CHURN THAT SELLS --- AND SATISFIES

With its light but scientifically braced and absolutely rigid stand—its easy-running
ball bearings—its combined hand and foot drive

THE "FAVORITE" CHURN

is really the favorite in Canada, for more "FAVORITE" Churns are sold
than any others.

That means that the "FAVORITE" is the easiest churn on the market
for the dealer to sell and make money on.

Are YOU making money on it? If not write at once for booklet and terms to dealers to

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RAPID AUGER BITS



Made from the best tool steel with solid centre stem, double thread patent screw, double cutting
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AT WELLAND, ONTARIO

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We would like a chance to demonstrate this to every Cordage buyer in Canada. We know the truth so well that Plymouth Cordage Co. in all its goods makes one grade only—the best.

Look over this list, mark the items in which you are interested, tear out and mail to address below. You will receive promptly samples and full information.

Manila Rope	Transmission Rope	Bale Rope
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Get the Lubricator

THAT SELLS

AND GIVES YOUR CUSTOMERS
SATISFACTION

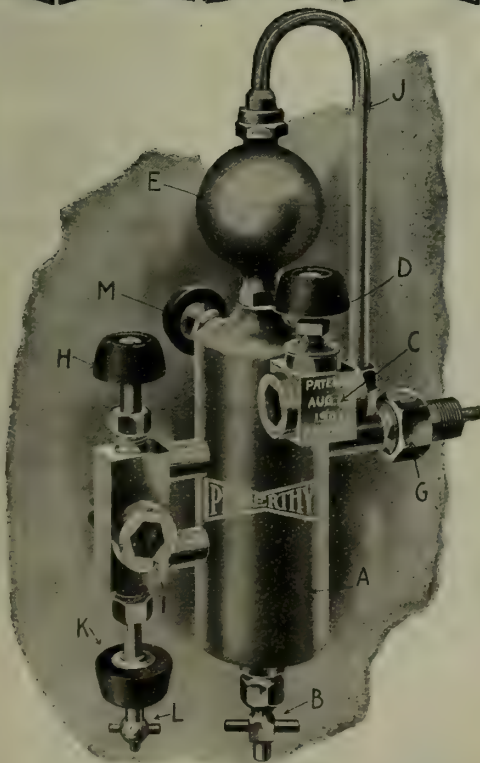
THAT'S THE PENBERTHY

The one that has the "Can't Break" Glasses, the "Never-Lost" Drain Valves and the "Anti-Freeze" Oil Reservoir.

Send a Trial Order To-day.

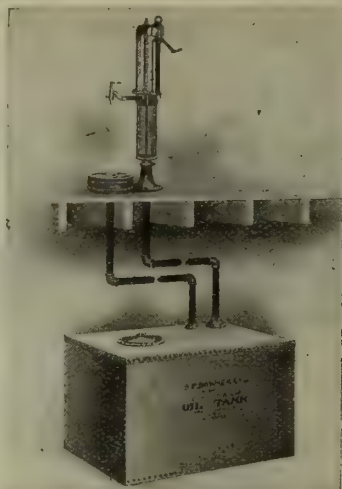
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The amount of money you lose with those old fashioned oil tanks eats away at least half—sometimes all—of your profits.



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But you can protect your profits, double them and more, by handling your oils in Bowser Self-measuring Oil Tanks. The reason is simple: the Bowser stops EVERY kind of loss. Send for catalogue V. and find out how to double your profits.

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LIMITED

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A GOOD
ROOF

"Vulcanite"
is that Roofing

ON IT'S MERITS
VULCANITE ROOFING
long ago won for itself the
reputation of being the Best
Ready Roofing known.

Realizing the value of this reputation, we have always endeavored to maintain it, not only by keeping strictly up to the original high standard, but by constantly striving to improve it in every possible way

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Distributing Agents:
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We supply a large share of the dealers of Canada simply because

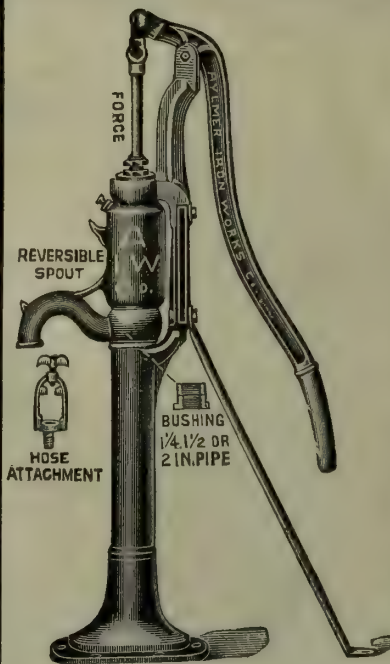
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are
Standard Pumps

and thirty years' experience should teach quite a few of the secrets of making a good article.

We are always ready to exchange ideas with the trade.

A catalogue for the asking.

The R. McDOUGALL CO.
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We will be there in the Process Building, to show you some of our leading lines in Pumps and Scales.

WE WILL BE LOOKING FOR YOU.

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Also Headquarters For

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PIG TIN, LEAD, COPPER, ANTIMONY, SPELTER AND ALUMINUM.

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TORONTO



This Trade Mark

on a package is a sign that the contents are uniformly satisfactory in quality.

Our plant is one of the largest and best equipped of its kind in all Canada. We manufacture **STOVE, SINK, TIRE AND SLEIGH SHOE BOLTS.**

Wood Screws; Tacks; Wire Nails; Machine Screws; Bright Wire Goods; Wire—Bright, Coppered or Tinned, in coils or cut to lengths; Iron, Brass and Copper Rivets and Burrs; Staples, Corrugated Fasteners, etc.

Canada Screw Co., Limited

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Fire Bricks

To every man who uses Fire Bricks.

We handle the best makes of Scotch Fire Bricks, and our prices are right, but there are occasions when you must have more refractory materials, and then please remember that we are the Canadian representatives of the

"HARBISON WALKER REFRACTORIES" COMPANY

and this should indicate that we are the Fire Brick House of Canada.

Others of our exclusive specialties are

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Non-Staining Cement

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Best in the World.

Enamelled Bricks
All Colors

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is a practical treatise relative to Wire, Posts, Pattern of Fence to Build, Laying the Wires, Straining Tools and Repair Work.

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Not surpassed in Quality or Finish by any brand of Galvanized Sheets on the market.

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DRIVE WELL POINTS



All lengths from 14 inches to six feet. All iron pipe, sizes from one inch to four inches. All numbers of gauze from 60 to 120 mesh.

Also tubular and Washer Points, Earth Augers, Drive Caps, Cast Steel Drive Shoes, Tubular Well Valves, Porcelain Lined Iron Cylinders for Wood Pumps.

Brass Wire Cloth, and Perforated Sheet Brass, Pump Leathers.

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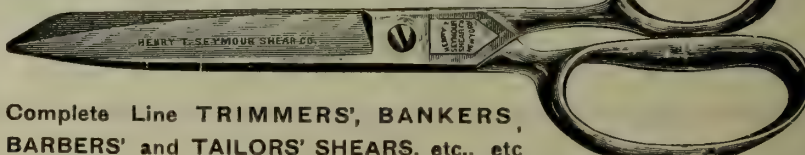
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have been the Standard for over seventy years

"QUALITY UNQUESTIONED"

TRADE MARK

Each pair of our shears bears the above trade mark



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Latest Catalogue will be sent in exchange for your business card.

Complete Line TRIMMERS', BANKERS', BARBERS' and TAILORS' SHEARS, etc., etc

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OTTAWA WIRE FENCE & GATE CO.

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R. W. GRANT, Manager

Wire Goods Makers

Shear making "up-to-date" is found in

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**TAILORS' SHEARS,
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TINNERS' SNIPS, ETC.**

"Best in the World"

Since 1825, and a steady increase in sales due to their superior cutting quality.

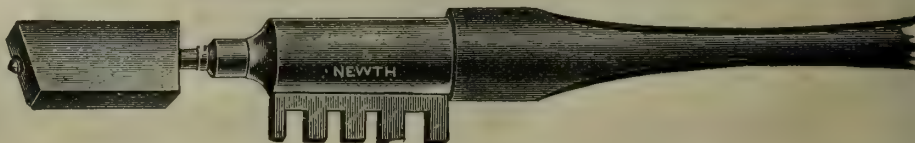
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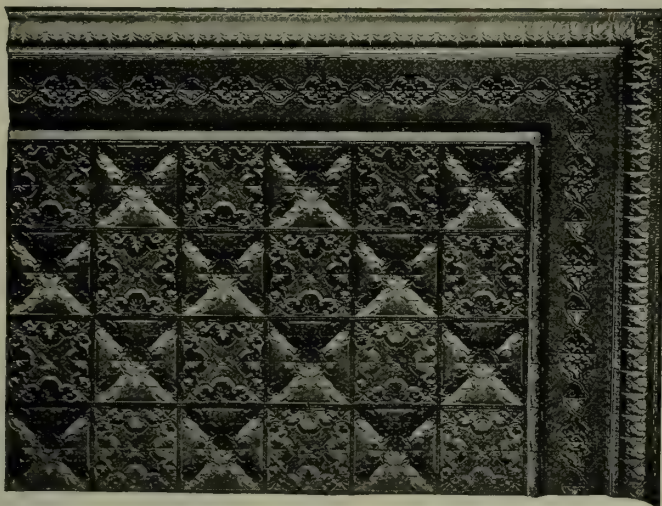
are unequalled for cutting and wearing qualities.



To be obtained from the principal Dealers in Glass, Hardware, and Painters' Supplies.

Contractors to H. M. Government and the principal English Sheet and Plate Glass Works

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Is there a church in your town with a cracked plaster ceiling? Are there any lodge rooms, stores or hotels which could be improved at small expense by installing our CLASSIFIED METAL CEILINGS? Of course there are! This business is waiting for you if you get after it. You make a double profit—both on the material, and on the labor of erecting it. And you can give your customers their choice of the most handsome and most distinctive designs on the market by showing them our catalogue.

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—FOR—

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PLAIN ROUND.

CORRUGATED.

Crimps outside no obstructions
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Only elbow holding in position with-
out solder.



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Quotations Cheerfully Quoted.

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COIL, RAILROAD, LOGGING, DREDGE, STEAM SHOVEL, WAGGON and BRIGHT CHAIN of all kinds.

EVERYTHING IN WELDED CHAIN.

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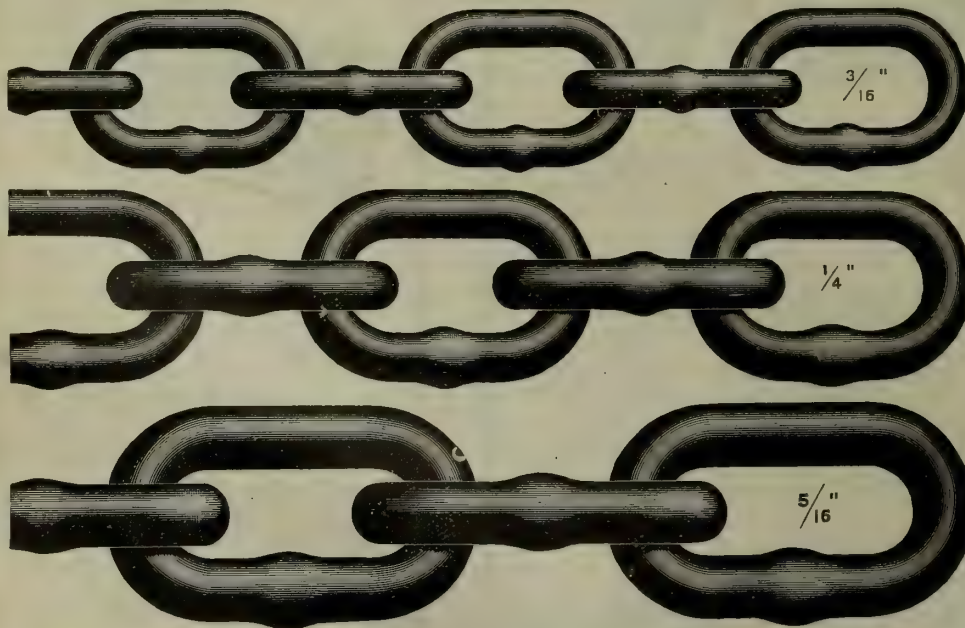
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COLD ROLLED STRIP STEEL

For Deep Drawing, Blanking, Forming, all kinds of Bending. Has Bright Finish for Nickel Plating, Rolled accurate to Gauge. Made in all tempers and in any thickness from .002" to .250".

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Electric Welded Coil Chain



Design Patented

Notice the

SWELLED WELD

We guarantee our Electric Welded Common Chain of any stated size to pull more than one size larger of any other make of common chain. Our BB and BBB qualities are similarly guaranteed.

See that you get the SWELLED-WELD.

3 Cuts Exact to Size

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EMERY AND CORUNDUM SCYTHE STONES



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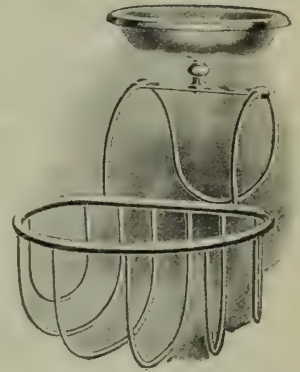


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Represented by H. F. McIntosh & Co., 51 Yonge St., Toronto



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CELEBRATED

"Mars" Toilet Clippers

have made a name for quality all over the Dominion. Every pair is guaranteed and will satisfy even the most particular customer.

UNEXCELLED QUALITY,
SUPERIOR FINISH,

DURABILITY,
EASY WORKING

are all combined in this make.

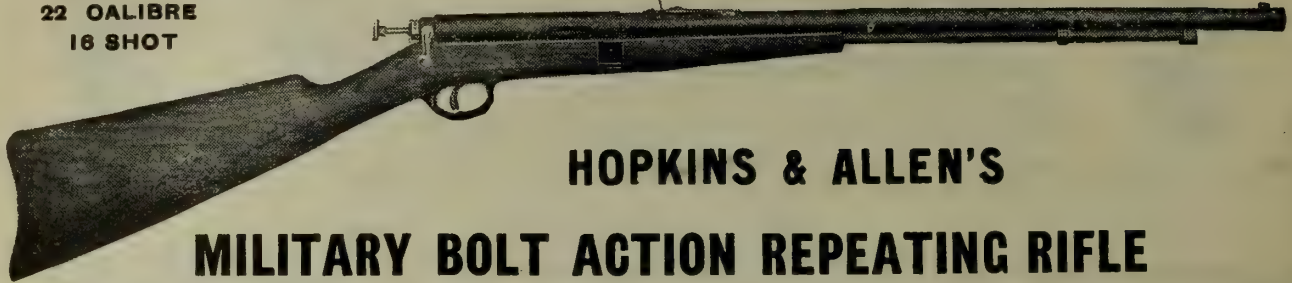
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A RECORD BREAKING SELLER

22 CALIBRE
16 SHOT



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MILITARY BOLT ACTION REPEATING RIFLE

\$10⁷⁵
LIST

There has long been a demand for a good rifle at this price—and the **HOPKINS & ALLEN Junior Repeater** fills the bill. This rifle has been and is being extensively advertised, and a heavy sale for it is created.

SPECIFICATIONS:—22-inch barrel, take-down, 22 calibre. Magazine handles 22 short, 22 long and 22 long rifle cartridges without change of carrier. Shoots 16-22 short or 12-22 long or long rifle cartridges. Action, Military Bolt Pattern with positive safety device. Length over all, 40 inches, weight 5½ pounds.

FOR SALE BY ALL FIRE-
ARMS JOBBERS.

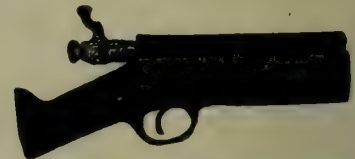
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Shows Bolt Drawn Back—Position for Ejecting
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Clauss Brand The Shears of Quality



We make shears for many different purposes, in many different styles and finishes; but every pair are fully warranted to be of the highest quality, strong, clean cutting and durable.

ARE YOU HANDLING THEM?

List and Discounts on Request.

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They are great sellers. Their non-rusting, self-sharpening steel knives cut the food—not crush it. Simple and easily cleaned, made in four sizes to suit the needs of every user from the cottager to the large hotel.

Good Profits, Too!

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It Makes Money for You It Means Money for your Customers

"HOUSEHOLD" OIL CAN is adapted to your trade for just these reasons: with it

It is the easiest ever to fill up lamp.

It is the easiest ever to empty lamp.

The can is substantially made, is simple in working parts and handsome in appearance and design.



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OIL CAN

Used as a shipping can the "Household" has no equal, because when the cover is sealed, benzine, gasoline, turpentine, linseed oil, etc., can be shipped in all safety. Then the can, when emptied is ready to be sold for household use.

Stock up an article with a reputation and with selling possibilities.

"Household" is just the Oil Can that, when shown to a customer, will win their purchase by its excellent showing and afterwards hold their confidence by its continued "saving" of oil.

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Hardware Store Business Methods.

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THIS advertisement will bring to your attention the best and cheapest ready roofing on the market. Here is how we prove it the best.

In the first place Amatite is made in one standard thickness, whereas, other ready roofings range from a thin, flimsy half-ply to a three-ply thickness.

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These facts make Amatite the most desirable roofing made.

But in addition to its superiority in material and manufacture, Amatite has one distinction which makes it stand out above all others. It has a real mineral surface.

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This mineral surface is embedded in a layer of Pitch, the greatest known waterproofing material. Beneath this in turn are two layers of the best grade of wool felt—cemented together by more Pitch, making the whole a roofing that is absolutely waterproof.

No other ready roofing can compare with this mineral-surfaced, waterproof, weather-proof, durable roof. That's why we say—Don't buy your roofing until you have seen Amatite.

Free Sample and Booklet

Send for Free Booklet and Sample to-day. It will pay you to get acquainted with Amatite. Address nearest office.

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Toronto, Montreal, Winnipeg, St. John, N.B. Halifax, N.S.

Rice Lewis & Son, Limited, beg to announce that business will continue as usual, and prompt attention will be given all orders. Goods will be shipped from both warehouses, and the travellers will cover their ground without any interruption.

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of every description

FLAT, ROUND, SQUARE, HEXAGON, TRIANGULAR
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We make springs to any specifications, fine or heavy; "spring" catalogue on request.

YOUR ENQUIRIES SOLICITED.

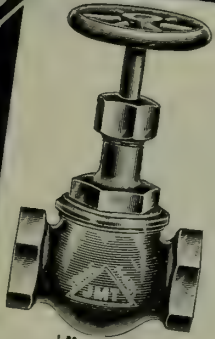
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Steam, Vacuum and
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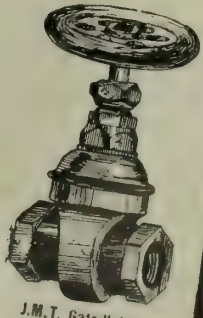
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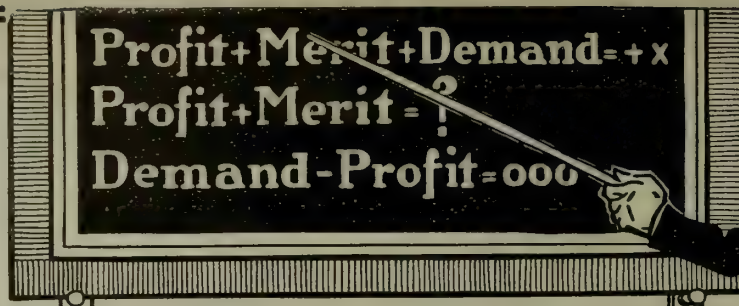


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A heavy, substantial
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We make
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STEAM SPECIALTIES

The Dealers' Problem



Every retailer has to work out his own problem for each article he puts in stock. He figures out :—

The Demand is ...None ? Good ? Fair ? Great ?

The Merit isNo good ? Weak ? High ? Best of all ?

The Profit isSmall ? Fair ? Big ?

The modern dealer does not consider his one-time profit alone. He studies demand, and above all, merit. He knows that it is the quick returning trade—the turn-over profits—the satisfied customers—who spread his good name abroad and build his business house upon a solid foundation. He can't afford to adopt the policy of the one-night circus tent

Now then, about

DOMINION AMMUNITION

The demand is great—and steadily increasing.

The merit of Dominion Ammunition is unquestioned. It is a staple all over the world. The Dominion system of testing is the best in the world.

The profit to the retailer is fair each time and great when he counts its sum at the end of the year.

Our advertising in daily papers is for your benefit. Write to us.

Dominion Cartridges

(Sure fire.)

Regal Shells

(Ballistite dense smokeless powder.)

Sovereign Shells

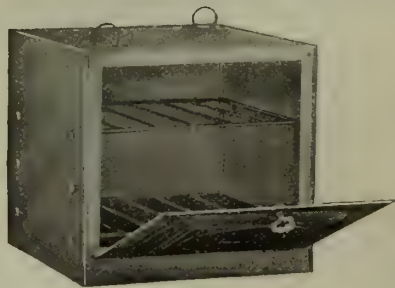
(Empire bulk smokeless powder.)

Crown Shells

(Best black powder.)

Dominion Cartridge Company, Limited, Montreal

KEMP'S Oil Stove Ovens



No. 25

Size, inches - - - 12 $\frac{3}{4}$ x 12 $\frac{3}{4}$ x 11 $\frac{3}{4}$

Price per dozen - - - \$22.22

Packed 3 in a crate ; weight, 30 lbs.



No. 33

Size, inches - - - 16 $\frac{3}{4}$ x 12 $\frac{7}{8}$ x 11 $\frac{3}{4}$

Price per dozen - - - \$30.00

Packed 3 in. a crate ; weight, 40 lbs.

Fits both 2 and 3-burner Oil Stoves

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KEMP MANUFACTURING CO.

CORNER GERRARD AND RIVER STREETS,

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THE KEMP MFG. AND METAL CO., LIMITED
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39 ST. ANTOINE STREET, MONTREAL, QUE.

Why Science Should Be Observed

Prof. J. D. Hoffman Advances Strong Reasons Why Loose Methods Should Be Avoided — Address Delivered at the Niagara Falls Convention of Heating and Ventilating Engineers.

The science, if such it may be called, of heating and ventilating engineering, is one that is founded almost completely upon the laws of thermodynamics. It is not what one might call an exact science, but, in its rational design and application, the engineer may work with a reasonable degree of exactness. Most of the points of interest in the subject may be theoretically developed, yet, as in all branches of engineering design some parts require theory modified by good judgment and the personal equation of the designer. In such cases empirical data, found by tests upon similar apparatus, are not only good things to apply as checks, but at times are absolutely necessary because of the lack of any rational information on that part of the subject. Fortunately, such cases are the exception rather than the rule, for with the properly applied principles of thermodynamics there is scarcely any part of the subject which is not possible of rational solution. Because of the fact, however, that some features of the work are as yet empirical and not as definitely understood as they should be, this is no reason why those who instal heating and ventilating apparatus should disregard all laws and feel justified in instalng a job that is empirical in all its parts, and one which shows scarcely any of the earmarks of theoretical investigation. The time has surely come when it may be demanded of all men who instal such apparatus that they follow closely to fundamental principles and be prepared to furnish proof for any step taken in their work.

Letting of Contracts.

Contacts for heating and ventilating apparatus usually are let in one of the four following ways: (a) Some person, called for convenience the dealer contractor, draws up a rough layout of the work, guarantees to instal satisfactory apparatus for a stated amount of money, buys his apparatus from the manufacturer, instals it according to his own personal ideas, or according to the plans laid down by the manufacturers, and in a general way guarantees it to give good service; (b) a manufacturing firm draws up a plan and contracts to instal, for a stated amount of money, satisfactory apparatus, usually made by the same company, guaranteeing its successful operation; (c) a responsible engineer is retained, who draws up plans and specifications for the work, and,

upon competitive bids, the successful contractor instals the apparatus in accordance with these plans and specifications, the engineer being the judge of the quality of the work and materials; (d) a responsible engineer designs the system and assumes all the responsibility in its erection, looking toward a certain required output or result. Materials are purchased in the open market and installed to his satisfaction, and after completion, if the final tests are acceptable, the purchaser pays the bills and takes charge of the completed plant. The last method is not much used in heating and ventilating installation as yet, being confined largely to power and manufacturing plants where a certain definite output of finished material is desired, and will not be further discussed; methods (a) and (b) being applicable to small instalations and (c) to larger and more important ones.

Residence Heating by Furnaces.

Of all the uncertain and rule-of-thumb instalations, probably the furnace heating of residences can claim the greatest share. Competition among the furnace manufacturers has been so great that we have the country flooded with furnaces ranging in quality from good to positively bad. In order to place the furnaces, it has been the desire, and this is a legitimate one, to simplify construction, to remove features not absolutely necessary, to cheapen manufacture, and in many cases to so rate the furnace that the claims could be realized only under the best conditions of installation, such as would be expected under test conditions and not under conditions as found in average service. Of the above mentioned points, the last one should not obtain in any case, since a furnace should be so rated as to realize its claims even under somewhat unfavorable conditions and the other points should hold good only in so far as not to develop an inferior type of furnace.

In addition to what has been said about the furnace, it is also true that the furnace manufacturer has been so busy cheapening his product and placing orders that he has been selling to Smith, Jones and Brown to instal according to their own notions of engineering work, and has not had time to investigate the engineering reputation of Smith, Jones and Brown to see if they would probably bring credit to his firm, nor has he had time to keep his own fin-

ger upon the pulse of the job to see if the plant is working well after it is installed. This apparent indifference of the manufacturer to the final results is probably the greatest source of trouble, and is that which gives color to the public mind and decides the buyer against furnace heat, because, as he has some right to argue, "Furnace plants are usually installed so as to make them inferior and defective, consequently the system is in itself defective. It is fast becoming a fact that the correct furnace job is the exception rather than the rule, and some remedy should be applied very soon. The fault is not in the system. Furnace heating, if properly installed, is healthful, cheap and scientific. Neither can it be said that the fault all rests with the manufacturer. The purchaser is to a certain degree to blame, in that he is willing to let the contract to any one who cuts to the lowest price regardless of the quality of the man who takes the contract or of the apparatus which he represents. In certain localities it has become almost impossible for a man of reputation and integrity to obtain a contract, because he expects to live up to the "full intent and meaning" of the contract, and proposes to stay with his work until it is fully satisfactory, regardless of cost. Such a man usually presents an estimate that is sometimes considered high when compared to some others, but when the expense of changes, and repairs is taken into account it would in many cases be the cheaper proposition.

It does seem unfortunate that there are men in the business who are in it exclusively for the dollars, and care little as to the results. If such men were held strictly to the satisfactory fulfillment of the contract, even though it were to the substitution of an entirely new system, there would be less carelessness and haphazard bidding, and part of the troubles at least would be remedied.

Where Architects Err.

Another phase of the heating business which is a frequent source of annoyance and error is the relation of the heating engineer or the contractor installing such work to the architect. The house plans are usually made without the consideration of heating; the heating plans are then supposed to be made to fit the house plans. Now what the average architect does not know about the heating business would fill many books, but

his own private opinion of his own worth in such matters is highly satisfactory, and consequently there is set up a different viewpoint between the designer of the building and the designer of the heating apparatus, much to the discomfort of the latter and to the detriment of his work in many cases. To be just to both, the system of heat should be selected first and then allowances should be made in the building plans for its installation. This is no hardship to the architect, since many slight changes, any one of which would possibly be in favor of the heating engineer, may be made in his plans without causing any trouble. Some of these points may be mentioned as follows: The size and location of the chimney; the running of the cellar partition walls to accommodate the location of the furnace and the coal bin; the height of the basement ceiling to allow sufficient inclination of the leader pipes; the construction of the partition walls between the rooms to allow for riser pipes of sufficient size to heat large upstairs rooms; the planning of the walls to avoid horizontal runs of heat ducts in the second floor to reach a room otherwise inaccessible; and other points not necessary to mention.

All heating engineers know that the range of location of a furnace relative to the house plan is very limited, and that in many cases it is an absolute necessity, after the house plan is completed, to set the furnace out of this desired location, thus compromising the efficiency of the system; also, that the basement ceiling in many cases is so low that the leaders require to be run nearly horizontal, thus reducing the draft in them; also, that a 6-inch studded wall in many cases could easily have been substituted for the 4-inch, with little additional cost, and have improved the system immensely; also, that certain walls absolutely prohibit the running of stacks to the desired spot in the room, and that with a slight change, this could have been arranged without in any way injuring the architect's plans. Such in brief are some of the troubles that the conscientious heating engineer or contractor faces when he proposes to do his work after the building plans have received the O.K. of the architect.

Finally, however, the purchaser himself occasionally offers objections to the proper design of the system because of the desire to economize, although false economy it may prove to be in the end. Occasionally one hears the advice. Don't heat the chamber rooms on the second floor very warm, because I like a cold sleeping room." Advice which, if heeded, would be good nine times in ten, but the tenth time when it is needed, it is needed badly, and the system and the man who installed it are both censured. How much better to have made the job

right at first and permit the owner to regulate the damper to suit his needs, even to closing it entirely. The only word that could be spoken against this way of doing things is because of the very small increase in first cost; on the other hand, the favorable comment would be: "A system that is correct and one that will heat if you want it to." Good advice to all men installing residence heating systems is, "Heat every room as though it were to be used as a living room, and let the owner regulate to suit his needs."

Heating by Hot Water and Steam.

Not so much can be said about the failures in hot water and steam systems, because, as a rule, they are planned with greater care and by men better qualified to do the work. However, of all the difficulties experienced in both systems, by far the greater part can be charged to the hot water work. This is to be expected, when one remembers how very small is the motive force causing circulation in the water and how easily this may be counteracted by small pipes, many short turns or improper laying. Short cut rules for proportioning radiation are, also, in too frequent use even by those well grounded in the subject, and from whom could be demanded a more rational course. Residence heating by hot water and steam is fairly well standardized, and if designed from fundamental laws and principles, and installed with care and good judgment, should in every case give good results. Some of the points wherein these systems give trouble are as follows: Chimneys too small; heater or boiler too small; heater or boiler too far from chimney; heater or boiler set too high, thus giving too little pitch to the main piping; mains too small, thus killing the flow of the water and steam, also bringing the water line of the boiler too near the level of the lowest radiation; radiation too small and improperly placed; and other minor points.

The architect is responsible for the location and capacity of the chimney, and, in a degree, to the location of the heater or boiler, for, as he plans the basement, the heating apparatus must be located to suit. Many chimneys are poorly located and are of improper size, and when the heater or boiler does not fire well the responsibility of the architect in the matter is seldom thought of, and the censure is placed upon the shoulders of the man who installed the heating apparatus. This feature of the work is where the heating engineer can do some missionary work in the line of architectural design. The other points mentioned are directly chargeable to the man who designs the heating system, and there is little excuse for his mistakes. All should know that the surface of mains and branches should be counted as radia-

tion surface, and that the efficiency of the heater or boiler is somewhat reduced after having been in service for a time. Because of this latter point, a selection would be made having a capacity about 25 per cent. greater than the total radiation found. When such a generator is properly set, all pipes in the system will have a satisfactory fall, the minimum height of circuit will be sufficient to cause a good circulation, and the pipes will be so proportioned and attached as to avoid short circuiting or water hammer. Too small mains on a steam system have a tendency to force the water on the return end back into the radiators and cause "flooding." All of the above points, and still others that might be named, will stand as a credit or discredit to the designer.

Heating Engineer and Contractor.

In installations calling for a large expenditure of money, the heating engineer is usually called in to draw up the plans and specifications, and the contractor for purchasing and installing the same is usually given to a separate party. This has the advantage of obtaining the complete layout of the plant with the apparatus specified by a party who is in a position to give an unbiased opinion, and also the advantage of obtaining a low estimate on installation because of the competitive bids. This system seems to be a very satisfactory one, all things considered, and probably gives the best results to the purchaser. It is not, however, entirely free from abuses. It is assumed that the party retained to do the engineering work will do his work conscientiously and scientifically, and that when done each part will correlate to the other parts and all will work in harmony and without loss of efficiency. This means that the designer himself should understand his subject and should be able at any time to give facts and figures on every part of the work. He should also have his plans and specifications complete in all parts and stated in plain and definite language, so that the contractor will understand every part and not be compelled to assume conditions which in the end may be erroneous. No uncertainty should enter into any part of the contractor's work, either as to quality and make of materials, or as to the way in which such materials are to be installed. Of course, there are many features of the work which may be left open to the discretion of the contractor, and these should not be arbitrarily stated. Such parts as the smaller details of the piping system, for example, where the cutting of the various parts may not in the least affect the efficiency of the plant, and where purposely omitting the same in the specifications and plans will give some latitude and satisfaction to the contractor in his work. These and other minor points are best

not specified. The great trouble, however with plans and specifications is not as to their exactness even to every little unnecessary detail, but as to the lack of exactness concerning important points. When the contractor may reasonably make more than one interpretation of any certain part, it is naturally to his interest to take such view of the case as will carry out the letter of the contract at the least possible expense. This may not be to the best interest of the purchaser, but such procedure should not be wholly charged to the contractor.

Should Check Results.

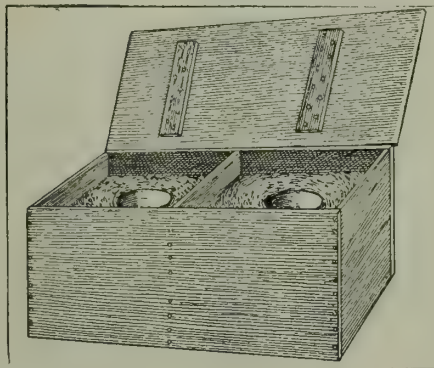
The final word of caution that this paper wishes to extend probably does not apply to any member of this organization, but it does apply in many cases to men in like occupations with yourself. The keynote is struck in the preceding paragraph and may be paraphrased in the following: "The engineer attacking any important problem should first become thoroughly familiar with the principles involved in its solution, and should afterwards check his results wherever possible." This point was emphasized to the writer in a test recently run upon a heating and ventilating plant in a certain building used for auditorium purposes. The trouble in this plant seemed to be not the one usually found—i.e., cutting of parts to a minimum size and capacity—but rather the reverse will be seen by only one item out of a number which might be used for the benefit of illustration. The auditorium, which was exposed on two sides, contained 225,692 cubic feet of volume, and was designed to accommodate 1,350 persons, thus requiring, we will say, a total of 2,430,000 cubic feet of fresh air per hour. Allowing the outside temperature to be zero and the temperature of the auditorium air to be 65 degrees F., the total heat loss, including that thrown away with the air, was found to be by calculation 3,072,875 B. T. U. per hour, which gave by calculation 2,375 square feet, or 7,125 lineal feet, of one-inch coil surface in the indirect heater. When the coil surface was measured after the test, it was found to contain 14,612 lineal feet, or a little more than twice the calculated amount. One reason for the test was the fact that a large part of the coil surface had been shut off soon after installation and never used afterward, and it was supposed that the system was not well proportioned. Other parts of the plant also seem to show the same lack of rational design.

What has just been stated concerning this one plant is true of too many plants about the country. If the business we represent is to rank high among other lines of engineering work, it is the duty of every man to discourage such methods and insist upon a higher standard.

HOW TO MAKE A FIRELESS COOKER.

To make a two-compartment cooker, as shown in the sketch, purchase two one-gallon earthenware fruit jars with large mouths which are about 10 inches high and 7 inches in diameter. Make a box 24 inches long, 12 inches wide and 18 inches deep inside measurements, with a tight-fitting, hinged cover. A sash lock should be used on the cover to draw it down tight when the cover is closed. The box is lined throughout with heavy strawboard, making lap joints at the corners and tacking it on with 8-ounce tacks. Place a piece of felt weather strip around the top of the inside of the box for the cover to fit against. This will hold the heat within. Fit a board partition in the centre of the box, dividing it in the middle and making two nearly square compartments. Place a layer of straw or hay about 4 inches deep and pack down tightly in the bottom of each compartment.

Make two cylinders of strawboard 10 inches high and just large enough in



Hay Stove Complete.

diameter for the jars to fit in snugly. Place one cylinder with a jar in each compartment as near in the centre as possible and pack straw or hay tightly around them until the space is filled level with the tops of the cylinders. Two pillows are made from muslin and stuffed with straw so they will be slightly larger than the remaining space above the cylinders. This will allow for a slight compression when the cover is closed. When completed as above the cooker is ready for use. Vegetables, boiled meats, rice and cereals are placed on a fire and heated to the cooking temperature and then placed in the cooker, which continues the cooking until ready to serve.—Popular Mechanics.

FIRE AT RICE LEWIS'.

The retail department of the Rice Lewis building, at King and Victoria Streets, Toronto, was severely damaged by a mysterious fire about 5.30 Thursday morning, the fire being mastered, however, before any damage could be done to the wholesale department in the adjoining building separated by a fire wall.

The fire commenced in the paint de-

partment on the ground floor, breaking out into the lane and running up the nearby elevator shaft, doing little damage to the office fixtures, papers and stock, except on the top floor, where a large quantity of mixed paint, mangles, tools, etc., were stored. Here the fire raged and finally burned its way through the roof. Water, of course, was poured into the building and the unburned stock was damaged severely by water.

The books, office records, desks, catalogues, etc., are intact, with slight damage from water, and this, together with the fact that the wholesale stock is practically undamaged, will enable the wholesale business to continue uninterrupted from the Victoria Street and the Atlantic Avenue warehouses. Temporary wholesale offices will be opened in the Victoria building pending the renovating of the King Street quarters.

The retail department will necessarily be closed for a short time, but arrangements are already being made for re-opening.

The loss by fire and water cannot be accurately estimated as yet, but rough figures are given as \$25,000 damage to the building and upwards of \$100,000 on the stock, both being fully covered by insurance.

INDUSTRIAL EXHIBITION.

The industrial processes at the Canadian National Exhibition, Toronto, Aug. 31st to Sept. 14th, in the Process Building, will be of an especially interesting and high-class order. There will be some thirty industries in all shown in active operation with the latest inventions in machinery known, much of it being of an intricate and ingenious nature. Particularly interesting will be the types of machinery in active process, braiding, knitting and weaving. In the braiding machinery there will be a ten section braider, in which ten distinct braids are made simultaneously and united to each other, thus enabling wonderful effects in color combinations. There will be a seven-section braider of similar type, a three-section fancy type braider and a number of similar machines making ties, scarfs, ladies' wear and articles for domestic and fashionable use. Nothing like this machinery has ever been presented before at any exhibition. In addition there will be cotton spinning, silk spinning, boot-making, lithographing, printing, book-binding, wire spinning, glass-cutting, and other industrial arts revealing the latest inventions in manufacturing science.

Additions will be made to the Park Drive and Hastings Street Schools, Vancouver, at a cost of \$12,600 each.

The Toronto Board of Control invites tenders until August 25 for the laying of 16-inch and 20-inch cast iron water mains.

G. M. Strange, of Lewis Bros., Montreal, has returned from a vacation spent at Old Orchard Beach and Crawford Notch House, White Mountains, New Hampshire.



Sell **The Gurney-Oxford Warm Air Furnace**



IT'S best, because the smoke travels completely around the radiator so wind doesn't keep half the house cold.

Grate bars are of the triangular revolving type, and are removable through ash pit.

Made in six sizes, and we have half a dozen other lines suitable for any kind of fuel.

Our new furnace catalogue is now in the printer's hands, and it will interest you—the prices are more than interesting, too. Won't you let us have a post card request for it?



The Gurney Foundry

Stock carried at : Montreal, Hamilton,

The New Oxford Art Laurel



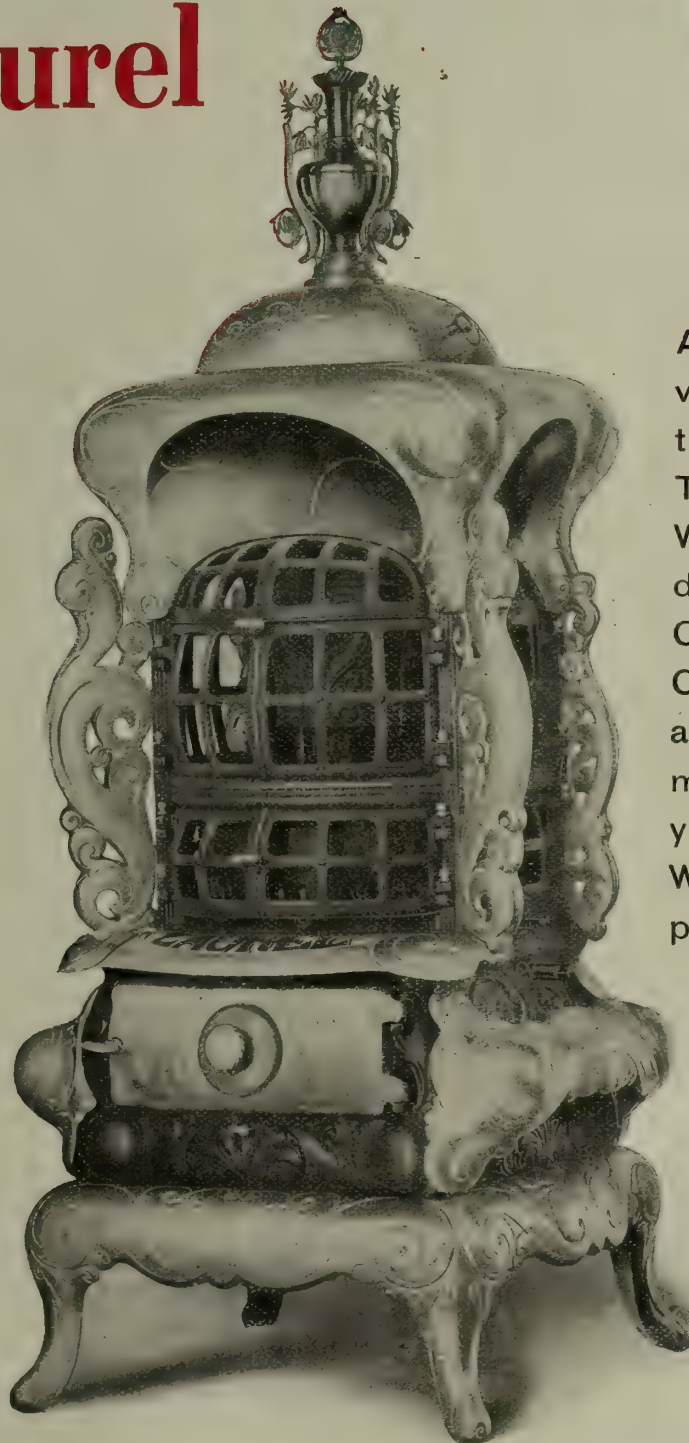
Gurney's Latest Base Burner

FOUR SIZES—TWO STYLES

Firepots, 14 to 16 inches. It's the handsomest base burner yet. If you have one on your floor we'll get your base burner business.

TWO SIZES—WITH OVEN. EXTRA LARGE OVEN.

No recessed nickle. This base burner will stay clean. Ladies will appreciate this point.



All our new lines will be exhibited in the stove building, Toronto Exhibition. We will be glad indeed to see you. Our travellers for Ontario will be in, and we invite you to make our exhibit your headquarters. We also invite comparisons.

Co., Limited, TORONTO,
ONT.

Winnipeg, Calgary, Edmonton, Vancouver.



"Men Who Sell Things"

One Traveler's Story of Failure Through Lack of Persistency—How to Take Advantage of the So-called "Quiet" Periods—Comprehensive Hints Regarding Letter Writing to Customers.

By Walter D. Moody—Serial rights for Canada purchased by the MacLean Publishing Co. from the publishers, A. McClurg & Co., Chicago.

No! They sharpened their wits, and likewise their selling-talk, took a careful survey of things, and then selected a particularly good value or two in some specific pattern or style from their general line; then they pinned their selling-talk down to that until they aroused interest, created desire, and captured resolve, and at the end of the trip they were more than satisfied with results in the aggregate.

In our line I have known it to be so during a "filling-in" season that there was absolutely no desire on the part of the trade for anything in particular, when some bright salesman in the line-up would single out some one thing that had not been especially strong, from among the hundreds in the various departments, and specialize his efforts on that article in every town on the trip, and thus roll up figures on the monthly sales sheet that were even larger than might have been the case in taking orders more widely distributed under more promising circumstances. The customers, too, were satisfied, because a new idea had been advanced, and they had something new to talk about to their trade.

After all, the average dealer in the rank-and-file town takes his selling-talk pretty much from his favorite salesman. Did you ever think of that?

The Adversary Time .

Salesmanship is a profession, but it is also a game. Every salesman must play it either poorly or well, and always with the same opponent in the game—Time.

Your opponent waits for nothing—relentlessly he watches the game progress. He clutches his scythe, ready to cut you down. All around you and your adversary Time, there is Success. If your mind is distracted from your work, Time gains a vantage-point.

Thousands of salesmen are saying every day, "If I had my life to live over again I would do thus and so."

The most profitless occupation in the world is to sit idly thinking of what you would do if you had another chance. Forget what is behind. Press forward to the future, which is every man's, to do with as he will!

The game will last as long as you do. Thinking of the foolish plays you have made will not help you to win, unless the experience has taught you how to avoid them and to concentrate your mind on better ones, brushing aside all obstacles. Young salesmen especially

need to think much about singleness of purpose, for their temptations are on every hand.

Many young salesmen, and old ones, too, for that matter, act like men lost in the woods, trying to get out without the aid of a compass. They turn to the right and to the left, then go round in a circle, stumbling over logs and entangled underbrush, finally giving up in despair. The road before every salesman is perfectly clear: walk straight ahead to the end of it, and you will come out into the clearing.

Boring for Bed-Rock.

Suppose you were to engage a man to bore a well for you. What would you think of him if he bored a few inches here and a few inches there, and kept on boring down just a little way all over a ten-acre field, never going deep enough to strike water? You would think he ought to have a guardian appointed over him. Well, that is exactly what a great many salesmen are doing. Just boring down through the sub-soil, never striking bed-rock and through and beneath it the sparkling water, Success.

Try one way, but be sure it's a good way, and keep at it, Brother Salesman, until you strike the bed-rock of efficient salesmanship.

Don't let your grim old opponent, Father Time, get there ahead of you and block up the way with his impenetrable chain of lost opportunities.

CHAPTER XV.

Letters to the Trade.

You cannot personally shake hands and jolly up your customers every few days; so the next best thing is to write them personal letters, just as you would talk to them if you were to meet them on the street or in their places of business. Now, isn't that so?

Such letters bring new business and hold old customers.

The Value of a Personal Interest.

Naturally, the more personal talks you can have with your customers, the better; but in between trips write them a heart-to-heart letter now and then, just to make them feel that you are keeping them in mind. It will show that you have a strong personal interest in them, and the results, if watched, will both please and surprise you. Make

your letters talk to your customers. Make them believe in your letters just as you want them to believe in you.

Galileo taught that the earth moves around the sun, but was compelled by the Inquisition to renounce the theory. Perhaps you feel a little that way about what your customers might think of your letters; that is because you have not discovered the right way to go about it.

Hints About Letter-Writing.

Letter-writing, like advertising, is the written method of salesmanship. You can make bad salesmanship of it, the same as of personal interviews, if you do not understand and rightly apply the science.

What would you think of a kid-gloved salesman who approached his customers in the manner that he would approach his hostess at an afternoon reception? Well, that is precisely the way in which more than two-thirds of the business letter-writing is done. Such letters often begin with:

"I beg to acknowledge yours of—"

"Replying to your esteemed favor of even date, permit me to say—"

"Your letter of— is at hand and contents carefully noted."

And they often end with:

"I beg to remain—"

"I am yours—"

These shop-worn types of the customary style should have been relegated to the waste-basket a decade ago. Begin your letters in an easy, natural, conversational way. Have something to write about, and think hard about the best way to write it to attract the sympathy of your customer to your proposition.

Watch Your Style.

Be original in your style. Don't write as a dozen other salesmen that cover your territory are in the habit of doing, in a pointless, stereotyped fashion. Think about your customer; think about what you are going to write, and then write it in a manner that you feel certain will please and interest him.

If you are in the habit of scratching off any old thing the quickest and easiest way, stop to figure out the effect such letters are going to have, if any. Try to realize the great value that it is possible to secure with a little care and study in presenting your subject.

Some salesmen go on the plan that letter-writing is of no avail in helping to increase their sales anyway, and as it is laborious, they let it alone. Ignorance or mental laziness is the foundation of such ideas, aided, perhaps, by a de-

sire to enjoy a game of billiards, or an idle chat with the clerk when the last customer has been called upon and packing is finished. Recreation is necessary and proper, but the salesman in any line who hopes to get on in the world will play only when the last tap of work is finished at the close of each day.

A decade ago commercial letter-writing was deprecated by most business houses as a medium to attract and hold trade. Its use was mainly to cover immediate necessity that could not be adjusted by personal interview. All that has changed with the changing times, and to-day every business institution of any note has a correspondence department in charge of a high-salaried head, who is especially versed in the art of writing the kind of letters calculated to aid in strengthening its connection with its customers, and to assist its sales force in building new business.

It is as necessary to hold as to build. The salesman who fails to get in touch with the head of the correspondence of his house and seek his aid at times is a poor prop for any house to lean upon.

Various Letters and Their Uses.

The most efficient salesman values the backing the house can give him through this department, realizing that his position with his trade is mainly one of aggression, and at times is apt to be misconstrued, no matter how securely he may be intrenched in the confidence of his customers.

A general promotion letter now and then to his trade, bearing the authority of his house, stamps the salesman's efforts, methods and assertions with added power of persuasion.

While a sincere letter of appreciation of favors received, eliminating entirely any flavor of bid for business, at the end of each season, promotes a feeling of good will conducive to the interests of all concerned, and effectually paves the way for stronger and better trade relations.

Although salesmen of more than ordinary success are to be found in many houses, who put their hands up in a know-it-all, self-satisfied sort of way, deprecating support of this kind as unnecessary, if not actually interfering with what they term "their interests," yet he is a wise salesman who encourages it and seeks every opportunity to make free use of it.

"Fixing" the Customer.

The best managed house in the world makes mistakes at times, and mistakes make disgruntled customers. Something goes wrong in the billing department; a piece of goods fails to come up to par; a certain pattern, through the fault of no one, does not turn out exactly as represented; a customer in the house is not given the attention he thinks he should receive; in fact, a dozen things of similar nature are liable to occur in the best regulated establishments, which tend to disquiet this or that customer for the time being. Do what you can to straighten out the kinks, and make sure

that there remains no cause of complaint in which your customer may find a reasonable pretext for giving business to a competitor that otherwise might have gone to you. Tell the correspondence man about it, that's what he is there for.

It's your business to sell goods, and you are supposed to know your business. You'd get mad if some one told you you didn't know it, wouldn't you? Well, then, leave the matter of "fixing" the customers in the hands of the man whose business it is to look after that part of the work. Put the same degree of confidence in him that you demand and expect to receive yourself, and see how quickly and nicely all these things will be adjusted.

The Salesman and the House.

"But," says Mr. Salesman of inquiring mind, "if I tell my troubles to the house I may get a letter telling me that the house has troubles of its own, and that I am paid to fix these things for myself."

Do all you can for yourself in fixing the business of your house, no matter how you may be called upon, but when all is said and done to the best of your ability, seek help from headquarters. If your house has a manager that would send you that kind of a reply, and you do not get the sort of help you require, the best thing for that house is to discharge him and get a manager who understands that a fine piece of machinery needs oiling to make it run without friction.

Not only energy is needed in salesmanship, but method, system, and a readiness to adapt oneself to the conditions required to accomplish results. There are many salesmen eager to sell a bill of goods, but careless about other things pertaining to the fulfilment of the contract to the minutest detail. There are many who seem to think that if they have made a customer, it is immaterial whether they keep him or not.

The business letter of the average salesman is of a very low standard—has little if any pulling power. It is meaningless, because it contains nothing of personal interest to the recipient. If you write every customer in exactly the same way and as you have been writing all your life, it is no wonder that you do not believe in letter-writing.

He who rests at the foot of the mountain knows of the glories of yonder peak only from other travelers who have completed the arduous journey.

A Result-Bringing Style.

There is a certain style in drawing up a letter on any question so as to make it produce desired results. The key to the mastery of this style is of so great value as to make it worth months of effort and hundreds of dollars to any salesman to discover it. It is not undiscoverable, by any means.

To begin with, don't put too much of yourself into your letters. The best customer on your calendar is not interested overmuch in you. The thing that

concerns him is how you can help his situation. Don't fool yourself into believing that you have him solidly bound to you by close ties of friendship. Intimate acquaintance is worth much, to be sure, but your own brother will patronize you in a business way only so long as you can make it worth his while from a dollar-and-cent standpoint. That is because business is business. Friendship is another matter. It is useful only as a path-opener in business. It will keep the opening clear only as long as it conduces to your customer's commercial prosperity.

Keep Self in the Rear.

But to return. In letter-writing keep yourself in the background, put your customer's interests to the fore, and avoid construction of the machine-like, ready-made order. Introduce your subject in a graceful, natural and friendly style; then, carefully avoiding meaningless sentences, proceed into the real pith of your proposition, making your points tell one on another, briefly, vividly, connectedly, down to the leave-taking, which should be genuinely polite, but withal natural and pleasant, as you would say good-bye to a friend or acquaintance about to depart on a short journey.

You wouldn't greet an old acquaintance on the street with, "Excuse me for taking this liberty in saying how do you do," or "The favor of your presence here on the street with me is heartily appreciated, I assure you." And you wouldn't leave him with, "I hope you will remember me. Good-bye," or, "I hope I have pleased you in this meeting, and that you will offer me further opportunity for continued acquaintance."

Sounds funny, doesn't it?

Well, that's the way it sounds when you write letters that way. If you wouldn't talk that way to your friends, why do you write in that style? Think it over.

You don't do it? Oh, yes, you do! And you are not alone in it either.

Make it a Personal Talk.

Bring your customer as close to you in a letter as you would in a personal talk, if he were sitting at your elbow in the sample-room or talking to you at his own desk.

Men of limited schooling have found an easy method of increasing their vocabulary in reading extensively and studiously from the lives of great men, and other works of educational interest. In precisely the same way the salesman may increase his knowledge of correct letter writing by making a careful study of the style adopted by men who are specialists in the art of business-letter writing.

(To be Continued)

Ald. Mitchell, Fredericton, obtained the contract for the new warehouse for Randolph & Sons, Fredericton, to be erected at Chatham, N. B.

HARDWARE^A METAL^N

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FURNACE HEATING DISCRIMINATED AGAINST.

A correspondent has drawn the attention of Hardware and Metal to the ordinance for the installing of warm air furnaces in buildings at Vancouver, B.C.

They are undoubtedly severe and almost make furnace heating prohibitory, and certainly are quite unnecessary for safety against fire. They state where pipes are used for the distribution of hot air in buildings, such pipes must be made of bright tin and covered with three coats of asbestos, and the joints shall be double seamed and not soldered. The call for bright tin is perfectly right, but as to three coats of asbestos, it is not quite clear whether it means asbestos plaster or asbestos paper. There is no object in covering cellar pipes for the protection against fire, unless close to woodwork and if the joints were deep swedged and well soldered together, it should meet all requirements.

They also state where hot air ducts are carried up in partitions, the studs shall be placed a sufficient distance apart to leave one inch clear space between the pipe and the stud, the studding and all woodwork on either side of the pipes to be covered with tin or galvanized

iron, the walls and ceiling where pipes are carried to be lathed with expanded metal lath lapping at least two inches over wood lath at each side and securely fastened with staples not over two inches apart. Where ducts are carried between the joist, the floor and joists shall be lined with tin or galvanized iron. In every case the space shall be closed at each end of lead by bulkhead at least two inches thick to the full width of joist or stud, lined on side next to the pipe with tin or galvanized iron and so fit to be lathed same as partition with metal lath.

This clause would not trouble the furnace dealer very much in new buildings, providing the architect or builder would meet all requirements, but to comply as above to old buildings, he would be debarred altogether, as no one would want their house ripped to pieces in order to have warm air heating installed. To overcome this, a double pipe 3-inch space between and all necessary fittings could be used and would make a better and safer job at less cost. With a furnace of proper construction and of correct capacity with piping correctly proportioned and other items of installation carried out in accordance with sound furnace practice, there is no other system of heating so perfect, so successful or so satisfactory as warm air furnace heating. It is not fair that any city council should form a by-law which would make furnace heating prohibitory.

The Vancouver by-laws are as follows.

"Where pipes are used for the distribution of hot air in buildings such pipes must be made of bright tin and covered with three coats of asbestos; and the joints shall be double seamed and not soldered.

"All floor registers must have a border made of the same metal as the register, holding the box at least one and one-half inches away from any woodwork. Box to be made double with half-inch space between and kept apart by proper separators.

"Sidewall register boxes to have double seamed joints and double seamed to cellar head or wall duct and held in place by straps or ferrules at least one inch clear of the joist or studs.

"Where hot air ducts are carried up in partition the studs shall be placed sufficient distance apart to leave one inch

clear space between the pipe and the stud, the studding and all woodwork on either side of the pipes to be covered with tin or galvanized iron, the walls and ceiling where pipes are carried to be lathed with expanded metal lath lapping at least two inches over wood lath at each side and securely fastened with staples not over two inches apart. Where ducts are carried between joist the floors and joists shall be lined with tin or galvanized iron. In every case the space shall be closed at each end of lead by bulkhead at least 2 inches thick to the full width of joist or stud and lined on side next to the pipe with tin or galvanized iron and so fit to be lathed same as partition with metal lath.

"No slip joints whatever allowed between cellar head and ground floor register box. Only one slip joint allowed where a straight duct extends from cellar to first floor, and two slip joints in total length of pipe where an offset is necessary between joists.

"All slip joints to be three inches long with cleats rivetted on (not soldered) and closed corners.

"All wall ducts, cellar heads and register boxes to be covered with three layers of asbestos paper and held away from woodwork by straps securely rivetted or bolted to same. No wall ducts or register boxes to be placed in any building without the necessary cellar head or boot being attached to same in the manner heretofore specified and said cellar head or collar to be left flush with the bottom of the joists."

These are certainly more severe than what by-laws or practice calls for in Toronto or other Canadian cities and we invite readers of Hardware and Metal to forward their views on the necessity of such stringent regulations.

WHOLESALESAERS AND THE WEST.

The towns of the new provinces, Saskatchewan and Alberta, are at the present time most keenly alive to the importance of inducing wholesale firms to establish warehouses in their midst. At present, of course, Winnipeg is the great distributing centre, but several of the

towns west of that city are ambitious to become wholesale centres for their respective localities.

The natural redistribution centres next to Winnipeg, are the cities of Regina, Moose Jaw and Saskatoon. Among these cities the competition for commercial supremacy is most keen. The cities have employed publicity commissioners at high salaries to advertise their good points in the east, and to expound to the wholesale houses the advantages they offer for location.

Regina, being the oldest centre and the seat of Government, has hitherto been most successful in securing wholesale houses. Regina, besides being on the main line of the C.P.R., also has branch lines running north and south. Saskatoon, however, which has just been connected by a new railroad with Winnipeg, and which will be on the main line of the Grand Trunk Pacific, will probably be one of the greatest railroad centres in the west, and hence one of the most important commercial centres.

Moose Jaw, which is the main divisional point on the C.P.R. west of Winnipeg, is also a most important factor in commercial life in the west. Being the terminus of one of the most important lines from across the border and with a line under construction leading into the most fertile lands of the north, and also with projected connections with the Grand Trunk Pacific and the Canadian Northern, Moose Jaw holds many inducements to wholesale men seeking for locations to establish new warehouses.

Hitherto the Boards of Trade of these provinces have spent a good deal of money in advertising their towns, but now they realize that more must be done. They are communicating directly with wholesalers and showing them the money they would save in cheaper freight rates by establishing a branch in the west.

The keenness of the merchants and business men regarding the commercial well-being of their cities is shown in Moose Jaw by the formation of a Progressive Club, which includes nearly all the members of the leading firms in the city. This association has already been successful in securing several wholesalers and are contemplating an organized campaign to secure others.

The wholesalers who are the first to secure warehouses in the west are, of course, those whose products are of a bulky nature, and whose freight rates are high. Hence engine and threshing machine firms, carriage firms, etc., are the first to secure the advantages of the diminution of freight rates by erecting warehouses. The others will follow shortly if they figure out closely the

comparative cost of shipping piecemeal and the cost of shipping in lots to warehouses.

It is affirmed that many of the larger American firms have their eye on the Canadian west and it behooves their Canadian competitors to get into the race in time.

THE SALESMAN WITH SUGGESTIONS.

The ability to suggest improvements in store service or arrangement enhances the value of any clerk to his employer. Too many salespeople are content to drift along from one month to another, never looking farther ahead than to plan how they are going to spend the evening, or where they can raise money for their summer holidays.

The salespeople who really make progress and who are placed at the heads of departments, and who eventually have to be taken into partnership, or who naturally graduate into business for themselves, are the ones who think, and who give their employers the benefit of their thinking.

No business is so perfectly conducted that there is no room for improvement, and it is true that many of the most successful mercantile establishments of to-day have been brought to that state by the active and sympathetic co-operation of the heads of the business and sales staff, the latter making suggestions which have been adopted, to the benefit of the establishment.

To be able to make helpful and practical suggestions, it is, of course, necessary that one should be interested in the business.

Merchants almost universally state that the most difficult thing in the world is to secure salesmen who will take an interest in the success of the store with which they are connected. For every salesman or saleswoman who does show this interest, there is opportunity for advancement.

THE GOVERNOR-GENERAL AND CO-OPERATION.

It has been reported in business circles recently that Earl Grey has identified himself with and is to accept the presidency of one of the large co-operative companies now being organized. This is something we regret to hear. As Governor-General Earl Grey has shown himself to be a shrewd, keen business man, with an evident appreciation of the practical side of the affairs with which he has had to do. He has shown, too, his appreciation of the benefits of good advertising in his vigorous support of the recent Tercentenary Celebration at Quebec. From the

standpoint of an advertisement, as well as in other ways, this was one of the greatest events in Canada's history. While the cost of the celebration was perhaps half a million, it undoubtedly will be worth ten millions in its general effect. The Governor-General deserves a good deal of credit for his connection with this.

In the matter mentioned above, however, if the report is true, His Excellency shows much less business foresight. The business situation in Canada is entirely different from conditions in Great Britain and Europe, and this is something the Governor-General should realize. Canada is a new country, and one in which the smaller merchants and retailers, the corner stores and the country traders, have played and are playing a great part in the country's development. These have done and will continue to do a work which the co-operative societies it is proposed to organize would not undertake. This is one of Canada's strong business features and is something which is not evident in Great Britain and the European countries.

The Governor-General of Canada should not permit himself to be drawn into any connection such as is suggested above. Even as Earl Grey he should have the foresight to see the injustice and unwise features of taking any such action.

PROMOTING HOME PATRONAGE.

The merchants of Shenandoah, Iowa, recently offered a handsome prize to the person writing the best short essay on the subject. "How to Promote Home Patronage." The following extract from the prize winning essay contains some very sound advice to merchants:

Be honest, earnest and accommodating. The most powerful factor in business is the personal element, and right there is where the home merchant has the advantage of the mail order man. The farmer knows his home merchant, knows him to be honest, obliging and straightforward. If he can get anywhere near as good prices at home he will not send away. Let the farmer know that you have his interest at heart and would not knowingly sell him anything of poor quality. Educate him to the use of the best qualities and show him the differences in the grades. Make it an open deal all the way through, straight and above board. The farmer does not object to a fair profit, but the mail order men have constantly impressed on his mind that the home merchant is a robber, till sometimes the farmer almost believes it.

Hardware and Metal Markets

(For detailed prices see Current Market Quotations, page 70.)

MARKETS IN BRIEF.

Montreal.

Copper—Unchanged.
Tin—Still at \$32.50.
Lead—Steady.
Spelter—Same quotation.
Pig Iron—Continues firm.
Ground White Lead—Advance.
Soldering Irons—Advanced 1c per lb.

Toronto.

Turpentine—Down 1c.
Iron—Firming up.
Tin—Irregular.
Copper—No change.
Lead—Firmer.
Boker Skates—Advanced 5 per cent.
Manila Rope—Reduced half a cent.
Lath Yarn—Half a cent lower.
Soldering Irons—One cent higher.

MONTREAL HARDWARE MARKETS

Montreal, August 21.—Trade is much about the same as it was last week. Travelers are now well on the road and they are receiving good encouragement. Wheat cutting has already started in some places, and while the farmers will be too busy just at present to do much purchasing, dealers will be able to tell from the wheat yield of their district whether the farmer will be in a good position later on to buy with his old-time liberality. Trade prospects are undoubtedly very good in the East, but the time is not yet ripe enough to tell what they will be like in the Northwest with any degree of certainty. There is the one good feature that for some time the Northwest has been buying better, and travelers state that a more confident feeling is existing among all classes of the community.

Booking for fall lines gets heavier every day, although it is yet too early for any strong demand to set in. Lamp burners, lamp wicks, lanterns, cow ties, are moving fairly well, and a few orders are coming in for sleigh bells and skates. Household utensils are on the dull side, although in another week or so, with householders returning from the country, a stimulation should be noticed. Just for the present, sporting goods, beyond guns and ammunition, are also on the dull side.

Prices are generally unchanged. Soldering irons have been advanced 1c per pound. Prices have held splendidly all through, and this fits in well with the quiet confidence that manufacturers and jobbers have in the coming fall trade.

BUILDERS' HARDWARE—The demand continues fair for lock sets, escutcheons, sash lifts, bolts and butts. There is a diversity of opinion as to the extent of the building operations in the fall, but there seems no doubt that

plenty of work will be going on if hardly on a large scale of last fall. The demand for builders' hardware has been good all the year, which tends to show that building has been better than many believe to be the case.

SPORTING GOODS—Guns, shot and powder are moving much better, and satisfactory trade is opening up. The Ontario Government has made this year a close one for snipe and grouse, but this will hardly affect the sale of shotguns to any extent, while the decree will make the shooting all the better next year to the advantage of the trade. Wads, primers, hunting knives and clothes are having a steady demand.

RAILROAD SUPPLIES—Construction work is being augmented in several districts with the result that supplies have picked up a little. Hammers, picks, blasting powder, are moving well. Small tools are in steady demand, and fair trade has been done all the way through.

BOLTS AND NUTS—The demand has again become more active, and good orders have gone through this week. Prices are unchanged, and the line seems to be in a good healthy position. Nails continue in fair demand at unchanged prices.

FALL LINES—Lamp burners, lamp wicks, are beginning to move along with lanterns, curry combs, cow ties, horse blankets and halters. Fair trade is opening up, and travelers seem to be receiving better encouragement every day. Some orders for skates and sleigh bells have been received, but it is somewhat early for any sustained movement.

ENAMELWARE—The demand continues to improve, and some fair orders have gone out, especially to the Northwest, where stocks have been allowed to become very low. Prices are generally firm and unchanged.

SCREWS—The demand has been somewhat better this week, some larger orders being received. Discounts are maintained at 85 and 10 off for flat head, bright; 80 and 10 off for round head, bright; 75 and 10 for flat head brass, and 70 and 10 for round head brass.

TORONTO HARDWARE MARKETS.

Toronto, August 21.—Jobbing houses report a fair business of a sorting character, but it is exceedingly difficult to induce retailers to book business for future delivery; in fact, one jobber frankly said this month is about the slackest in this respect in the history of his business. Most orders secured are bulky, but made up of small items, and it takes a whole lot of goods to total up to satisfactory figures. Country trade is said to be much better than city business, but there is a hopeful outlook, and travelers

say that a noticeable improvement has developed since a fortnight ago.

Firms catering particularly to builders' hardware trade, are feeling the dull summer months more than other houses doing a more general business. Roughly speaking, there is only about 50 per cent. of the building being done compared with that being done a year ago. One Toronto retailer, however, who made a big effort to secure builders' trade last year, sold five carloads of wire nails with a proportionate amount of builders' hardware. This year he has only handled a car and a half of nails, but this will be increased before the season is over.

Manila rope and lath yarn have been reduced half a cent per lb., owing to a decline in the fibre market. Boker's skates have been advanced about 5 per cent. all round, and copper soldering irons have been moved up 1c per lb.

BUILDERS' HARDWARE—A normal trade has been done in locks, knobs, and other classes of builders' hardware, but the volume of business, is, of course, in proportion with the percentage of building being done this year, in comparison with previous season. No changes in prices have occurred for some time, wire nails continuing at \$2.30. Mechanics' tools have also felt the effect of the decreased activity in building circles, and the small amount of large construction work underway. Many of the unemployed have disposed of their tools to second-hand dealers, and these are being sold in competition with new goods offered by retail hardwaremen. This, of course, affects both the retail and jobbing business.

KITCHEN UTENSILS—A fair trade is still being done in enamelware and preserving kettles and jars, and with the return to their homes of many families who have been spending the summer away from home, there will be a good demand for numerous small articles required in the necessary work of the kitchen. The coming of the cool autumn evenings will also develop a sale for gas and coal oil heaters.

FALL GOODS—Horse blankets, halters and similar lines are being booked in fair quantities, while lanterns, skates and sleds are also included in any bookings that are being made.

SPORTING GOODS—Fishing tackle continues to sell freely, and a better trade is developing in guns and ammunition, owing to the near approach of the hunting season. Hunting knives, hatchets, etc., are also being sorted up by retailers who cater to the trade of hunters. Many skate orders are being booked, and an advance of 5 per cent. has been made on the different Boker lines.

ROPE AND TWINE—A satisfactory trade in rope and twine is being done.

Owing to a slump in the fibre market, prices of Manila rope and lath yard have been cut down half a cent. The binder twine trade is over for the season, and jobbers report a most satisfactory season with a substantial increase in the volume of twine sold.

HEAVY GOODS—Nails and screws are unchanged in price, and manufacturers have large, available stocks to be drawn from during the coming fall. There is, therefore, not likely to be any shortages reported, as was the case a year ago. Bolts and nuts are unchanged, with bar iron continuing to sell at \$1.95 f.o.b. Toronto. Soldering irons have been advanced in price 1c per lb.

MONTREAL METAL MARKETS.

Montreal, August 21.—With prices unchanged from last week, the local situation has not been affected by the somewhat expected reaction in the primary markets. A fair volume of business has been done, with inquiries pointing to heavier bulk moving next month. Undoubtedly the demand has been improving for some time. There has been no big jump in consumption—and many authorities do not believe that there will be—but there has been a steady stimulation, and with the knowledge of this growth merchants are satisfied. With the metal situation in its present state, a slow but steadily increasing demand is much better for the metals generally than a sudden jump in consumption. Speculators may not like it, but the average merchant who buys for the sake of selling to the consumer, wants stability above all things, and stability is not produced by booms and slumps.

The primary markets have suffered a reaction which was not unexpected. With tin it is never safe to prophesy a day ahead. Controlled as it is by London speculators, tin is more highly speculative than any other metal. No valid reason is required for a bulling or bearing campaign. It is simply a question of one body of speculators against another. For this reason, therefore, the fluctuations of tin prices in present circumstances cannot be regarded as any indication as to the strength or weakness, as the case may be, of the demand. Tin is down one day and up another, and it is impossible to say with any certainty whether the present demand in the primary markets shows any signs of improvement. Locally, the position is better. Some good orders have gone through lately, and the demand certainly shows signs of a steady stimulation.

Copper is still being firmly held, although a fluctuation is observable now that was absent a week or so ago. The higher prices that have been ranging have induced some re-selling of the metal, and this largely accounted for the sagging. The domestic demand seems to have again fallen off, but producers are holding to prices, and are evidently just as confident as they were a few weeks ago when the upward movement in copper started in earnest. Lead is still uncertain, but the market tendency is an upward one. Spelter is in

the awkward position of being overflooded by production, and any advance in price brings quantity of metal into the market. Pig iron in the Old Country maintains its high reputation for stability, and fluctuates very little from time to time.

PIG IRON—The situation across the border is certainly an improving one. Buying generally is better, and the foundries are more active than they were. The Southern market is firmer, and independent producers are not now so anxious to cut prices. Although many furnaces are idle there is a marked improvement over July in this respect. On the first of August there were 161 furnaces in blast representing 41 per cent. of the capacity of the country, while at the beginning of July the percentage was 38. Producers appear not at all anxious to contract for delivery at the end of the year, which shows that there is more confidence in the market than was the case some time back. In the Old Country pig iron goes on its steady course, and despite rumors of falling off in demand, maintains its high level of prices. Finished material is not so strong, but there is nothing to complain of in the position of pig iron. Scotch brands are in the same position as they were. The demand is steady, and the whole market is staple. Locally the market has varied very little from last week, and we continue to quote: Middlesboro No. 3, \$18; Summerlee No. 2, \$20 for carload lots, shaded 25c for 100 tons or over.

TIN—Tin continues to be quoted at \$32.50, locally, with steady business going through. The volume of trade is undoubtedly improving, and the situation is not all a weak one. The demand in the States is on the dull side, although the reaction probably attracted some speculative buying which offset the cautious purchaser who will not enter a falling market. The outlook for tin in the English market is uncertain. There is one thing evident and that is that the consuming demand there is quiet.

COPPER—Copper is unchanged locally. The trade moving is about the same. A continuance of the strengthening movement in the primary markets would bring out purchasers more freely. Buying is still of a hand to mouth character. The demand in the United States has fallen off again somewhat, probably due to the reaction which set in at the end of last week. Copper appears to be more speculative now than it has been for some months, and this has spoiled for a time the real consuming rally that looked to be setting in. Purchasers fight shy of a speculative market, and business, as yet, is not good enough to bring them in on an unstaple market.

SPELTER—The metal has changed very little this week. The English market is weaker, but St. Louis is about in the same position as it was. There seems to be now a greater desire to press sales, which is not a healthy sign, but spelter, suffering as it does from over-production in the past, will not be able to show signs of stability until the surplus of stock is wiped out by a strong demand. Locally, we still quote \$5.25.

LEAD—The advance noted last week is still maintained, and we quote \$3.70 for imported pig. Despite fluctuations, the English market is stronger than it was at the end of July, and the demand, on the whole, is better.

OLD METALS—The demand continues of better proportion. The advance noted last week is continued. We quote: Heavy copper and wire, 11c; light copper, 10¼c; heavy red brass, 10½c; heavy lead, 2½c; wrought iron, \$11; No. 1 cast, \$12; No. 2 cast, \$9.

TORONTO METAL MARKETS.

Toronto, August 21.—A slight improvement is noted over a week ago, both in prices asked and in business being done. Orders are slow and small as yet, but the recession of ten days ago has much to do with that. Stocks in consumers' hands are small and they are buying from hand-to-mouth. The movement towards a restoration of normal economic conditions, however, continues to make steady progress and this is noted by the student who studies conditions carefully.

There is, it must be confessed, a lack of uniformity in forecasting a return to a more normal situation than has prevailed for nearly a year, but if confidence could be instilled in the minds of buyers a great step forward would be made.

Money is to be had at low interest for safe investment, and this, one would think, should induce a revival in consumption, but conservatism is abroad, and advancement must come by easy and slow stages.

Dun's Report notes encouraging signs of commercial conditions that outnumber adverse statements. August opens with more activity at iron furnaces and steel mills than at any time this year, and the coke output continues to increase. Prices of minor metals are advancing. There will be no rapid improvement, however, and those who expect this condition to prevail are doomed to disappointment. There can be no doubt that the recent advance was due to manipulation by powerful interests on stock exchanges, for there certainly was nothing in the industrial and commercial situation to give support to any speculative movement, and a decline was bound to come.

PIG IRON—Locally this line is slightly more active than for some time past and in the United States some interest is at last being put into iron and steel lines. Production of pig is increasing. July shows a marked increase over June, and August is coming along nicely. Implement makers and stove manufacturers are still buying and some more railways are opening up on steel rail orders. Structural material is fair and steel pipes are increasing slightly in output, some heavy buying having lately been done. A number of southern iron furnaces, which were quoting low prices, have been sold, and may be considered out of the market. In finished materials the strength of the situation lies largely in the satisfactory specifications being

received. Pittsburg reports a shading of pig prices by the resurrection of the old sand ton. Bessemer and foundry iron have been sold on the 2,240-pound ton for years. Lately these have been sold on the sand ton of 2,268 pounds. So without any actual cutting in price being done the buyer gets more metal for his money. Purchasers are not slow in getting onto this wrinkle and are now insisting on having the sand ton when ordering. Local quotations remain the same as last week: \$18.75 for No. 2, Canadian Foundry, and \$20.25 for Mid-lesboro No. 3, Summerlee No. 2 and Cleveland No. 1.

TIN—Irregular in price, but with an active demand covers this line. Quotations in Toronto run from \$33 to \$35. Despite the fact that the English market showed less strength last week, the eastern position kept pretty firm at good prices. Statistics for July showed an increase of 1,500 tons in visible supply. July shipments were about 4,700 tons, and August is expected to beat this by about 300 tons. The volume of business for the first six months of the year was in excess of any previous half-year.

COPPER—Interest is retained in this line and inquiries are frequent, though late in coming. By the smallness of the orders received stocks must be small in consumers' hands. Quotations remain at 14½c to 14¾c. Europe is again buying copper, and some U.S. buyers are taking the metal for October delivery. The papers on the American side of the border are still saying prices will not go high until after the presidential election. Copper production for July shows an increase compared with a year ago, though with the exception of May all the other months of this year are somewhat behind. Exports to Europe, however, are away ahead of any previous year.

LEAD—Light stocks and an active demand at unchanged prices are the ruling features this week. The local quotation remains around \$3.75. There is a higher tone abroad and an advance may be looked for shortly.

SPELTER—Last week's quotations remain at \$5.10, and the situation generally is unchanged. This line depends more or less on the feeling regarding lead. The output of spelter is increasing all over the world, and at present large stocks are awaiting absorption, some of the stocks being carried over from last year. In Europe spelter has advanced, due to the coming together of continental makers.

PLATES AND SHEETS—Still gaining in activity is this line and plates are being sold now to canners. Statistics are hard to get at in this line, the 1907 figures only now coming to light. The production of tin and black plates in the U.S. last year was about 1,000,000 tons.

OLD MATERIALS—This line is stronger and better than last week. Old iron is down a little, but all other lines remain unchanged. The market is broadening and a healthier tone prevails. Scrap lead has been in good demand and scrap zinc is firmer. The following are the prices offered by dealers: Heavy

copper and wire are 11c; light copper, 9¾c; heavy red brass, 10c; heavy yellow brass, 8½c; light brass, 6c; heavy lead, 2½c; zinc, 3c; No. 1 wrought iron, \$9; stove iron, \$10.50; machinery cast iron, \$13.50; rubber, 6½c.

U. S. IRON MARKET.

Cleveland, O., August 20.—The Iron Trade Review to-day says:—At the present time it looks as if some 12,000 cars, including 7,000 for the Harriman lines, would be ordered in the near future. The Iron Trade Review has been advised on good authority that prices have been asked for the following number of cars by the railroad corporations named:

300 cars for the D.L. & W.
2,550 cars for the Wisconsin Central.
275 cars for the Newbury & South Shore.

70 caboose cars for the Southern Pacific.

100 Isthmian Canal Commission ballast cars.

100 cars for the St. Louis & San Francisco.

1,000 steel gondolas for the Chicago & Alton R.R.

7,000 cars for the Harriman Railroad interests.

200 60,000-pounds capacity box cars, and 250 80,000-pounds capacity coal cars for the Iowa Central.

500 Atlantic Coast Line steel under frame ventilated box cars, 60,000-pounds capacity.

When it is remembered that an order for a large number of cars means orders and specifications for steel, steel castings, bar iron, malleable iron castings, railroad specialties of various kinds, car wheels, lumber, and a large variety of material, it will be readily appreciated that this business affects a great many interests scattered throughout the country.

In addition to the foregoing, it is pretty generally understood that the railroad companies are making specifications for a large amount of repair equipment, and are beginning to replace worn out equipment and material that has been sadly in need of repair for a good many months.

LONDON HARDWARE STORE BURNED.

A disastrous fire occurred in Westman's hardware store and surrounding buildings at London, on August 18, in which Chief Clark and Fireman Wein of the fire brigade, and Sergt. Cockburn, R.C.R., were killed by being pinned under the falling floors. The buildings were four storeys high and are a complete loss, being entirely gutted. A large number of stoves were stored on the top floor of the Westman building, and these, it is said, caused the collapse shortly after the fire broke out.

The total loss by fire is estimated at \$120,000, of which Mr. Westman's loss is between \$50,000 and \$70,000, covered, it is said, by insurance.

Several adjoining stores were damaged slightly by water, among these being Cowan's hardware store.

HARDWARE TRADE GOSSIP.

Ontario.

F. W. Dowse has opened a hardware store at 1269 Bloor Street West, Toronto.

The Canada Stove Co., Ottawa, has been bought by the National Mfg. Co., Pittsburg.

T. Loughead's hardware store was among the buildings destroyed by the Gore Bay fire.

W. H. Thornton has sold his hardware business in Tweed, to Messrs. Vance & Smith, of Thamesville, Ont. Possession will be given Sept. 1st.

Charles E. Warnock, who has been representing the Kennedy Hardware Co., Toronto, in Western Ontario, has left the employ of that firm.

J. B. Archer, of A. W. Moore's hardware store, St. Catharines, and Mrs. Archer, have returned after having spent two weeks' holidays in Eastern Ontario.

J. R. Hambly, Barrie, and John Caslor, Toronto, President and Treasurer of the Ontario Retail Hardware and Stove Dealers' Association, attended the convention of the Michigan Retail Hardware Association in Detroit last week and report having gathered a lot of practical ideas and had a good time generally.

Among the many western business men visiting the east just now is Robt. Bigger, Vancouver, representing the Moffatt Stove Co. He cannot speak too highly of the province beyond the mountains in general and Vancouver in particular. Mr. Bigger retains his youthful appearance, and seems just as young as he was 10 or 12 years ago.

Quebec.

W. C. Strader, of North Williamsburg, Ont., has been visiting Montreal.

M. A. Pigott, of Hamilton, has been visiting Montreal hardware circles.

J. A. Paquin, of St. Eustache, Que., has been visiting Montreal hardware circles.

W. H. Evans, of the Canada Paint Co., Montreal, is staying at Prout's Neck.

T. H. Jordan, of A. C. Leslie & Co., Montreal, has left for Winnipeg and the Soo on business.

R. H. Cowan, of the Traders' Co., of Buckingham, Que., has been paying a visit to Montreal.

T. H. Newman, of Caverhill, Laramont & Co., Montreal, has left for Winnipeg on a business trip.

Henry Munderloh, of Munderloh & Co., Montreal, has left Montreal for an extended trip through the West.

H. W. Aird, of the Canada Paint Co., Montreal, has returned from an extended holiday at Prout's Neck, Maine.

Herbert B. Seybold, of Starke-Seybold Limited, Montreal, has just returned after a few months' touring in England and the continent with Mrs. Seybold. While in London they discovered the offices of Hardware and Metal in Fleet Street and made a surprise call on our London manager.

Effective Hardware Advertising

The first thing that an ad writer should seek for is what every ad writer most needs—originality, writes C. L. Chamberlain, in *Brains*. Every one, from the youngest ad school graduate to the most experienced veteran in the business, will find originality the one thing needful to raise him from the ranks of the ten-dollar-a-week class and put him into the hundred-dollar bunch. Study originality first, last, and all the time, but let it be coupled with good taste and commonsense. Make your work different from all others who use the same periodicals. Especially try to have it different from others in the same line of business, and most of all from your direct competitors.

Thus, if your competitors use square ads, you will use round, oblong, triangular, cross shape, or almost any other shape. While the form should not be so unusual as to be "freakish," so long as there is symmetry and regularity, the unusual shape will attract attention when the one of ordinary form will go unread.

Remember that plenty of white space surrounding an ad is more attractive than a large ad occupying the full space. As one writer says: "To crowd the space shows a spirit of stinginess and fear of not getting all that is due, which is apt to repel the prospective customer. On the other hand, plenty of space around an ad suggests a spirit of liberality and generosity which it will be a pleasure to meet in a business way."

Pay Attention to Display.

Display means contrast, and if an ad is all display, it has no display. An ad wholly in 32-point will not attract attention as well as one with 24-point headline and 12 point body with plenty of white space as a border. Remember a border is not necessarily a flowery, fence-like affair of brass or wood. It is rare that anything wider than six point should be used. White space or a plain two-point brass rule border is all that is generally required to give any ad the effect that it really needs.

To increase display it is generally well to use a border of some kind. A choice cut will also enliven the ad. Here let the effort toward fancy display cease. Do not use fancy types. They are not so easily read as the plainer styles, and detract from, rather than add to, the force of the ad. Neither should the display be increased by too many styles of type. Three styles of type in one ad is the limit.

For advertising purposes generally, the Roman type, or some style closely resembling it, is the best. Fancy styles are all right in their place, but that is in the fancy brochure gotten out more as a souvenir than as an advertisement. But in the ad designed to appear in the periodical press, the plainer the type, the more easily and quickly it is read, and the better the results. Use cuts that

clearly illustrate the goods described. Sometimes a ready-made cut will attract attention if it does not exactly illustrate the goods. But a good type and border display will accomplish the same effect. A great many ad writers make the mistake of illustrating the headline instead of the article advertised. By this they confess either a misunderstanding of the proper use of a cut, or their own inability to attract attention in any other way.

When writing an advertisement take care to make your language friendly and agreeable, just as when addressing a valued acquaintance. Round, full, rolling sentences may show learning and skill in the writings of Macauley or Johnson, but they will not attract the attention and get the trade of the ordinary buying public. Neither should your ad be cut up into words of two or three letters and with four or five words to the sentence, a style which some ad writers are now affecting.

SALESMANSHIP AND AD-WRITING

Other things being equal, the successful retail salesman is apt to make the most successful ad writer. For the same arguments which sell goods over the counter will sell the same goods through the columns of the newspaper.

The advertisement which is suitable for use at all seasons of the year is really not suitable for use at any season. A moment's reflection will show any one that there are but few stores in which the trade does not vary with the season. The wise merchant will anticipate this change of demand by offering the public what it will require in advance of the actual want. Then when the time comes to purchase, people will already have it impressed upon their minds where the goods may be obtained. It is worse than a waste of money to advertise goods out of season. First, no results are obtained from the money spent. Second, there is the loss of trade which has followed the right kind of advertising.

Every advertiser will do well to keep a record of all the advertising he puts out. Such a record may be preserved on a card or loose leaf system. A sheet or card should be devoted to each ad, and should contain printed outlines similar to the following:

Card Records.

Advertisement No. Medium in which placed. Size of ad. Location in paper. Cut used (if any). Number of times inserted. Key used. Other headings may be added as each individual may wish to preserve.

Another set of cards are kept, on which to record the results of every ad so far as they may be known. By means of various "keys" it is possible to keep a close account of returns. Every ad should have its own key, and when the replies come in, these keys should be carefully noted, and recorded to the

credit of the proper ad. In general, all ads appearing in the same periodical as an advertising medium may be tested, and the results made use of in selecting future lists of periodicals.

The card record of returns may be brief or complete as each merchant decides for himself. They should always contain a record of the value of all goods sold by each ad or periodical as shown by its key. If a test is made to learn the comparative values of a large and a small ad in the same periodical, a separate key will, of course, be used for each ad, and the goods sold by each recorded to the credit of the one making them.

By means of such a system the business man knows exactly what each ad has cost him, and what returns it has made directly, for the sum expended.

ADAPTED STOVE TALKS.

Blank's hot blast. The best is the cheapest. It may cost more to begin with, but it lasts longer and gives better satisfaction. The Blank Steel Hot Blast Range costs a little more money, but it is worth what we ask for it better than a cheap range is worth its price, because the material and workmanship are of the very best, while others are made only to sell. It has many modern improvements that other ranges do not have. One we wish to mention is the new style water jacket. A number of people have been injured in the past year by the old style jackets exploding. Every family who are using an old style jacket are in danger of having an explosion in cold weather and perhaps cause the death of some of the family. No such danger with the Blank Hot Blast. Come in and see them.

Blank's high-grade air-tight heater—for wood. This is the highest grade wood heater made; body is made of Russian iron; all double lined; swing cover; large cast swing top, which admits the largest size stovewood; nickel foot rails and handsome urn. This stove will keep fire for thirty-six hours with one filling, which is without a doubt the best record for fire keeping of any wood stove made.

Feel the warmth: see it, too, with a Vulcan gas heater. It is very acceptable when the wind is howling outdoors to see a splendid, rosy, cheery fire glow reflected on walls and ceiling, and in the little brass knick-knacks about the room. The difference between the Vulcan Odorless heater and other sorts is that the sides are perforated and through them you see the red hot highly incandescent cone which gives out the heat inside. By a "baffle" at the top the heat is thrown downward and outward so that the floor of the room is kept warm also. There is no odor, and no dry, stuffy feeling. The intense heat generated inside the cone destroys all objectionable odors, and the cone gives out a clear, steady, powerful heat. You will be mightily pleased with this new heater if you visit the demonstration in the basement. It is low priced, too—no more than ordinary good heaters cost.

Trade News From Atlantic to Pacific

Hardware Merchants, Travelers and Clerks Are Invited to Forward News for Publication and Express Their Views on Topics Discussed by Other Correspondents.

Maritime Provinces

Several Cities After Enterprise Stove Foundry—Brandram-Henderson Company Moving Their Paint Manufacturing Machinery From St. John to Montreal.

HALIFAX.

August 17.—Emmerson & Fisher, proprietors of the Enterprise Foundry plant at Sackville, N.B., which was recently destroyed by fire, were in Amherst during the present week looking over the premises of the Maritime Heating Company, with a view of considering their opening up at Amherst instead of rebuilding at Sackville.

At the pipe foundry at Londonderry the new plant for casting ingot molds is about completed, and trial casts will soon be made. Should these trials be successful, it is understood that the plant will be considerably enlarged, as there is a big demand for these molds. Mr. Kilpatrick, the general superintendent, is expected at Londonderry, to be present during the experimental stage of the new industry.

The Dartmouth (N.S.) Town Council has decided to purchase the following supplies for water and sewer extension: 2,000 feet of lead lined iron pipe for house connections; 25 barrels of cement; 10 fire hydrants; 13 gate valves; 4 dozen corporation cocks; 2 dozen of machine cocks, and 4 dozen of nipples. Tenders will be advertised for the above.

During a meeting of the Dartmouth Council, a letter was read from S. A. Grant & Co., of Toronto, respecting a proposed company with a capital of a million dollars, which plans to operate large departmental stores in Eastern Canada and the Maritime Provinces, similar to those in Western Canada and the United States. They wanted to know if they opened a store in Halifax what facilities Dartmouth would offer for the erection of factories, etc., for the manufacture of wearing apparel for men and women. They say that they will give employment from 50 to 200 people to begin with. They asked for a map of Dartmouth, and likely sites to be marked thereon, also for water rates and taxes. The Town Clerk was instructed to furnish the information.

The Lindsay Construction Company, who have the contract of putting in the branch line of railway from Grand Lake to No. 12 Colliery, in Cape Breton, have about finished the work, the rails are being laid to the pit mouth. It is expected that the company will be shipping coal from the new mine next week.

Material is being rushed in for the erection of the other bank head, and machinery and the other necessary accessories to a mine are fast being put into shape.

Rhodes, Curry & Co. have erected some forty houses, and a hotel near the mine is fast being put into shape, and as many more will be erected in the near future. A new pit will be opened shortly—No. 14—and already a gang of men are engaged in going over the surface ground.

The first carload of pulp over the Halifax & Southwestern Railway, manufactured by the Harmony Pulp & Paper Company, arrived here last week. The pulp is said to be equal to the best manufactured in Canada.

General Manager Jones, of the Dominion Iron & Steel Company, predicts new records at the plant during the present month. All departments of the plant are running full blast.

The contract for heating the new convent at Cheticamp, C.B., has been awarded to A. Charles Thompson, of North Sydney, who has already started the work of installing the apparatus.

The Furness liner, St. John City, which arrived here last week, brought 850 tons of explosives for the Dominion Coal Company, Austin Bros. and others. Besides the explosives, the steamer had 1,200 barrels of cement.

J. R. Darke, of the Rogers Hardware Company, who has been seriously ill of typhoid fever in the Prince Edward Island Hospital for the past three weeks, is slowly recovering.

Fred. J. McCarthy, formerly in the employ of the wholesale hardware firm of Geo. E. Smith & Co., of this city, but now with Lewis Bros., Montreal, is spending his vacation in Halifax, and is being warmly greeted by his many friends.

ST. JOHN.

August 18.—Following the destruction of the Enterprise Foundry at Sackville there has been a movement on foot to have the industry re-established in St. John. A committee has taken up the matter with Mayor Bullock and will endeavor to have the council offer inducements to the company to locate in St. John. Several suitable sites are said to be available. Sackville is also taking steps to try and have the foundry re-built there and Norton has offered a free site and tax exemption will also be offered it is expected. Emmerson & Fisher, the owners, have not yet decided what they will do.

The paint and varnish factory which has been operated here by Brandram-

Henderson, Limited, for the past couple of years, has been closed down and the work of manufacturing here has been discontinued. The works were formerly owned by The James Robertson Company, who sold them to their present owners. The Brandram-Henderson Company has erected a new paint and lead factory in Montreal and they will centralize their factory work there. The machinery and apparatus used in the St. John factory are being moved to Montreal. The company will continue their office here with W. A. Church in charge as formerly and will carry a stock of their goods in the new cold storage building on Main Street, where quarters have been secured. The Messrs. Smith, who acquired control of the New Brunswick Foundry in Fredericton, organized recently when Albert G. Smith was elected president, Percy G. Smith manager and Harry A. Smith secretary. It is the intention to conduct the business under the same name as before, McFarlane, Thompson and Anderson. It is probable extensive improvements will be made.

W. S. Fisher, of Emerson & Fisher, who has been doing very efficient work as the chairman of the manufacturers' committee of the exhibition has had to resign owing to pressure of business and W. F. Burditt, manager of Frost & Woods' branch, has been elected in his place.

The Board of School Trustees have accepted the tender of R. A. Corbett for building the new annex to Winter St. school. The contract price is \$33,868 and H. H. Nott is architect. Work was commenced last week and the building is to be finished and ready for occupancy July 1, 1909. The building will be as nearly fireproof as possible. It will contain 8 rooms and will be two stories high with lavatories in the basement. The only wood used in construction will be for floors, windows and doors. The walls will be of brick and the plastering will be on metallic laths. The flooring will be laid on steel beams and over a coating of concrete. This will be the first fireproof school house in the city, and as far as is known, in the province.

Plumbers and carpenters are now rushing work on the new Y.M.C.A. building so that it can be ready for occupancy on October 1.

It is understood that \$30,000 has been offered by the militia department for a lot on Prince William Street on which to build an armory, but the owners are holding out for a higher figure.

The I.C.R. shops at Moncton are nearing completion and it is expected

they will be handed over to the I.C.R. by the end of September.

W. E. H.

Quebec Province

Death of One of the Founders of the Consumers' Cordage Company.

MONTREAL.

August 20.—Charles Beverly Morris, ex-secretary of the Consumers' Cordage Company, Montreal, died in the Montreal General Hospital on Sunday, in his 47th year, after being in ill health for some time. Mr. Morris practically spent all his life in Montreal, and was the son of William L. Morris, who was well known in connection with the Bank of Montreal. About the year 1888 the deceased and his brother, Hon. A. W. Morris, acquired the business of their grandfather, John A. Convers, and eventually the firm became the Consumers' Cordage Company. Mr. Morris was appointed secretary, a post which he filled until 1896, when ill health necessitated his retirement. The funeral took place from the General Hospital to Mount Royal Cemetery, Rev. A. French officiating. The chief mourners were Hon. A. W. Morris, deceased's three sons, A. and H. Markland Molson, and F. W. Molson, cousins.

T. Edward Lamb, of the firm of Laurie & Lamb, consulting engineers, Montreal, died suddenly at the C.P.R. Hotel, Caledonia Springs. Mr. Lamb had been in ill health for some time but his death came quite unexpectedly. The deceased was born in Montreal and spent his life here. He was a son of the late Thomas Lamb, and was well known as a consulting engineer.

Ontario Items

Several Businesses Change Hands—Hamilton Steel & Iron Company to Erect Office Building—New Industries for London—Steel Range Plant for Leamington—How Mail Order Competition Was Checkmated at Goderich—Belleville Brass Works Busy—Lehigh Portland Cement Works in Operation.

BELLEVILLE.

August 19.—Local hardwaremen are highly pleased with business recently, and in a great measure the splendid prospects of good crops is one of the main reasons. They say the outlook was never brighter for a successful fall trade.

The Belleville Brass Works were the recipients recently of an order for 14,000 hinges. Although a new concern they now have 35 men employed.

The Belleville Rolling Mills have closed down, but the full staff in the horseshoe department are at work turning out large quantities of horseshoes. It is not known when the mills will resume work, as they claim the iron market is in bad shape. Several of the old employees are leaving the city for other points.

The big steel roof being put on the new Government drill hall here by the Dominion Bridge Company, of Lachine,

Que., will be completed this week. It is a splendid job and the twelve spans weigh over 100 tons. The work is in charge of Superintendent McManus. One of the employees named Peter Elm, had an eye put out by a piece of flying steel.

W. C. Springer, manager of the Belleville Hardware Company, was in Toronto this week calling on the wholesalers. W. C. MacLean, the company's traveler, is on his holidays.

The Lehigh Portland Cement Co., the largest works of the kind in Canada, began operations this week in the presence of many prominent invited citizens of the city.

A public meeting is to be called shortly to discuss the question of building an electric line from this city down to the two big cement plants. Unless this is done the city merchants will lose about \$50,000 a year in trade.

Last week burglars broke into the hardware store of J. W. Walker and got away with a large quantity of cutlery and other articles amounting to a couple of hundred dollars. The police are working on the case.

W. Y. Ormond, of the Hudson Hardware Co., has been released from the hospital, after undergoing a very successful operation.

H. C. M.

PETERBORO.

August 20.—On September 1 a change will be made in the personnel of the Best Stove and Hardware Company. E. M. Best, the present manager, has decided to enter Y.M.C.A. work, and with that end in view will leave for Springfield, Mass., to begin training in the International Y.M.C.A. Training School. W. D. Campbell, formerly with the Perkins-Ince Company, wholesale grocers, has taken an interest in the business and after September 1 will be found at the company's store. E. M. Best's interests will be looked after by his brother, Roy P. Best.

F. J. R. MacPherson, plumbing and electric contractor, will this winter build a motor boat and engine to run at the rate of 25 miles per hour or more. He states that it will be the fastest craft that ever sailed on local waters. He owned the first gasoline launch in Peterboro' County and also the first automobile.

The Machine Telephone Co. will install in the near future their latest model of machine here. Their construction is now being rushed in Toronto. The phone will be operated by a lever and the noise accompanying the present system of making the automatic connection will be eliminated.

W. E. Genno intends opening, about September 1, a roller rink in the old bridge works building. The floor space for skating will be 75x150 feet and a new floor of clear maple is being laid. The building is undergoing a thorough renovation and the "Auditorium," as the new rink will be called, will be fitted up in handsome fashion.

Hardware men dealing in binder twine state that the sale this year is not above the normal. This would indicate that the grains in this district are an average crop.

The Trent Valley Sugar, Provision and Cold Storage Co. have opened a warehouse in the building formerly used as a packing house by George Carton.

The building is being reconstructed to meet the present conditions.—B. T. H.

CAYUGA.

August 17.—The hardware business formerly carried on by Baird Bros. & Jack, of Cayuga, has changed hands, the stock being bought by E. B. Davis, well-known in this district. Mr. Davis has been fortunate in securing the services of H. E. Burgess as manager, formerly with the firm of Clysdale & French, Caledonia. Mr. Burgess is sergeant-major and drill instructor of the 37th Haldimand Rifles, of which regiment Mr. Davis is a captain. H. E. B.

BRUSSELS.

August 18.—Stewart and Clokie, of Wingham, are purchasing the hardware business of Mr. Young, who purposes trying his fortune in the Great West. It is the intention of the new firm to carry a thoroughly up to date stock of the various lines of hardware.

Crops through the County of Bruce are excellent this season and are being generally harvested in good condition. The oat crop, which is very heavy, has been badly lodged by the heavy rains and is difficult to cut, but the yield will be good. Root crops are the best they have been for some years, and corn, which is largely grown for feed, is a magnificent crop, stalks of thirteen and fourteen feet in length are being shewn in large numbers. One newspaper editor who offered a prize of a new hat for a stalk that would beat one grown in his garden, of about ten feet in length, was very much surprised to find his office besieged in a few days with samples of stalks exceeding his garden product by two or three feet. The hat did not have long to wait for a claimant.—Q. H.

CHATHAM.

August 18.—Things are rather quiet with the inside hardware trade just now. Outside work, however, is brisk in all lines.

The merchants' picnic, which was to have taken place August 20, has been postponed for a week.

Tenders for the electric wiring of Harrison hall, the joint city and county municipal building, were opened last Saturday. The contract was awarded to the Chatham Gas Company, the price being \$816.14. The conduit system will be installed.

Jas. Watt & Sons have completed the plumbing and gas fitting for the new convent in Wallaceburg. Cluff Bros., of Toronto have received the contract for the automatic pumping devices and pressure system for the same institution.

Ben Shillington, of Saskatoon, formerly with Westman Bros., is renewing old acquaintances here. He is at present employed with J. F. Cairns, another old Chatham boy, in Saskatoon. Mr. Shillington leaves on his return trip to-morrow.

Secretary A. S. Lamond, of the Wolverine Brass Works, and family, have returned from a week's trip to Buffalo and other New York points.

Reissner Bros., Leamington, have started a steel range factory in the Steel

Goods Co. building at that place. Their machinery arrived last week, and they will shortly be offering samples.

The proposed Ridgetown canning factory is apparently to materialize after all. The promoters have agreed to commence building operations by October 1 next.

The butter dish and berry box factory at Rodney is to be enlarged this fall, a quantity of new machinery being installed. The company intend operating all the year round.

The work of constructing the large new plant for the Sydenham Glass Co., Wallaceburg, is now under way, Mr. Armstrong, of Pittsburg, Pa., superintending the construction work.

B. Noble, of London, is in the city inspecting the plumbing and heating work so far completed by Westman Bros. at the Collegiate Institute.

Jas. Watt & Sons have received the contract for the installation of two up-to-date shower baths at the 24th Battalion armory here, also for a new smoke consumer for the shooting gallery and for plumbing for hot and cold water.

W. E. P.

GUELPH.

August 18.—In speaking with a local hardware merchant to-day, your correspondent brought up the question of competing with, or rather the driving out of competition with the departmental stores. "In Guelph the effect of the Toronto mail-order houses is not felt to the extent that it is in other places, but even at that the loss is considerable. We do what we can to compete against them, by showing them that when it comes to a fine point, quality considered, we can go one better, as well as of the folly of sending their ready cash out of the city, and therefore out of circulation," continued the merchant. "If the local papers were to stand behind us, we would be able to do a great deal more, as an editorial on the subject would convince people a great deal. We hope that they will stand behind us in the subject from now on."

Work on the proposed extension to the Winter Fair building has come to a standstill, as it has been found that the sum needed to build according to the present plans is fully \$10,000 more than the sums voted for it by the city and the Provincial Government. There is no hope of the latter giving more, and the former think that they have given sufficient, an opinion that is fully shared by the citizens in general. The plans will likely be revised.

It is likely that the extra lights erected on the main streets for the illumination of Old Home Week will be allowed to remain for use on Saturday evenings and special occasions.

Ald. Geo. Penfold, of the firm of S. and G. Penfold, hardware dealers, Macdonnell Street, may run for mayor at the next municipal elections.

Satisfactory progress is being made with the erection of the waterworks extensions. The standpipe is fast nearing completion and a large proportion of the iron mains are laid. C. H. Conery has twenty-five men at work on the cement basin, and the whole of the work will be completed this year.

The Armory Hall, Elora, will be entirely renovated, a new heating system

being laid, the building being re-roofed and re-floored.

The Trustee Board of the Methodist Church, Preston, will expend \$500 on improvements and heating in the parsonage.

Wildfong and Wirsching have been given the contract for the erection of a residence at Preston.

A new branch of work has been taken up by the Preston Coach and Carriage Co., who will manufacture carriages of the heavier class, as well as sleighs. Chas. Wright, sales manager, is in Montreal, Ottawa and Quebec, and the trade is likely to be a large one. This ensures the factory being kept at full time during the coming winter.

The Preston School Board has decided to have the interior of all school-rooms redecorated, and Geo. Taylor, Preston, has been awarded the contract.—A. W.

LONDON.

August 18.—Hardware travelers are back on their routes after two weeks' holidays. Business is fair.

The secretary of the Board of Trade has a number of communications from parties desirous of locating new manufacturing industries here, and believes that if sufficient inducements are offered more than one such factories will be erected here.

The Reversible Window Company, of Detroit, is looking for a satisfactory location for a Canadian branch, and has

of manufacturing and supplying the 685 independent telephone companies in Canada with their fixtures. The American company to operate here will be known as the Dominion Telephone Supplies Company, and will be capitalized at \$250,000. Canadian capital will be asked to subscribe \$40,000 of the preferred stock. For his company Mr. Rhode asks a free site of 100 feet by 300 feet, exemption from taxation for ten years and the same favor in regard to water rates.—F. T. Y.

HAMILTON.

August 18.—Merchants and manufacturers in every line of business have the same reply to queries as to the condition of trade, namely, that there is little doing and that the outlook is a bleak one. It is true, nevertheless, that in the retail hardware trade merchants are particularly free of summer goods, and in many cases are cleaned out entirely of these lines. The demand for gardening tools, lawn mowers, etc., has been particularly heavy this season, and although the outlook for the fall trade is not very bright, merchants will be able to regulate their stocks to suit themselves. However, the manufacturers will suffer as the result of the safeguards which the merchants will take against overstocking, and already some of the wholesales and industrial men



McCLARY MFG. CO.'S DISPLAY AT THE CALGARY EXHIBITION.

written the city clerk asking what inducements London is prepared to offer. The concern is one of the largest of the kind in the United States.

W. R. Rhode, of Chicago, representing the Swedish-American Telephone Supply Company, waited on the Manufacturers' Committee last night with a proposition which seemed to favorably impress the members of that body. Rhode is head of a concern which intends to locate in Canada for the express purpose

are complaining of the procrastination of the retailers in this regard.

In Hamilton several of the large manufacturing concerns are preparing to close down, and the most of them have been running on short shifts all summer. The one gleam of hope which some of the merchants see is in the possibility of several important money by-laws passing the City Council for public works, which would mean that a lot of men

who would otherwise be idle, would have work to do for the greater part of the fall and winter.

Joseph D. Hiltz, of this city, has invented a steel shaft for light and heavy wagons, and he has secured the patent.

Architect A. W. Peene has awarded the contracts for the new office building to be erected for the Hamilton Steel & Iron Company. The building will cost about \$14,000, and will be thoroughly up-to-date. The contracts have been awarded as follows: George F. Webb, masonry and brick work; Donaldson & Patterson, carpenter work; Hannaford Brothers, plastering; P. Thomson, painting and glazing; Lowe & Farrel, electric wiring.

There is a proposition before the City Council to submit three money by-laws to the ratepayers at the next elections. The most important one suggested is for \$300,000 for good roads, \$90,000 for improvements to the waterworks system, and \$20,000 for a house for incurable consumptives.

Regarding the labor trouble at D. Moore & Co.'s stove foundry at Hamilton, referred to by Hardware and Metal a week ago, it seems that the men took advantage of the company being extra busy. On an extra hot day the men left their work, making a request that they be paid premiums, or extra over and above the 25 per cent. premium which is allowed in Hamilton when changing from one job to another. Had the firm not been extra busy, this demand evidently would not have been made.

In consequence, Mr. O'Keefe, 3rd vice-president of the International Molders' Union, has been in Hamilton, and last week ordered the men back to work, and they are now working with a full shop as formerly. The company having been done an injustice by the men making the unreasonable demand, which demand is not consistent, considering the high rate of wages being paid by the stove makers in Hamilton.

Sewer and waterworks extensions will be commenced shortly at Port Arthur.

Bruce, Bruce & Counsel, barristers, of this city, have issued a writ in the County Court on behalf of Campbell Walker, against the Superior Portland Cement Company, of Orangeville, for a balance due for services, amounting to \$89.

John E. Webb, contractor, brother of George F. Webb, of this city, has issued a writ against the St. Mary's & Western Ontario Railway Company, for unstated damages for the cancelation of his contract for the building of the road. He claims that the cancelation necessitated his making an assignment to his brother in this city.

D. L.

GODERICH.

August 18.—The Goderich papers are alive to the interests of their town, from whose merchants they get their advertisements. A recent issue of one of the papers says:—A Toronto firm had dodgers delivered at each house in town this week. Many kinds of goods are cheaper in Goderich than in Toronto, and if one gets an article below the

Goderich value it is usually a misfit, or else out of fashion. This buying in Toronto pays Toronto taxes with money that should honestly be spent in Goderich. Just glance over these columns and see what Goderich merchants are offering.—A. W.

The Prairie Provinces

Saskatoon Merchant Awards Ten Costly Prizes to Customers—Exhibition at Saskatoon—Stove Traveler Leaves the Road.

WINNIPEG.

August 17.—W. S. Maddaford has resigned his position as traveler for Christie Bros. & Co., Winnipeg. It will be remembered that some time ago an interesting story appeared in this paper regarding a trip taken by Mr. Maddaford with another knight of the grip from Winnipeg to Edmonton by automobile. Mr. Maddaford has now decided to quit the strenuous life of a stove salesman, and he has been appointed appraiser of lands for W. J. Christie & Co., Winnipeg. His new headquarters will be in Abernethy, Sask. Christie Bros. presented Mr. Maddaford with a handsome range, which will, no doubt, be appreciated in his new home.

F. R. M.

SASKATOON.

August 17.—A very successful four-days' exhibition was brought to a close here on Saturday. In the industrial building were some fine displays, chiefly exhibits of local merchants. Amongst these might be mentioned the Western Heating and Plumbing display, and that of S. A. Clark, Ltd. The former company had on hand a full line of plumbing and heating supplies, including a tub, low down closet, lavatories, sink, laundry tubs, cistern pumps, range boiler and a cabinet of nickel plated bibbs and fittings. There was also a radiator. The rail in front of the display was made up of nipples, tees, valves and other pipe fittings. G. McAdam was in charge and the firm is confident that the trouble taken will bring good results.

The exhibit of S. A. Clark, Ltd., was a credit to the exhibition, and several sales were effected during the four days. The display included a full line of Moffatt's cook ranges and heaters, and was in charge of Alex Robertson. The floor was covered with stove boards and on these the heaters and stoves were set with a row of ranges in the background. The self-feeders were connected with electric lamps and when this was turned on at night the effect was most noticeable.

R. J. Armstrong, agent for the Nan-son, Campbell Co., of Chatham, had a display of scales, kitchen cabinets, fan mills and cream separators. F. J. Cox, of Winnipeg, had samples of comfort felt, building paper, etc., on hand. The Raymond Manufacturing Co. displayed sewing machines and cream separators, while A. J. Whitfield had a fine collection of harness, trunks, valises and leather goods. An immense iron portable grain tank was also on the ground, the

property of the Hub Roofing and Cornice Works, and was much examined by the farmers.

As a climax to the fair the semi-annual prize drawing took place at Cairns' store on Saturday night, the closing night of the fair. Owing to information having been laid against Mr. Cairns as to the legality of the drawing scheme carried on for the past few years, Mr. Cairns changed his plan of procedure a few weeks ago. The local magistrate found Mr. Cairns guilty of conducting these drawings on the coupon plan. He therefore announced that no more coupons would be given out, but that each purchaser of \$1 worth of goods could have a guess at the number of cash sales put through between July 27 and August 8. The total number of cash sales for the two weeks was 10,809. The ten prizes awarded are as follows: 1st team of horses; 2nd, return ticket to London, Eng., or choice of any make of binder; 3rd, lady's costume; 4th, suit or overcoat; 5th, hat; 6th, gun or rifle; 7th, \$20 worth of goods from the housefurnishings section; 8th, trunk or valise; 9th; \$20 worth of groceries; 10th, any article in the store up to \$10.

Pugh & McCulloch, of this city, have been awarded the plumbing contract for the King Edward school. The tender was let a few days ago by the School Board at \$1,430. The Saskatoon Furniture got the contract for supplying 260 seats and desks at \$1,050.

The big trencher is now at work on the south side and water pipes are being laid between the city standpipe and the C.P.R. works at Sutherland. When the connections are made the shops will be opened for repairs.

D. G. R.

CALGARY.

August 14.—One of the displays at the recent Calgary Exhibition of interest to hardware merchants, was that of the McClary Manufacturing Company, London, comprising their furnaces, ranges and heaters. A. J. Clark recently appointed manager of the company's Calgary branch, was in charge of the exhibit, and the accompanying illustration shows that it was a credit to him.

A. A. B.

British Columbia

New Explosives Company to Build Plant Near Vancouver—New Bank to be Incorporated.

VANCOUVER.

August 15.—Manufacturers of bicycles and tricycles in Eastern Canada might not be aware of the advantages they have over the American manufacturer in the market of New Zealand. The New Zealand Government agent here brought to the attention of the Hardware and Metal that in this line the duty is 20 per cent., while bicycles from the United States pay 30 per cent. In almost all things from Canada, the preference is in similar proportion, and western shippers are taking all the space available in the steamers plying between this port and New Zealand.

R. H. McWilliams, who has charge of the Balfour-Guthrie cement plant at Durham, Ontario, and W. H. Sutcliffe, engineer of the same company, are on the coast in connection with the establishment of a large cement plant at Kendall, just south of the border in Washington State, and on the line of the Bellingham Bay and British Columbia Railway. Bellingham is also considered as a probable place for location, and while this point is not yet settled, it has been definitely decided to operate a large plant.

George C. Tunstall, jr., who has spent nearly a lifetime in the explosives business, having been with the Hamilton Powder Company for many years, and more recently with the Standard Explosives, whose works are located west of Montreal, is in the city in connection with the incorporation of the Western Explosives, Limited, which will have a manufacturing plant on Bowen Island, about six miles from Vancouver. A site of 805 acres has been secured, and a boarding house, etc., are now in course of construction. George Macfarlane, of Vancouver, has the contract for the various buildings at \$80,000. It is expected that manufacturing operations will be started by April next, and the plant will be run as an independent concern with no affiliations with other powder concerns, though the acid plant will be a branch on an American corporation. Eastern Canadian capitalists are associated with Mr. Tunstall, and a large portion of the skilled labor will be brought from Eastern Canada. The initial capacity will be 400 cases of dynamite and 300 cases of black powder daily, and the investment will mean \$150,000. Acids will be manufactured for the powder mill as well as for the trade, and the plant will cost \$250,000.

T. H. Everson, of Oshawa, Ontario, has written the city council asking information as to the prospects for the establishment of a wire fence plant in Vancouver. He says he would move to the coast if the outlook was good.

A visitor to the city is A. Y. Bayne, of the Algoma Steel Bridge Company, of Sault Ste. Marie, Ont. While traveling for pleasure, he is not overlooking the fact that some bridges are about to be built in the city and in the neighborhood thereof.

Permits for the past week totalled \$201,365, as compared with \$91,400 for the week previous. One of the principal structures is a concrete store building for Lewis & Sills to cost \$40,000.

Among the provisional directorate of the new Bank of Vancouver, which will open its doors shortly, are R. P. McLennan, of the wholesale hardware firm of McLennan & McFeely; F. W. Jones and M. Carlin, of Victoria, formerly members of the firm of the Columbia River Lumber Company, Golden; and J. A. Mitchell, of Victoria, formerly a grain merchant of Winnipeg.

T. R. Nickson & Co. have been awarded the contract for the construction of the Grandview and Macdonald schools

in this city, at a cost of \$12,600 each. Baynes & Horie will build the Kitsilano school at \$10,750.

Sproul & Bleakley, New Zealand Government agents, report an increasing business in Oamaru stone for building purposes. This stone has already been used for ornamental facing in the Vancouver opera house and in the new building erected by the B.C. Permanent Loan & Savings Co. at the corner of Homer and Pender Sts. One hundred and fifty tons are also being used in the new police station at Kamloops. Further than this, the Provincial Government now specifies it as an alternate in the construction of public buildings. Oamaru is a whitish stone, can be sawn and planed with ordinary machinery, and hardens with exposure. It is used all over New Zealand and Australia both for facing and in entire construction. It can be laid down here undressed at the same price as granite, while the dressing costs only one-quarter as much. Builders along the coast are having the qualities brought to their attention, and shipments will be made to Seattle and other points through Vancouver.

The matter of coal within the city limits has been further brought to the attention of the public by the appearance before the city council of G. Smith, George Aske and E. F. Jones to ask for certain privileges in connection with the mining of it. If the coal is found in large quantities and of good quality, as is confidently expected it will mean much to the manufacturing industries in this neighborhood.

D. M. Riordan, chief mining expert of the General Electric Company, of New York, is examining copper propositions for his company in British Columbia. This firm draws its supply in a measure from its own properties.

A. B. Bettes, of Vancouver, is establishing a brick-making plant at McNab Creek, Howe Sound, where he has found some good clay.

R. B. B.

VERNON.

August 14.—Wm. Sawyer, of Vernon, has invented an ingenious device for raising and lowering window sashes. It consists of a series of three small pulleys through which runs a wire or cord, and which effectively takes the place of weights.

Wm. Vallance, head of the wholesale hardware firm of Wood, Vallance & Leggat, Hamilton, recently visited Vernon, where his nephew, James Vallance, is in the Vernon Hardware Co. He has gone on to Vancouver.

R. B.

VICTORIA.

August 18.—J. E. Rebbeck, of Victoria, is the architect for the new buildings of the Victoria Machinery Depot. It will be remembered this firm was cleaned out by fire a short time ago, but is rebuilding as soon as possible. A permit, to the value of \$25,000, has been taken out for the new structures.

B. E. M.

NEW WESTMINSTER.

August 15.—The Vulcan Iron Works, New Westminster, will instal a fruit-curing plant in connection with the Chilliwack fruit cannery. The Vulcan Iron Works recently sold its present site to the B. C. Electric Railway Co., and will move to Lulu Island. F. M. Richardson, of Vancouver, formerly steamboat inspector, is the managing director of the company.

R. Miles, of New Westminster, is receiving a good word for the up-to-date plumbing and sanitary arrangements which he recently installed at the market in that city.

B. B.

CUSTOMERS LIKE ATTENTION.

Half the pleasure of the home-cooked dinner is due to the fact that the dear cook serves it herself. Restaurants lose on this point because we don't know and can't see the man behind who prepares the cuisine.

Isn't this the truth?

Well, similar to this is the advantage enjoyed by the keeper of a small store who is able to get down on the floor and personally attend to the wants of his customers.

That's his trump card and he should play it to a finish.

Nearly everybody has elaborate ideas of his own importance and human nature appreciates being appreciated.

Customers appreciate the attention shown when they are taken care of by the storekeeper himself. It shows he takes an interest in them.

We all dislike a thoughtless man, particularly when he is thoughtless about us. But a storekeeper completely wins over prospective customers when he takes a personal interest in their purchasing.

Try it out!

Discretion is the better part of this interest the storekeeper should manifest. To become too much enthused and make a fuss over customers would be to send them away disgusted.

You know it.

Although the rose might smell as sweet if 'twere called an onion, the human animal called man takes particular delight in hearing the sound of his name.

He thinks it sounds well.

We're all alike in that.

It is but another species of the universal ego with which we are afflicted. Greet the customer by name, but be sure to pronounce that name correctly. It feels better to the customer than a pat on the back.

But pronouncing a man's name wrong is worse than making a poor guess at a baby's age.

All these are little things.

But it's the little things that count, so one should count the little things.

After a storekeeper has once commenced to wait on a customer he should stay on the job until the sale is effected. He makes a great mistake if he goes half way through with the sale, because the clerks are busy, and then turns the customer over to the first clerk who has time to handle it.

This is often considered a slight.

Customers are sure to resent it.

It makes them think that the storekeeper is very indifferent about their purchases, and they will be just as in-

different about purchasing in his store.

Can you blame them?

No, you can't, because the storekeeper is at fault. He should not let his interest lag as soon as a clerk is ready to wait on a customer. He shocks the sense of importance the customer felt while the proprietor was doing the selling.

Every time a storekeeper turns over a customer he takes a chance, because he may be throwing cold water on the

"psychological moment" when the customer is about ready to decide to buy.

He should finish the sale he started.

This personal interest influence can be made a potent factor in increasing sales. Small as the store may be, its very smallness can be turned to advantage. It will enable the storekeeper to attend to a greater number of customers.—The Sparkler.

THE SITUATION IN THE WEST

The Western Viewpoint, by our Special Correspondent.

Regina, August 18.—Your correspondent has been traveling all week on western wheat fields and has to say that from personal observation added to reliable reports from other sources the West is now reaping a good average crop of very good wheat. There has been frost over some considerable areas, but not sufficient to damage the aggregate of the crop at all materially, and it is rare when frost has occurred round the full of the August moon, as it did the other night, for it to occur again before the end of harvest. Though a large part of the crop in Manitoba is ripe and a considerable percentage in Southern Manitoba cut and in stook, there are many thousand acres of wheat that still require from 10 days to two weeks to ripen. So that there is still room for anxiety.

Oats Likely to Soar.

The oat crop of the West, speaking generally, is poor, with very short straw and not too well filled heads. The present indications are that it will not be very much above home requirements, so that oats are liable to be a price before spring. Barley is also rather an indifferent crop, short almost invariably. The hay crop, both native and cultivated, is generally abundant. In some of the sections in Manitoba where they have taken to raising alfalfa, the third crop of the season will be ready to cut before the wheat harvest is garnered.

Results of Thorough Farming.

This has been a year to separate the chaff from the wheat among western farmers, for invariably where wheat was planted on well worked, breaking or good summer fallow, there is a fine stand, with long, well-filled heads, which seem to have suffered no damage whatever from drought or hot winds, while wheat put in on stubble, with the disks, is short, thin, with small, badly-filled heads. In the Indian Head district, for example, where the farmers for the past 20 years have had the example of the Dominion Experimental Farm, it is the practice to fallow one third of the land every year. Fallowing here consists of ploughing as soon as the seed is on, harrowing a couple of times, ploughing again towards the end of July or beginning of August, then working with spring tooth cultivators once or twice

and finally harrowing until many a 100-acre-field looks like a garden. If time permits it will receive a final harrowing just before frost comes, if not it will be worked with the cultivators and harrowed in the spring before the seed goes in. On land worked in this way is found to-day magnificent stands of wheat that do not seem to have been aware of a very dry period in July. Slowly, but surely the western farmer is learning that if he wants good crops and wishes to be able to defy the seasons, he must cultivate, cultivate, cultivate and then try rotation of crops.

A Lesson From the Election.

This is written from Regina and as I write, the drums are beating, torches are blazing and crowds cheering to celebrate the return of the Scott Government in Saskatchewan. This, is no place for politics, but the election has one startling lesson on the ingratitude and shortsightedness of farmers. Hon. W. R. Motherwell, first Minister of Agriculture for Saskatchewan, has been defeated by a large majority. During the two and a half years he has held office Hon. Mr. Motherwell has probably done more practical work for the advancement of agriculture than any man holding a similar position in the Dominion of Canada. His staff is a marvel to have been gotten together in so short a time, for every one of his subordinates has had both practical and theoretical training in some branch of agriculture and the whole department has been organized on a basis of making Saskatchewan, in the shortest time possible, a province noted for its mixed farming.

The main factor in his defeat was the active campaign against him by prominent members of the Grain Growers' Association of which he was formerly president and their grievance was that he had favored and furthered every revolutionary piece of legislation they had sought to bring before the House.

As the Scott Government is sustained no doubt a seat on some other constituency will be found for Mr. Motherwell, but that will not do away with the sting of being defeated by the deeds and votes of the very men he has striven so conscientiously to serve in the best manner possible. It is just such incidents that make it so difficult to persuade really efficient and desirable men to enter the Legislature.—H.

WILL DISCUSS LARGE PROBLEMS.

The Dominion Board of the Retail Merchants' Association will hold its annual meeting at the Toronto offices of the association on September 9 and 10, when the various resolutions sent on by the provincial associations at their annual meetings will be dealt with. Among the questions to be discussed are: An amendment to the criminal code; amendment to Division Court Act by cheapening court costs so as to give merchants and manufacturers the same privileges as those enjoyed by organized labor; a plan of campaign against co-operative societies; bad pay reporting lists, and an amendment to the Peddlars' and Transient Traders' Act, as well as some matters of minor importance. It is also the intention of the board to request the Government to appoint a commission from the Department of Trade and Commerce to deal with trade relations between manufacturers, wholesalers, and retailers on lines similar to the constitution of the present Railway Commission.

Another important matter to be taken up will be the reorganization of the financial side of the association. The sub-committee of the special committee appointed by the Provincial Board at the recent convention at Galt, has met and investigated the books and is ready to report to the committee, which meets in Toronto at the same time as the Dominion Board.

EXHIBITS FROM THE PROVINCES.

One of the most attractive features at the Canadian National Exhibition, to be held in Toronto from Aug. 29 to Sept. 14, will be the exhibits from various parts of Canada. Every province of the Dominion, except only British Columbia, will have a distinctive exhibit, and British Columbia will find its products displayed in the Railway Exhibits building. The other provinces will have their separate exhibits in the Agricultural and Provinces building. Especially the new Provinces of Alberta and Saskatchewan propose to send a collection of their products. In addition, several of the larger towns of Northwestern Canada will have distinctive exhibits. Thus, altogether, the Canadian National Exhibition of 1908 will be more truly national than any of its predecessors.

These exhibits will give merchants and business men generally an excellent idea of Canada's resources, an idea which cannot be so readily gained in any other way.

ADVERTISING IS BUSINESS.

Advertising is a business; it is full of the very best and soundest principles of this serious old business world and in applying it we should measure it to the exigencies of all surrounding conditions.—Practical Advertising.

Brantford water commissioners have decided to make extensive repairs and changes at the pumping station.

The sanitary sewerage system being constructed at Brantford is nearing completion. When finished, work on the storm sewers will be commenced.

WESTERN CANADA HARDWARE MARKETS

Corrected by telegraph up to 12 noon Friday, Aug. 21, Room 511, Union Bank Bldg., Winnipeg.

WIRE—Barbed wire, 100 lbs., \$3.25; plain twist, \$3.40; staples, \$3.40; annealed wire, \$2.90 base; oiled, 10c extra; bright iron, \$3.10 base; brass spring wire, 32c base; plain galvanized wire, 6, 7, and 8, \$3.70; No. 9, \$3.40; No. 10, \$3.70; No. 11, \$3.80; No. 12, \$3.45; No. 13, \$3.55; No. 14, \$4.10.

POULTRY NETTING—57½ per cent. **HORSESHOES**—Iron, No. 0 to No. 1, \$4.65; No. 2 and larger, \$4.40; snowshoes, No. 0 to No. 1, \$4.90; No. 2 and larger, \$4.65; steel, No. 0 to No. 1, \$5; No. 2 and larger, \$4.75.

HORSENAILS—MRM cold forged process—No. 3, 36c; 4, 32c; 5, 30c; 6, 28c; 7, 26c; 8, 24c; 9, 23c; 10, 11 and 12, 22c. Discounts 50 and 10 p.c. Capewell brand quotations on application; "C" brand list prices per box 25 lbs.; No. 4, \$5.25; 5, \$4; 6, \$3.50; 7 to 9, \$3.25; 10 to 14, \$3. Discounts on application.

WIRE NAILS—\$3 Winnipeg, and \$2.55 Fort William.

CUT NAILS—Now \$2.90 per keg. **PRESSED SPIKES**—½x5 and 6, \$4.75; 5-6 x 5, 6 and 7, \$4.40; ¾ x 6, 7 and 8, \$4.25; 7-16 x 7 and 9, \$4.15; ½ x 8, 9 10 and 12, \$4.05; ¾ x 10 and 12, \$3.90. All other lengths 25c extra, net.

SCREWS—Flat head, iron, 80, 10, 10 and 10; brass, 75c; round head, iron, 80; brass, 70; coach, 65.

BOLTS—Carriage, 3-16 and ¼, 65; 5-16 and ¾, 60; 7-16 and larger, 55; machine, ¾ and under, 60 and 5; 7-16 and over, 55; bolt ends, 52½; sleigh shoe, ¾ and under, 55; 7-16 and over, 45; machine screws, 60; plough bolts, 50; square and hexagon nuts, cases, 2½; small lots, 2½; stove bolts, 70 and 10 per cent.

RIVETS AND BURRS—Iron rivets, 60 and 10; copper: No. 7, 29c; 8, 29½c; 9, 30½c; 10, 31½c; 12, 34c. Copper burrs, No. 7, 39c; 8, 40c; 10, 43c; 12, 46c. Copper rivets and burrs: No. 8, 30½c; 9, 33c per lb.

GREEN WIRE CLOTH—\$1.75 100 sq. ft.

COIL CHAIN—¼, \$7; 3-16, \$5.50; ¾, \$4.90; 7-16 \$4.70; 1, \$4.40; 5/8, \$4.20; ¾, \$4.05.

SHOVELS—40 and 5 p.c.

HARVEST TOOLS—50 10 and 5 p.c.

AXE HANDLES—Turned, s.g. hickory, \$3.15; No. 1, \$1.90; 2, \$1.60; octagon, extra, \$2.30; 1, \$1.60.

AXES—Bench, 40 and 5; broad, 5½ to 7½; \$21 per dozen; 7½ to 8½, \$23 per dozen; Royal Oak, per dozen, \$6.25; Maple Leaf, \$8.25; Model, \$8.50; Black Prince, \$7.25; Black Diamond, \$9.25; Standard flint edge, \$8.50; Copper king, \$8.25; Columbian, \$9.50; handled axes, North Star, \$7.75; Black Prince, \$9.25; Standard flint edge, \$10.75; Copper King, \$10.50 per dozen.

AUGER BITS—"Irwin" bits, 47½; other lines, 70 and 10 p.c.

BLOCKS—Steel 35; wood, 60 p.c.

HINGES—Light "T" and strap, 65 p.c.

HOOKS—Brush, heavy, per doz., \$8.75; grass, \$1.70.

FILES—Arcade, 75; Black Diamond, 60; Nicholson's, 62½ per cent.

STOVE PIPES—6-inch, \$9.25; 7-inch, \$10.

BUILDERS' HARDWARE, ETC.—50 per cent.

TINWARE. Etc.—Pressed, retinned, 70; plain, 75 and 2½; pieced, 25; japanned ware, 35; Famous enamelled ware, 50; Imperial, 50 and 10, one coat, 60; Premier, 50; Colonial, 50 and 10; Royal, 60; Victoria, 45; White, 70 and 5; Diamond, 50; Granite, 60 p.c.

GALVANIZED WARE—Pails, 37½ p.c. other galvanized lines, 33 1-3 p.c.

SOLDER—21c per lb.

LANTERNS—Cold blast, per doz., \$7; coppered, \$9; dash, \$9.

WRINGERS—Royal Canadian, \$36; B.B., \$40.75 per doz. Churns, 45 and 5.

ROPE—Sisal, 10½; pure manila, 13½c; British manila, 11½c. Lath yarn, 9½c.

BUILDING PAPER—Sunrise, plain, 50c; Surprise, plain, 50c; Lion, plain, 55c; Anchor, plain, 60c; Cyclone, plain, 60c; Victoria, plain 67½c; Triumph, plain, 67½c; Buffalo, plain, 67½c; Anchor, Joliette and Buffalo, tarred, 62½c; Victoria, Triumph and Joliette, tarred, 84c; Cyclone, tarred, 78c; Perfection Sulphite, \$3.75 per 100 lbs.

CORRUGATED IRON AND ROOFING, Etc.—Corrugated iron, 28 gauge, painted, \$3; galvanized, \$4.10; 26, \$3.35 and \$4.35. Pressed standing seamed roofing, 28, \$3.45 and \$4.45. Crimped roofing, 28, painted, \$3.20; galvanized, \$4.30; 26, \$3.55 and \$4.55.

AMMUNITION—Cartridges, rim fire, Canadian, 50; American, 33; pistol sizes, Canadian, 25; American, 5; military, Canadian, 20; American, 10 p.c. advance. Primers, \$1.55. Loaded shells, English and Canadian makes, 12 gauge, black, soft, \$18; 10, \$22.50; 12, smokeless, chilled, English, \$24; Canadian, \$23; 10, smokeless, chilled, English, \$28; Canadian, \$27. Shot: Drop, per 100 lbs., \$6.25; chilled, \$6.60; buck, \$6.95; 28 ball, \$7.30. Powder, F.F., keg, Hamilton, \$4.75; F.F.G., Dupont's, \$5.

BAR IRON—Bar iron, \$2.50; Swedish iron, \$4.95; sleigh shoe steel, \$2.75; spring steel, \$3.25; machinery steel, \$3.50; tool steel, Black Diamond, 100 lbs., \$9.50; Jessop, \$13.

PIG LEAD—\$5.50. Lead pipe, \$7.

SHEET ZINC—Casks, \$8; broken lots, \$8.50.

COPPER—Planished copper, 2½c per pound; tinned, 26½c.

IRON PIPE—Black pipe, ¼-in., \$2.50; ¾, \$2.85; 1/8, \$3.50; ¾, \$4.65; 1, \$6.60; 1¼, \$9.00; 1½, \$10.75; 2, \$14.40; 2½, \$24.40; 3, \$31.50; 3½, \$39.50; 4, \$45.00; 4½, \$52.00; 5, \$58.00; 6, \$75.00. Galvanized: ¼-in., \$3.50; ¾, \$3.80; 1½, \$4.25; ¾, \$5.75; 1, \$8.50; 1¼, \$11.50; 1½, \$13.90; 2, \$18.50; 2½, \$30.50.

FITTINGS—Wrought couplings, 55; nipples, 70; classified malleable fittings, 25; malleable bushings, 50; malleable unions, 55 p.c.

GALVANIZED IRON—Apollo 16-gauge, \$4.15; 18 and 20, \$4.40; 22 and 24, \$4.65; 26, \$4.65; 28, \$4.50; 30-gauge or 10¾-oz., \$5.20; Queen's Head, 20, \$4.60; 24 and 26, \$4.90; 28, \$5.15.

TIN PLATES—I.C. charcoal 20x28, full box, \$9.50; ½ box, \$5; IX full box, \$11.50; ½ box, \$6; IXX, full box, \$13.50; ½ box, \$7.

TERNE PLATES—I.C. plates, \$9.

CANADA PLATES—Half polish, 6 and 7 inch, \$3.25; 8-inch, \$3.50; full polish, 6 and 7 inch, \$4; 8-inch, \$4.25.

LUBRICATING OILS—600 W. cylinders, 80c; Maple Leaf cylinder, \$1 per gal.; 700 A. cylinder, 75c; Sterling cylinder, 55c; 600 A. cylinder, 50c; Capital cylinder, 59c and 54c; Solar red engine, 32c; Atlantic red engine, 29c; heavy castor, 29c; medium castor, 28c; Ruddy harvester, 30c; standard gas engine oil, 36c; Renown engine oil, 38c.

PETROLEUM AND GASOLINE—Silver Star, in bbls., per gal., 20c; Sunlight, 22c; case, \$2.45; Eocene, gal., 24c; case, \$2.60; Pennilene, gal., 25c; Silver Light, 22c; Starlight, 20c; Sterling Light, 24c. Engine gasoline, gal., 24c; f.o.b. Winnipeg, cases, \$2.60.

PAINTS AND OILS—White lead, pure, \$6.50 to \$7.50, according to brand; bladder putty, in bbls., 2½c; in kegs, 2½c; turpentine, barrel lots, 65c. Linseed oil, raw, 62c; boiled oil, 3c per gallon advance on these prices.

EDMONTON MARKETS.

Aug. 21—Barb wire, \$4 per 100 lbs.; plain twist wire, \$4.25; brt. wire staples, \$4.20; poultry netting, 50 p.c.

HORSESHOES—MRM., \$5.15 base; C horse nails, in 25-lb. boxes, No. 4, \$4.95 per box net. In less quantities than 25-lb boxes add 1c per lb.

WIRE NAILS—\$3.55 base.

SCREWS—Flat head, bright, 85, brass, 75; round head, bright, 75 and 10; brass, 70 p.c.

BOLTS—Carriage, 3-16 and ¼, 60 p.c.; 5-16 and ¾, 4-inch and shorter, 55 p.c.; ¾ (longer than 4-inch), 50 p.c.; 7-16 and up, 45 p.c.; machine, ¾ and under, 55 p.c.; 7-16 and over, 45 p.c.; plow, 45 and 5 p.c.; stove, 70 p.c.

GREEN WIRE CLOTH—\$1.85 100 sq. feet.

SHOVELS—First grade, \$11.55; fourth grade, \$7.60 per dozen.

HARVEST TOOLS—50-10 p.c.

BRUSH HOOKS—\$9 per dozen.

FILES—Arcade or Eagle, 70-10-5 p.c. **SOLDER**—23c per lb.

LANTERNS—No. 2 cold blast, \$8 doz. **WRINGERS**—Royal Can., \$38 per doz.

CHURNS—45 p.c.

ROPE—Sisal, 11½c per lb.; British manila, 12½c; pure manila, 15½c.

SOME USEFUL HINTS.

Keep complete stock records.

Don't make an arbitrary claim and threaten to "stop buying" if it is not allowed.

Select a source of supply where you can secure accuracy, completeness and just treatment.

Make quality the prime consideration, and do not compare prices without comparing quality.

Order in ample time to avoid running out of goods should there be a slight delay in transit.

The Derry Oak



A neat low-priced Heater in four sizes.

11, 13, 15, 17.

THE CHEAPEST YET.

Nickel Plated Top Ring and Skirting.
Handsome Urn, Dumping Grate
and Ash Pan.

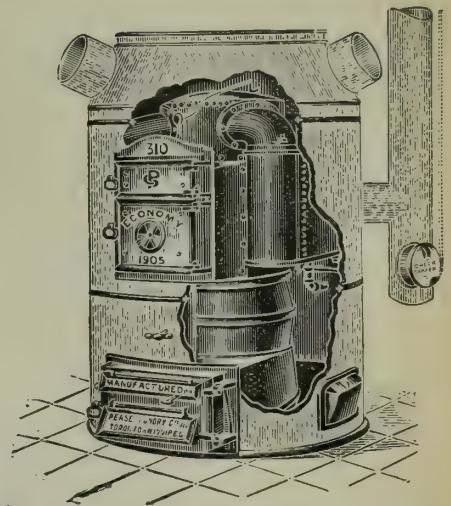
A LEADER FOR FALL TRADE.

Write for Prices or see our representatives.

Revillon Brothers, Ltd.

Wholesale Hardware
EDMONTON, ALTA.

PEASE "ECONOMY"



The Highest Type of Warm Air Efficiency

The concrete result of a quarter of a century's experience in Heating Engineering and Furnace manufacture. Simple, solid, scientific and equipped with all the improvements known to modern Furnace construction. Built for the purpose of heating, not for the sake of competing.

The Pease "Economy" installed by us 23 years ago in Canada are to-day as good as new and have stood the strain of expansion and contraction through all these years with practically no repairs.

With such a record, do you wonder why there are now over 79,000 "Economys" in use? "Economys" are the most Reliable, Efficient, Durable and Powerful Heaters manufactured.

They are easy to install; easy to keep clean; and their close fitting door and dampers make them the most perfect regulating Heater on the Market.

The "Economy" is a little higher in price than other makes. This difference in price is not added as a premium because of the extraordinary demand for "Economys," but is because they cost more to manufacture and this difference is saved every year in fuel alone. Every "Economy" is assembled, fitted, mounted and carefully inspected before it leaves the Factory.

We manufacture Warm Air Furnaces;
Warm Air and Hot Water Combination Heaters;
Round Steam and Hot Water Boilers;
Sectional Steam and Hot Water Boilers;
Tubular Steam Heaters and Ventilators.

Send for Illustrated Catalogue

Pease Foundry Co., Ltd.
TORONTO, ONT.

Pease-Waldon Co., Ltd.
WINNIPEG, MAN.

Manufacturers of Furnaces, Combination Heaters, Round and Sectional Boilers for Hot Water or Steam, Registers, &c.

We maintain an engineering department. Ask for our assistance when you have an out-of-the-way heating or ventilating problem to solve.

Fire Escapes

Circular Stairs

Coal Chutes and

Ornamental Iron for Buildings

Are lines which local hardware men should look after. We are pleased at all times to submit tenders on work of this kind.

THE MANITOBA IRON WORKS Limited
WINNIPEG, MAN.

LETTER BOX.

Cider Presses.

D. Mistele, hardware merchant, Rodney, Ont., asks: "Can you advise me who makes cider presses for farmers' use?"

The London Foundry Co., London; and David Maxwell & Sons, St. Mary's, Ont., are makers of cider presses.—Editor.

Chicken Incubators.

H. & J. Young, Quebec, ask for a list of manufacturers of chicken incubators.

The Lee-Hodgins Co., Pembroke St., Pembroke, Ont.; Manson, Campbell Co., Chatham, Ont.; Charles A. Cyphers, River St., Toronto, and Morgan & Co., London, Ont.

ROSS BROS.

LIMITED

HARDWARE ONLY

Loaded Shells

EDMONTON, ALBERTA

Kynoch
Winchester
Dominion } STOCK COMPLETE
PRICES GUARANTEED

BUSINESS OPPORTUNITY

Partner wanted to invest about \$5,000 in the leading hardware business in one of the most prosperous towns in Manitoba. There are three partners in the business now, but two wish to retire to attend to other interests. The third is an experienced hardware man who has not sufficient capital to buy the business himself. Annual turn-over \$40,000 on stock of \$11,000 to \$12,000. Store building, two years old, can be bought on easy terms. Can give best of references from wholesale houses as to volume of business done.

This is a splendid opportunity for the right man.

Fuller particulars on application.

BOX 2, HARDWARE AND METAL
WINNIPEG, MAN.

TRANSPORTATION AND CIVILIZATION.

(By Hiram Maxim.)

Civilization can grow no larger than the boundaries of transportation and communication will permit. Cities overgrow themselves because adequate transportation is lacking. The old time farm, the mountain height, the forest deep, the lonely lake, will soon burst from isolation, for the flying machine will people them with a teeming population. High speed and convenience of travel annihilate distance. The remote becomes nearer, the stranger a neighbor, and widely separated communities a united neighborhood.

Among the possibilities of the future will be the wireless electric sky roads, or zones of electric energy, leading from centre to centre of population and industry, along which flying machines will pass to and fro, drawing their energy from an electric system stretching along the earth, thus obviating the necessity of each individual flying machine developing its own energy. Flying machines will carry electric meters, and the consumer will pay for the energy used just as he now pays for the electric current which lights his residence.

When the flying machine shall have come into general use many strange structures will be contrived for the reception and storage of them, or, we may say, flying machine garages, where daily pilgrims from country to city and return will house their aerial equipment, and from which they will take flight for home when their day's work is done.

As land values always accord with supply and demand, the flying machine will bring vastly increased areas of suburban land into the market and values will be enormously enhanced. Many a poor farmer will be made glad from the sale of his unyielding acres to the city man dropping in upon him from the sky.

MANUFACTURERS OF ADVERTISING MATTER.

Many a dealer who is sure he ought to advertise his store more and better, but who is concerned over the question of expense, should realize that many aggressive manufacturers of widely advertised specialties and standard articles offer him excellent advertising in return for the slight effort of distributing it.

Some dealers who are not buying automobiles and who wonder how their competitors can buy them have under the counter or down cellar packages of expensive printed matter that would increase their sales if it reached the hands of the right people.

It is advertising matter of a good quality, much of it, full of force and selling arguments and well illustrated. If handled properly it would not only sell the article that it talks about but would bring people to the store who would not otherwise come.

KENNEDY'S NEW TRAVELER.

Norman O. Philp, who has just joined the traveling staff of the Kennedy Hardware Company, Toronto, received his

first hardware experience with Boxall & Matthie, Lindsay, with whom he was about three years. Later he spent 1½ years in the O. B. Henry store at Drayton, leaving this position to become traveling salesman for the Bond Hardware Company, Guelph, in northwestern Ontario. Here he spent two years and won success by steady and persistent work. In his new position with the Kennedy Hardware Company, he will cover considerable territory on the C.P.R., which has already been broken in, and will, in addition, open up new ground for the



NORMAN O. PHILP,

A Recent Addition to the Traveling Staff of the Kennedy Hardware Co., Toronto.

firm on the C.P.R. between Guelph and Goderich, and on the G.T.R. between Toronto, Guelph Palmerston, Wiarton and Southampton. Mr. Philp is a young man who ought to succeed in his larger sphere of labor.

WHEN ADVERTISING PAYS BEST.

Very often the dealer is encountered who states that newspaper advertising does not pay, at least in his case. There are thousands of dealers all over the country for whom newspaper advertising, and in fact, all kinds of advertising, has been a poor investment. This seems strange, especially when it is remembered that there is no great retail business in America that has not been advertised, and more liberally than elsewhere, in newspapers, and which does not attribute its greater success to advertising.

The explanation of the seeming paradox is simple. The thousands of dealers who have failed to make advertising pay do not know how to advertise. The big retail dealers, those who are the notable examples of the power of

advertising, do know how. This is the secret of the whole difference.

When newspaper advertising is well written, when it says, as well as the best clerk could say, the things that should be said about the goods advertised, and when it is store news, and changed so frequently as to be really news, then newspaper advertising is sure to pay, and always pays.

In these days of modern merchandising, a good many dealers who realize their shortcomings as writers of advertising or anything else of literary nature, employ clerks who possess the ability to write as well as act salesmanship. These up-to-date merchants are not the ones who complain that advertising does not pay.

ADVERTISE YOUR BUSINESS.

Make your advertisement different from its neighbors but let the difference be a reflection of the store itself and not a reproduction of its owner's eccentricities. There may be a wide difference between the individuality of the establishment and the personality of the merchant. The advertising should represent the business, not the man.

ORIGIN OF THE WHISK BROOM.

"Do you know," said an old blind broommaker of St. Louis, "that the whole broom trade of the United States, amounting as it does to many millions of dollars every year, originated from a single broom seed, planted by one of the greatest men that ever lived in America?"

"A few years before the Revolutionary War a lady in England sent to a friend in Philadelphia, a little whisk broom, then regarded as a curiosity. She was showing it to Benjamin Franklin, who noticed near the end of one of the straws a single seed that, by oversight, had been left on the stem. He asked the lady's permission to take it off; then planted it in his garden, and by the end of the season was delighted with both the crop of straw and of seed. For two or three years every seed was carefully saved for planting, and when his crop began to assume respectable proportions he recommended the seed to his friends, told what use was made in England of the straw, and the manufacture of whisk brooms began. A long time was required to bring them into popularity, for hair brushes were then in use to do the work of the whisk broom; but by and by people began to find out that whisk brooms were better. At first they were used only to brush clothing, while hickory brooms and brooms made of willow and birch twigs were used on the floors; but the cornplant broom soon demonstrated its own superiority to either of the others, and the result was that by the beginning of the nineteenth century the corn broom had distanced its rivals, and in twenty years more willow and hickory brooms had been banished from houses and relegated to the rough work done on barn floors, decks of ships and similar places."

Condensed or "Want" Ads.

AGENTS WANTED.

This is the problem of many manufacturers who are anxious to get a foothold in Western Canada. It will be easily solved if HARDWARE AND METAL is given the opportunity to solve it.

WANTED in every town and village, a representative to take charge of the circulation of our various publications:—Hardware and Metal, Canadian Grocer, Financial Post, Plumber and Steamfitter, Dry Goods Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery, and Busy Man's Magazine. Good financial standing and business connection a strong recommendation. Just the position for a retired business man for his spare time. The MacLean Publishing Company, Limited, Toronto.

LITHOGRAPHY

HIGH CLASS COLOR WORK; Commercial Stationery, Posters. The Hough Lithographing Co. Limited, Office—No. 3 Jarvis St., Toronto, Telephone, Main 1576. Art, Good Workmanship; Business Methods.

SITUATIONS WANTED.

Travellers, clerks, or tinsmiths, wishing to secure new positions, can engage the attention of the largest number of employers in their respective lines, by giving full particulars as to qualifications, etc., under "Situations Vacant."

HARDWARE CLERK, five years' experience, excellent references, wants position in the west. Box 17, HARDWARE AND METAL, Winnipeg, Man. [37]

BUSINESSES FOR SALE.

HARDWARE, Stoves, Furniture and Undertaking business for sale, roofing, plumbing and tin-smithing in connection, in a flourishing condition in a thriving eastern Ontario town, population 2000, surrounded by the best farming community in eastern Ontario. Good clean stock, about \$6,000. Could give possession by Sept. 15, 1908. Good reason for selling. Do not answer without you mean business. Full particulars on application. Box 132, Vankleek Hill, Ont. [34]

SITUATIONS WANTED.

YOUNG MAN, six years experience, wants permanent position as hardware clerk in good live town of 2000 or over. All references as being good stock keeper and salesman. Apply Box 739, HARDWARE AND METAL, Toronto.

HARDWARE CLERK, age 32, at present engaged in Vancouver, desires change, B.C. preferred. First class references. Box 40, HARDWARE AND METAL, Winnipeg, Man.

HARDWARE MAN, twelve years experience, wants situation. Travelling west of Winnipeg preferred. Excellent references. Benson, Box 1576, Edmonton, Alta.

BUSINESS CHANCES.

FOR SALE—Hardware, stove and tinware business in a good town in Ontario county. Stock about \$5,500; a good yearly turnover. Satisfactory reasons for selling. Apply Box 741, HARDWARE AND METAL, Toronto. (37)

HARDWARE STOCK, \$4,000, western Ontario town, large district, tinning and plumbing in connection. Turnover about \$15,000. Box 740, HARDWARE AND METAL, Toronto. (35)

MISCELLANEOUS

ADDING TYPEWRITERS write, add or subtract in one operation. Elliott Fisher, Limited, 129 Bay Street, Toronto.

Put the Sherwin-Williams Line on Your Shelves This Fall.

It's time now to go over the paint proposition and make preparations for Fall trade.

If you are now handling Sherwin-Williams Paints and Varnishes you should go over your stock and make up your order. Be ready for trade to start with a good stock of goods, as our new method of advertising for this Fall is sure to be even more effective than ever before in bringing people into the dealer's store expressly for Sherwin-Williams Products.

If you do not handle the S-W. line you should take this time to investigate it thoroughly. The S-W. proposition may be much more valuable than you have any idea it is. Many merchants have been surprised to find out how profitable it really is.

Write us today.

THE SHERWIN-WILLIAMS CO.
LARGEST PAINT AND VARNISH MAKERS IN THE WORLD

Canadian Headquarters and Plant:
639 Centre Street, Montreal, Que.
Warehouses: 86 York St., Toronto,
and Winnipeg, Man. 399



Sheet Metal Building Material

Galvanized Cornices, Skylights, Ventilators and Finials.
Pressed Zinc Ornaments: Fireproof Windows, Doors and Shutters.

"Eastlake" Metallic Shingles, Siding, Ceiling and Lath.
Corrugated Iron: Curved or Straight, Painted or Galvanized.

Everything that is reliable and artistic in Sheet Metal Building Material.

Reliable, active agents wanted in many districts.

WRITE FOR PARTICULARS

The Metallic Roofing Co.

LIMITED

Manufacturers

Toronto and Winnipeg

BUILDING AND INDUSTRIAL NEWS

For additional items see the correspondence pages. Information is solicited regarding building and industrial news, the incorporation of companies, establishment or enlargement of mills, factories or foundries, municipal water works and sewerage systems, railway or mining news, etc.

Building Notes.

A Nadeau, Quebec, will erect a \$6,000 dwelling.

A new school will be built at Fenelon Falls, Ont.

A new school will be erected at Grand Falls, N.B.

A four-roomed school will be built at Lang, Sask.

A new public school will be built at Picton, Ont.

An Anglican church will be built at Blucher, Sask.

J. Walker, Vancouver, is to build a \$7,500 residence.

Jas. Curran, Peterboro, will put up a \$9,000 dwelling.

A new fire hall will be erected at Chilliwack, B.C.

R. Doherty, Toronto, is building a \$10,000 residence.

The Freeborn school at Stratford will be rebuilt at once.

Tenders are called for a post office building at Welland.

Tenders are asked for the new school at Ninga (Winnipeg).

A Sunday school hall will be erected at Campbellton, N.B.

P. Bosnyk, St. Boniface, Man., is putting up a building.

The Baptist church, York Mills, Ont., will build a new edifice.

A \$25,000 addition will be built to the Toronto post office.

R. J. Smith, Toronto, will build some stores at a cost of \$10,000.

Symons & Ruel will build a \$50,000 apartment house at Toronto.

C. D. Warren, Toronto, is spending \$12,000 on a dwelling house.

An addition will be built to the school at Marble Mountain, C.B.

Work has been commenced on the new Dental College at Toronto.

St. George's church, Owen Sound, will enlarge and alter its building.

A sanitarium and academy are proposed to be built at Lacombe, Alta.

Construction will begin right away on Mitchell's (Ont.) new public library.

Work on the Men's Own building at Winnipeg will be commenced right away.

The Agricultural Society will erect fair buildings at once at Port Arthur.

New G.T.R. stations are being built at Vars, Ont. and at St. Louis Quebec.

A Government building will probably be erected at Grand Forks, B.C., shortly.

A new Knox church is being built at Lethbridge. The building will cost \$30,000.

The plans of King Edward school, Winnipeg, call for an expenditure of \$63,000.

St. Clement's Mission church, Toronto, will build a church and pastor's house.

The Vancouver Construction Company will erect a block at that place to cost \$25,000.

Tenders are called for the new Presbyterian church to be built at Fort William.

Mrs. M. B. Elliott, \$1,500, and F. O. White, \$1,850, are persons building at Victoria.

An addition to the public hospital at

Banff is being considered by the board of directors.

A two-roomed school will be erected in the Carrick addition of Port Arthur.

The Eastern Townships Bank will likely put up a new building at Grand Forks, B. C.

St. Mark's Presbyterian church, Toronto, is considering the erection of a new building.

The old wing of the Hotel Vancouver, at Vancouver, will probably be remodelled next spring.

Work has commenced on the new Government buildings and court house at Prince Rupert.

The I.O.O.F. will erect a Temple building at Winnipeg this fall at a cost of about \$150,000.

The new building for the Faculty of Education for the University of Toronto is to cost \$400,000.

The Hotel Sanita, Chatham, Ont., is to be extensively improved and an addition will be built.

C. R. S. Dinnick, Toronto, has purchased a large block of land for the erection of a number of houses.

The G.T.R. will move its Guelph passenger station to Guelph Junction and a new station will be erected.

A new jail will be constructed at Fort Frances, at a cost of about \$12,000, under Government supervision.

The Port Arthur Board of Education has under consideration plans for the new school in the Wiley addition.

A new hotel will be built at Kingston, if the citizens vote \$75,000 for it, the balance to be provided by capitalists.

E. Cook, Vancouver, will soon commence the erection of a business block for himself at a cost of about \$60,000.

The Ottawa Separate School Board has approved of a four-roomed addition to the Catholic Lyceum. Two more rooms at St. Roch's school may also be added.

A new brick school building will probably be erected at Fredericton in place of Regent Street school, at a cost of \$7,000 or \$8,000.

McDougall & Secord, Edmonton, have let the tender for their new business block to McSparran & Co. The cost will be about \$40,000.

The General Engineering & Construction Company are making additions and alterations to Glencoe Lodge, Vancouver, at a cost of \$50,000.

A. D. Westman is building a \$4,000 residence; W. H. Taylor a \$3,400 dwelling and J. J. Tremblay a \$2,000 building; all at Chatham, Ont.

The provincial architect at Edmonton, is preparing plans for the new University building. A residence will also be built for the President and Faculty.

Holy Trinity church, Vancouver, has purchased four lots for the erection of a larger church. Building operations will not be commenced until next spring.

The following persons are building residences at Brantford: D. Gardner, \$1,200; Jas. Lake, \$1,000; Geo. Myers, \$1,900; Thos. Sears, \$1,000, and Daniel Smith, \$1,100.

The contract for plans and specifications for the new brick school house at Woodstock, N.B. has been given to

Harry H. Mott, St. John. The building is to cost between \$20,000 and \$25,000.

Robertson & Sons, Toronto, have obtained the contracts for the new thermodynamic building and the botany and forestry building for the University of Toronto. The estimated cost of the former is \$100,000 and of latter \$28,000.

The following will have been granted building permits at Ottawa: Charles Rupert, \$5,000; John L. Garland, \$4,000; Alphonse Rheame, \$5,000; Dr. Winter, \$4,000; Rodger Beattie, \$2,000; C. Nelson, \$2,000; Charles T. Routh, \$3,500; T. A. Magee, \$2,000; W. H. Murphy, \$2,000; Joseph D. Wilson: Edmond Gauthier, \$2,500; Mrs. Hallinan, \$7,000; William Cope, \$1,500; E. R. Whitehead, \$8,500.

The following firms and persons will rebuild at Three Rivers almost immediately: Bell Telephone Co., Estate Bergeron; I. Z. Beaudry (three buildings), C. Corigan & Fils, Chas. Page, Louis Borda, I. M. Spenard, Bellefeuille & Giroux, H. Catrig, P. Robichon, Lucien Lajoie, Mme. Napoleon Lajoie, J. R. Dupond, Drolet & Lassonde, H. Godin, R. W. Williams, J. A. Fortin, J. A. Gouin and T. E. Panneton.

Municipal Improvements.

Elmira, Ont., will spend \$25,000 on extensions to their waterworks system.

John Leckie, Toronto, have applied for a permit to erect a five-storey warehouse at 75-77 Wellington street west, for conducting their wholesale chandlery business.

The Dominion Government has voted the sum of \$30,000 for the erection of a new post office at Fernie, B.C. It is estimated that the building and site will cost \$66,000.

Rhodes, Curry & Co., Amherst, N.S., have been awarded the contract for the new Carnegie Science building, to be erected in connection with Acadia College, Wolfville, N.S.

A by-law will be submitted to the ratepayers of Vancouver for the purpose of raising \$10,000 for the purchase of a site and the erection of a fire hall south of False Creek.

The ratepayers of New Westminster have passed by-laws to issue the following debentures: \$35,000, for public schools; \$6,000, for market extension; \$6,500, for fire halls.

Hooper & Watkins, architects, have been instructed to prepare plans for a new ten-roomed school in the northern portion of Victoria. The appropriation for the building is \$50,000.

The Dominion Government has voted the sum of \$40,000 for the erection of an immigration building at Victoria. It is estimated that the building when complete, will cost \$91,180.

Plans have been prepared for a two-story, eight-room, school building to be erected at West Toronto. The building will have open plumbing, and steam heating and ventilating systems.

St. Matthew's Evangelical Lutheran congregation, Brantford, have secured property on the corner of King and Nelson streets, upon which they will erect their \$6,000 church building.

Architects Watt & Crane, Windsor, Ont., have been commissioned to prepare plans for a new eight-room school

CANADA PLATES

Galvanized

Polished

Half Bright

STOCK AND IMPORT

A. C. LESLIE & CO.,

LIMITED

MONTREAL

**You Can Mend Anything With
CAEMENTIUM**

WHAT is Caementium? It is an insoluble adhesive. You will not call yourself up-to-date unless you stock CAEMENTIUM. Our fine campaign of advertising in the daily papers and otherwise will make it asked for, and you will profit by ordering it NOW. Be first in your field. GET this agency. CAEMENTIUM will mend CHINA, METAL, GLASS, WOOD or anything. Nothing hard or technical about it—any CHILD can use it. Every one of your customers will buy a TIN and ask for more. Write us to-day.

DILLONS LTD., 455 St. Paul Street

MONTREAL

Sole Agents for Canada.

Write at once while good territory is yours.

**VORTEX
HOT BLAST
COAL
STOVE**

For Soft Coal,
Lignite,
Hard Coal,
Wood,
and
lighter fuel.

For sale by

E. T. WRIGHT & CO.

Hamilton, Canada

When writing to advertisers,
kindly mention having seen the
advertisement in this paper.

IVER JOHNSON
SAFETY AUTOMATIC REVOLVER

TRADE MARK
IVER JOHNSON

Different from every other revolver, and infinitely superior to near-safe imitations, because the feature that makes it possible to **Hammer the Hammer** in perfect safety, is not a mere device added to the revolver, but is itself a part of the firing mechanism. No buttons to press, no catches to set, no levers to pull. The hammer of an Iver Johnson Automatic Safety Revolver *never* touches the firing pin, and the firing pin *never* touches the cartridge until the trigger is pulled. You can "hammer the hammer," drop it, kick it, pound it, but until you pull the trigger, there's "nothing doing."

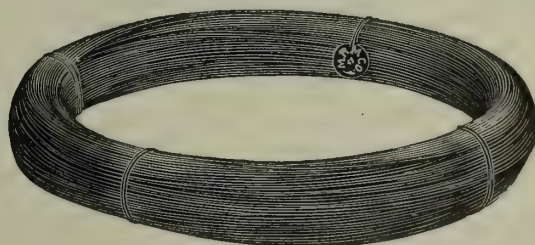
ACCIDENTAL DISCHARGE IMPOSSIBLE

ADVERTISED in all the leading Magazines and Sportsmens' periodicals. Our advertising creates the demand. But we never sell direct where the dealer can supply.

These are not premium goods. The owl's head on the grip and our name on the barrel guarantee them:
Send for Dealer's Catalogue or order from your jobber.

IVER JOHNSON'S ARMS & CYCLE WORKS, 330 River Street, Fitchburg, Mass.
Pacific Coast Branch; Phil. B. Bekeart Co., San Francisco, Cal.
Makers of Iver Johnson Single Barrel Shotguns and Iver Johnson Truss Bridge Bicycles

Hammer the Hammer
Accidental Discharge Impossible

**HAY BALING WIRE**

Don't buy HAY BALING WIRE simply because it's cheap. Later you may find it is "dear at any price." Insist upon your dealer supplying wire that has a reputation for quality.

Our Hay Baling Wire has been on the market for a great many years, and has given universal satisfaction.

It is made from the right material, carefully drawn and properly annealed. It is strong and tough and will stand the strain.

When ordering, specify "M.R.M."

The Montreal Rolling Mills Co.

building at Amherstburg, to be erected at a cost of approximately \$25,000.

Approximately buildings valued at \$4,000,000 were erected at Vancouver during the first seven months of the year, an advance of \$800,000 over the total for the corresponding period last year.

K. M. Chadwick has been granted a permit for the erection of a three-storey brick apartment house on the southeast corner of Yonge and Rowanwood Ave., Toronto, at cost of \$15,000.

William McCartney has been awarded the contract for the new orphanage building for the House of Providence to be built at St. Mary's-of-the-Lake, Kingston. The building will cost about \$50,000.

William Baxter, Hamilton, Ont., has been granted a permit for the erection of five brick dwellings on the corner of Cannon and Caroline Sts., at a cost of \$10,000.

The New Brunswick Tourist and Hotel Company has purchased the old Baptist Seminary at St. Martins, to which it will make extensive alterations and improvements. The building will be opened for hotel purposes next summer.

Industrial Development.

The Stratford Mfg. Co., Stratford, will build an extension to its factory.

A new laundry will be erected by the Fort William Laundry & Dye Works Co.

A new wood-working factory will be built by J. & D. A. Harquail at Campbellton, N.B.

The Vulcan Iron Works will remove to a new site on Lulu Island from New Westminster.

Mining operations will commence at Loon Lake, Port Arthur district, on September 1.

The Kerr Milling Co.'s mill recently burned at Dundas, is being repaired and improved extensively.

T. H. Everson, Oshawa, is contemplating removing his wire fence manufacturing plant to Vancouver.

The T. & N.O. Railway Commission will build a car repair shop and a pipe and casting shed at North Bay.

Howard & Cohen, stove manufacturers, Morrisburg, Ont., contemplate locating their works at Sherbrooke.

Excavation has already been commenced for the new furniture factory which will be built at Peterboro'.

E. J. Larter will erect a small factory at Toronto for the purpose of establishing a white goods business.

The Reversible Window Co., Detroit, proposes locating a branch in Canada and is asking London for inducements.

A sawmill of 50,000 feet capacity per day is to be built by Seattle and Vancouver capitalists at Skeena City, B.C.

Delahaye Bros., Pembroke, have bought the plant and stock of the Canada Stove Co., Ottawa, which recently assigned.

An American concern manufacturing telephone supplies is looking for a location at London. One hundred men would be employed.

C. O. Opdahl has purchased the old Thomson-Ernery planing mill at Fort Frances and will erect a new mill and wood-working factory.

The American Cyanamide Co. is beginning construction work on its plant at Niagara Falls, Ont. Between 500 and 600 men will be employed when finished.

The G.T.P. have secured right-of-way through the Township of Skeena, B.C., and six blocks for a passenger station, freight shed and yards; which will be erected soon.

The Loudon Machinery Company will build a new plant for the manufacture of hay carriers and other stable machinery at Guelph. The plant will include a moulding shop.

The work of rebuilding the plant of the Standard Chain Works at Sarnia, which was recently blown down in a heavy windstorm, has been delayed by the non-arrival of building material.

The C.P.R. terminal facilities at Fort William will be increased by the addition of a new working house to elevator D. The contract calls for a working house capable of handling 400 cars every twenty hours.

Hahn Bros. & Co. of the New Hamburg Brass Works, have purchased the Berlin Aluminum Company's plant and business and intend to remove it to New Hamburg and merge it with their brass business.

Western Explosives, Ltd., has given a contract for the building of a dynamite and powder plant near Vancouver to Geo. MacFarlane, at a cost of \$80,000. Acid works to cost \$250,000 will also be erected.

Construction of the water power plant at Fort Frances and International Falls will be gone on with as rapidly as possible. The dam, plant and machinery will cost about \$1,000 and will develop 30,000 h.p. When it is complete a paper and pulp plant with a capacity of 500 tons a day will be built by the Backus-Brooks syndicate.

Companies Incorporated.

Canadian Brass Co., Galt; capital, \$100,000; to manufacture brass goods. Provisional directors, E. J. Getty, F. S. Scott and H. Leddon, all of Galt.

The St. Clair Oil Co., Toronto; capital \$100,000; to deal in ores, metals, minerals and oils. Provisional directors, J. J. Gray, A. W. Briggs and Evelyn L. Fowler, all of Toronto.

The Perrin Plow & Stove Co., Smith's Falls; capital, \$200,000; to manufacture agricultural implements and stoves. Provisional directors, F. R. Oliver, Minnie A. Oliver, R. S. Harder, B. Knapp, R. J. Oliver, all of Smith's Falls.

The London and Western Counties Pipe Line Co., London; capital, \$1,000,000; to develop natural gas and oil fields. Provisional directors, F. G. Rumball, W. Searlett, W. J. Teasdall, T. E. Robson, H. W. Ansley and A. A. Campbell, all of London.

Railway Construction.

The G.T.R. is relaying 47 miles of the Buffalo-Goderich branch with new rails.

The Ontario West Shore Electric Railway proposes extending the line to Stratford.

C. P. S. Morgan states that the new Brockville and Ottawa Railway will be commenced in September.

The Transcontinental Railway Commission is calling for tenders for 44,447 tons of 80-pound steel rails.

Edmonton may construct and operate a street railway line at an estimated cost of \$108,000 to \$125,000.

Work has begun again on the

construction of the Canadian Northern railway at Green's Creek, Ont.

Mackenzie & Mann will begin work in a few weeks on their line from North Battleford to Athabasca Landing and the coast.

Work has been commenced by the Stratheona Radial Tramway Company on the grading of their line which has already been surveyed.

A proposition is being discussed at Eburne, B.C., for the construction of an electric tramline for the municipality of Point Grey at an estimated cost of \$200,000.

Municipal Improvements.

An addition will be made to Guelph's sewerage system.

The citizens of Hamilton will vote on a by-law to spend \$88,000 for extending waterworks.

The Winnipeg Board of Control will call for tenders for placing a sewer on McGregor street.

The Winnipeg Board of Control has ordered the installation of a number of sewer connections.

Tenders will be received until August 25 for construction of a drainage system at Limoilou, Que.

It is probable that a water system will be installed at Melbourne Village, Que., in the immediate future.

Extensions to the water and sewer services at Irishtown crossing, Moncton, N.B., will soon be undertaken.

The North Vancouver council are considering a by-law to borrow \$30,000 for the Lynn Valley Waterworks district.

Montreal's famous 12,000,000 gallon Worthington pump, which was to revolutionize the city water supply, has broken down. It took about three years to build, and cost the city a great deal of money. The delivery pipe has burst. In addition to this, one of the valves which let water from the aqueduct into the pumping station proper has become wedged and cannot be opened.

A FEW STORE RULES.

Don't forget to commend the clerk when he does something well.

Never misrepresent your goods. Don't claim that they will do something that they will not. Besides, you may cause your clerk to practice such a rule to the extremes.

Don't let your store get a name as a "hang out." Disregard the idlers, don't converse with them; stumble over them two or three times and they will soon realize that they are in the way.

Take the clerk into your confidence. He hears more criticism of the store than you do.

Don't forget that your show window is your best salesman or your worst foe, as you make it. It is the only means passersby have of judging your store.

Learn the names of all your customers. Calling a person by name goes a long way toward breaking down that barrier of reserve which otherwise is so hard to get around.

Study every customer and cultivate his acquaintance. It will help you increase your sales.

Last, but not least, wear a smile; don't let a customer see a scowl or an expressionless face when he enters the place.

News of the Paint Trade

DECORATING THE BATHROOM.

The plaster walls of a bathroom should be painted with oil paints on account of the possibility of their surface getting splashed with water from the fixtures, and for the advantage of being able to wash the walls when required.

The rooms where the walls show dirt should be thoroughly brushed with a broom, and if this does not clean them they should then be washed with a solution of soda water. This solution should, however, be washed off with clean water before it has had an opportunity to thoroughly dry. After the washing of the walls it is well to let them dry for at least twelve hours. When dry give them a thin coat of fresh slacked lime with a fairly good amount of alum mixed with it. The alum to work properly should be dissolved in hot water. Before applying the size coating, care should be taken not to allow it to come into contact with the lime wash until the lime wash is thoroughly dry, as the lime will immediately destroy the strength of the size. The size coating should be made of whiting and of a good glue size. If there are stains which are impossible to take out, a thin shellac varnish may be applied previous to putting on the finishing coats of paint.

The walls which for the first time are to receive their paint should have, for the first coat, boiled oil or a coat of drying paint, and then a thin coat of size. This will prevent the showing of any sponge spots that there might be in the wall. After this, one coat of paint may be applied, and then when this coat is dry we can apply our finishing coat.

The constant demand of architects and other experts for white lead and linseed oil can be better understood when we are familiar with the materials. Paint is a mixture of solid particles and a liquid. The first is technically known as the pigment and the other as a vehicle. This mixture when spread in thin layers upon surfaces dries solid and protects the face of that to which it is applied. There are several liquids which from frequent tests answer the requirements of a perfect vehicle—namely, poppy oil and linseed oil. The expense of poppy oil makes its use out of the question. The other essential ingredient is a pigment, the solid part; and here nature provides a practical material, white lead. Pigments which, when used by themselves, cannot even be made to behave like paint, can, with the addition of white lead, be made in a general way to resemble white lead, but cannot be made to wear permanently.

The bathroom window or door should not be glazed with the ordinary glass but have a glass of translucent nature, ground, sandblasted, stained or any of the rough or pattern molded sheet glasses are desirable. The sill of the

If you wish to cultivate the kind of customers that make paint selling profitable, you can do so by stocking

FLOORGLAZE ENAMEL

Particular customers who will pay for and appreciate a good article are looking for it.

While designed particularly for Floors, it can be used with splendid results for any kind of painting. In ten shades.

Manufactured only by

The Imperial Varnish & Color Co.

LIMITED

TORONTO, CANADA.

Stocks at

VANCOUVER, B.C. IMPERIAL VARNISH & COLOR CO. Ltd. 542 Beatty St.
WINNIPEG, MAN., c/o MASON & HICKEY, 108 Princess St.

Queen City Water White Oil

GIVES PERFECT LIGHT

FOR SALE BY DEALERS EVERYWHERE

bathroom window should be at least thirty-six inches above the floor level, and be so placed as to properly light every portion of the room. This room in particular should be well ventilated. The window should also be placed so that one does not have to stretch across any of the fixtures to close it.

The door should have a separate bolt, or have a lock with a bolt attachment. Holes about one inch in diameter bored through the lower rail of the door at four or five inches on centres improves the ventilation of the bathroom or toilet room. This method has been very successful where ventilation has been retarded, and may be used where the toilet or bathroom window enters into an enclosed air shaft. These holes can be bored on an angle of about 45 degrees through the door, the highest point being on the exterior of the door, so that the holes have a downward pitch toward the interior of the toilet or bathroom. By boring them in this manner it is impossible to see any but the small portion of the floor directly adjoining the door.

THE COST OF PAINTING.

The cost of painting is chiefly in the labor. The saving of even 5 cents per gallon on the linseed oil is a small item compared to the total cost. A consumer with ordinary "horse sense" will not risk spoiling a job when by paying a fair price he can buy guaranteed pure brands of linseed oil.

ANCIENT ROMAN PAINT.

A current newspaper paragraph says that a fireman named Simpson, of London, England, claims to have discovered a liquid, the principle of which after many months' test is pronounced by leading engineers to be an ancient Roman secret lost 700 years ago. When painted with this composition the dampest room, it is said, becomes dry, and freshly plastered walls treated with it may be papered immediately. Iron work painted with it cannot rust and it completely prevents the "weeping" of the inner skins of iron ships. It is also credited with preventing oxidization and marine growths such as barnacles on the bottom plates.

PAINT AND OIL MARKETS

TORONTO.

TORONTO—Summer quietness reigns this week and not a great deal of trading is being done. The only bright feature is the glass situation, which article is beginning to move pretty freely. This line has been rather dormant since the beginning of the year, and although it is a latter-part-of-the-year seller the season is opening a little earlier than usual.

With the exception of turpentine, all prices remain unchanged. Some houses quote a decline of one cent on turps and the association have come down two cents.

LINSEED OIL—The price in Great Britain, both of flaxseed and linseed oil, is being maintained firmly, so importations are not possible at the prices prevailing here, which are the same as quoted last week, 53c for raw and 56c for boiled.

TURPENTINE—Another decline is noted this week. One or two houses still maintain the price of a week ago, 58c for single and 57c for two-barrel lots. Another concern quotes 57c and 56c, and the association houses now ask 56c and 55c. This is perhaps the lowest point turps have gone in the past five years, and is lower than jobbers thought the price would go, and they are advising buyers to pick up stocks while they may at a low figure. Some parties are claiming that the accumulated turpentine that was held in tanks at Jacksonville has been disposed of and that supplies for the future will be governed by present production, which falls off somewhat at this season of the year.

WHITE LEAD—Last week's quotations remain. A firmer price tone is showing, but business is a little on the slow side. Genuine is at \$6; decorators \$5.75, and No. 1, \$5.50. Red lead continues at \$4.50 for genuine in cask lots.

PARIS GREEN—Though still giving quotations on this line very little is moving. Old prices remain: drums are at 25½c, and barrels at 24½c.

GLASS AND PUTTY—August's business in glass is showing much improvement over July, and is greatly ahead of the earlier months of the year. Prices remain unchanged from a week ago. Prospects are particularly bright for near future trading. Putty is not going quite so well as glass. Still there is a fair demand at the prices prevailing a week ago. Bulk in barrels is at \$1.65, and bladders at \$1.90 in barrels, which are the quotations of a week ago.

STAINS AND VARNISHES—These lines are just moving at present enough to show that they are still alive. Pure orange shellac is at \$1.95, and pure white is at \$2.

PETROLEUM—With glass this line is better than all the paints and oils. The prices are the same as last week. Prime white petroleum is at 13½c; water white 15c; and Pratt's astral, 17½c. Benzine is 15½c per gallon in barrel lots and motor gasoline is 17c. All prices are ex Toronto.

MONTREAL.

Montreal, August 21.—Trade has improved this week. Ontario is buying more freely, and there is a brighter tone

to the markets generally. The fall is undoubtedly the best time for painting operations, and dealers would do well to prepare for a strong selling campaign. Ordering still continues of a hand-to-mouth description, but with the stimulation of the fall this will, no doubt, be departed from, especially if the dealer makes up his mind to push his paint department well.

Prices are unchanged with the exception of white lead, which has gone up in sympathy with pig lead, and on a stimulated demand.

TURPENTINE—The market has not changed much from last week. The inquiry continues light, and there is shading for good round lots. For small quantities there is no change, and we continue to quote 59c for single barrels.

LINSEED OIL—Trade continues quiet but steady. The volume of business done is good, considering all things, and there is no doubt that substitutes are being very little used now with linseed oil at its present price. There is no change in quotations this week, and we repeat. Raw, 1 to 4 barrels, 50c; 5 to 9 barrels, 49c; boiled, 1 to 4 barrels, 53c; 5 to 9 barrels, 52c.

GROUND WHITE LEAD—As we anticipated, ground white lead has advanced in price in sympathy with pig lead, and a stimulation in the demand. We now quote Government Standard, \$5.40; No. 1, \$5.15.

RED LEAD—Red lead, although feeling the effect of the pig lead situation, has not advanced as yet, although the market is very firm. Trade is good, and we continue to quote: Genuine red lead, in casks, \$4.75; in 100-lb. kegs, \$5; in less quantities, at \$5.75 per 100 lbs.; No. 1 red lead, casks, \$4.50; kegs, \$4.75, and smaller quantities, \$5.50.

COLORS—High-class coach and car colors are in better demand. There is a fair inquiry for venetian red, oxides and golden ochres.

VARNISHES—After being quiet for some time a stimulation has taken place in the sale of house furniture varnish. Trade seems also improving in varnishes for carriages and implements.

WHITE ZINC—White zinc is still on the quiet side, and little change of importance has transpired. We continue to quote: V.M. Red Seal, 7½c; Red Seal, 7c; French V.M., 6c; Lehigh, 5c; white zinc, ground in oil, pure, 8½c; No. 1, 7c; No. 2, 5¾c.

PUTTY—Putty, although on the dull side, shows signs of a rally. With the anticipated improvement in building operations in the fall, there should be a good stimulation in demand. We continue to quote: Pure linseed oil putty, bulk, 800-lb. cask, \$1.75; in 25-lb. iron drums, \$2.05; in 25-lb. tins (3 in a cast), \$2.15; bladder putty, in barrels, \$1.95.

SELL ONE CAN of THIS PAINT



and you'll win a steady
paint customer.

The paint itself is its own
best advertisement.

BRANDRAM-HENDERSON,
LIMITED

Montreal Halifax
St. John Winnipeg
Marshall-Wells Co., Winnipeg
Distributors for Western Canada

Say, Mr. Hardwareman !

What do you consider pretty good evidence of popularity? We consider it as indisputable evidence of popularity when the sales of an article more than double in a year. That's what happened to

Muresco Wall Finish

Sales are 60% Ahead of Last Year

But the question is, are you getting your share of this increased business? The beauty of Muresco is that one sale makes many others without effort on your part. The pleased buyer of Muresco tells his friends where he got it, and that produces more business for you.

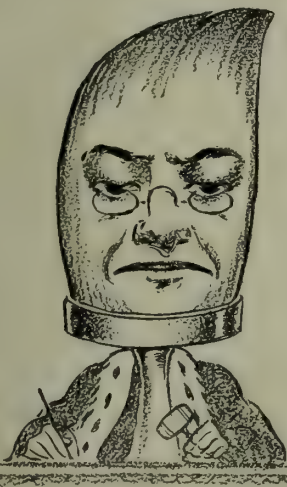
Don't hesitate. Write for prices to-day.

Benjamin Moore & Co., Limited

New Office and Works : West Toronto, Canada.

New York, Chicago, Cleveland, Carteret, N. J.

If you are not handling Trip-L-Body White write us for price and sample. It is superior to white lead in every way



Judge for Yourself

We're putting the case up to you, Mr. Paint Dealer. It's an important case, **Pure Paint vs. Poor Paint** and we want you to decide it on your sober judgment. The question for you to decide is—**which will you handle? Which will you recommend to your customers?** Excuse the suggestion of graft—but on your decision rests the prosperity or poverty of your paint business; the satisfaction or disappointment of your patrons—and you'll never be able to get very far away from your decision. Make the future certain for satisfaction and prosperity, decide **now** in favor of

Martin-Senour Paint 100 PER CENT PURE

Put yourself in the path of prosperity. Your decision will be heartily endorsed by your great paint buying public. The arguments are all in favor of Pure Paint. Pure means good—goodness grows and gathers followers. The customer who once uses Martin-Senour Paint is a willing witness for its goodness. The building painted with it stands forth a silent salesman for the dealer who sold the paint.

If you decide that you'd like more good paint business and the profit it brings, and want to know how we can help you get it—write today for the real way.

THE MARTIN-SENOUR CO., Ltd.,

MONTREAL

PIONEERS OF PURE PAINT

CHICAGO



The Winnipeg Paint &
Glass Co., Ltd.,
Winnipeg

The Maritime Paint &
Varnish Co., Ltd.,
Halifax, N. S.

PAINT ADVERTISING PROBLEMS.

Successfully to advertise and sell paint presents several problems not apparent on the surface, says the advertising manager for a well-known paint manufacturer. In advertising paint, the manufacturer finds several problems to solve of a somewhat intricate and complex nature.

"To begin with, he is restricted to one lone dealer in a town for an outlet to the consumer, and has from three to five competitors. This condition presents one of the knottiest problems he has to solve—that of substitution. It is not a particularly difficult matter to interest the average property owner and create a desire on his part to protect and beautify his home. As a general rule, he has an affectionate pride in his home.

"But the rub comes when this property owner goes to buy his paint. Unless you can lead him to the store where your paints are sold, he is just as liable to stray into a store where a competing line of paint is carried, and nine times in ten you have made a customer for the other fellow with your advertising. Of course, this rule works both ways, but that is not the result desired.

"Confronted with these conditions, the advertising man finds it absolutely necessary, not only to 'lead the horse to water,' but to then make him drink. In other words, he is practically forced to advertise his local dealer in each and every instance, if he reaps the full harvest from his advertising. I know this from actual experience.

"In certain instances, governed by the territory covered by the manufacturer, such conditions eliminate a campaign of general publicity, for reasons which you will all readily appreciate. With this feature of advertising eliminated, it becomes necessary practically to carry on a separate advertising campaign for each dealer handling your paints, and in doing this, there are several effective channels open.

How to Reach Consumers.

"I think you will agree with me that the most direct and effective method of reaching paint consumers is to get to them direct. At any rate, this is what I have done, and in securing the consumer's attention to our line of paints I adopted a catch phrase something more than two years ago that has become known all over at a cost so small it would amuse as well as astonish you.

"I adopted this catch phrase for two reasons: First, for convenience in constructing advertisements, and, second, for the purpose of concentrating public attention on Blank's paints in the aggregate. We make a great many kinds of paints, each for a distinct use, and each bears a distinctive name, but they are all 'Blank's Paints'—and I might add they are all good paints, in fact as well as in name.

"So I began to tell the people that 'Blank Makes Good Paint' for all purposes. This message was placed on all our printed matter, on our packing

cases and incorporated in our advertising, at practically no expense over our regular appropriation.

"In reality that was the first problem I solved after I began the work of advertising Blank's Paints. Prior to that, in common with all other paint advertising men, I had used the word 'best' until it was frayed around the edges and run down at the heel. But I have excluded 'best' from my advertising vocabulary and would advise all to 'Go thou and do likewise.'

"I have discovered that my contention that 'Blank Makes Good Paint' appeals to the judgment and common sense of a majority of those who read it. If I told them that Blank makes the best paint, I would in a way antagonize that common sense and judgment and render the task of convincing them that Blank's Paint was what they had been looking for and really needed just about twice as difficult, if not wholly impossible. So I am perfectly content to stick to my contention and let the other fellow tell the same people he makes the best paint.

"Considered from any standpoint, paint is one of the necessities of life. But it is a difficult matter to educate the property owner to a full realization of this fact. People know they must eat, must have clothes to wear and fuel to keep warm in cold weather, but they are slow to realize that they must paint to protect the exterior of their homes from destruction and decay induced by exposure to the elements."

RELATIVE STRENGTH OF GLASS.

The strongest glass, as a rule, breaks into the greatest number of fragments. Comparing the strength of thin glass with thick, the former is relatively the stronger. Then again as to the difference between rough plate and polished plate, we find polished plate the stronger. This is perhaps to be attributed to the fact that all these very fine surface hair cracks are polished out. These only go into the glass to a certain depth and when they are all or nearly all polished or ground off, there is less chance for some of them to form the basis of a crack, and thereby the glass is increased in strength.

A GOOD INVESTMENT.

One of the best investments a business man can make is in good, common-sense advertising. It is impossible, however, to establish rules which will be applicable to every merchant under all conditions and the individual advertiser should be the judge as to how and what he should advertise to get the best possible returns. It is very important that the reputation of the store be established. This is good advertising at all times and under all conditions. If the hardware or other dealer bears the reputation of being honest in his dealings and not misrepresenting his goods, this fact alone, if advertised, will undoubtedly bring him trade.

THE CANADA PAINT CO'S

No. 1
**AIR DRYING
BLACK**

JAPAN

This is air drying. A popular Japan, being a great preventive of rust and corrosion. For iron purposes and metal work it is largely used. It dries with a good gloss and wears well.

The contents of package, when not in use, must be carefully corked or sealed, to prevent evaporation. Keep from excessive cold or heat. Do not expose to the sun's rays in window. For **Japans** and Varnishes for every class of work see the Canada Paint Co.'s catalogue.

THE
**CANADA
PAINT CO.**
LIMITED
**MANUFACTURERS
MONTREAL-TORONTO
WINNIPEG**

RAMSAY'S

CREOSOTE SHINGLE STAINS

Do you know that here is a money maker that only requires your attention? Are you aware that in times past thousands of gallons of Creosote Stains have been brought into Canada at high prices and at high duties, just because it could not be made here?

Are you aware that although it may not be difficult to make Shingle Stains, it is mighty difficult to make right Shingle Stains?

Do you know that after careful watching and experimenting

RAMSAY'S

Creosote Shingle Stains are now pronounced better and cheaper than any imported or manufactured stains in this country?

Do you know that these stains are coming more and more in demand? You should know all about them. You may have enquiry for them to-morrow. Write for our samples and prices at once. Don't pay high prices for imported goods. It isn't necessary. It means loss.

Write us about

SHINGLE STAINS

A. RAMSAY & SON CO.

MONTREAL

Est'd 1842

Paint Makers

HIGH PRICE IS NO PROOF OF QUALITY

There are paints on the market that are sold at a bigger price than

NEW ERA PAINT

but there's not one brand that is superior in quality to New Era Paint; while many of them are distinctly inferior.

WRITE FOR NEW ERA PRICES

Standard Paint and Varnish Works Co.
WINDSOR, - ONTARIO LIMITED

SUNLIGHT GOLD PAINT

Patented 1906.

BEST ON THE MARKET.

THE CANADIAN BRONZE POWDER WORKS

TORONTO

R. E. Thorne & Co.

VALLEYFIELD

MONTREAL.

McCaskill, Dougall & Co.

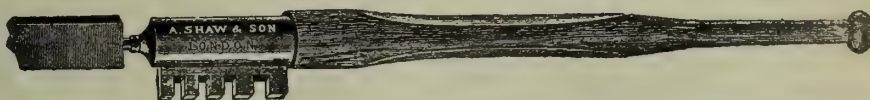
Manufacturers



RAILWAY, CARRIAGE AND BOAT VARNISHES.

HIGH-GRADE FURNITURE and HOUSE VARNISHES

MONTREAL.



GLAZIERS' DIAMONDS OF PROVED WORTH

Having a Century's Reputation for Reliability.

MADE BY

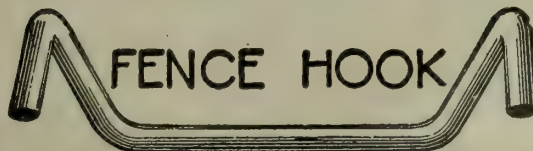
A. SHAW & SON, London, Eng.

CANADIAN AGENT

GODFREY S. PELTON, - 201 Coristine Building, Montreal

GALVANIZED FENCE HOOK

For Fastening Wooden Picket or Wire Fences



WIRE NAILS, COILED SPRING BARB and PLAIN FENCE WIRE, OILED and ANNEALED, CLOTHES LINE WIRE, STAPLES, etc.

The Western Wire and Nail Co., Limited,

- London, Ont.



ISLAND CITY

Paint^and Varnish Works

The STRONGEST and BEST DRY COLORS manufactured are produced at our works on St. Patrick St., Montreal. They are superior in every respect to any imported.

The largest users know that by buying Dry Colors "made in Canada" they save the duty, and they also know that satisfaction is assured when they get

"Island City" Pure Chrome Yellows
 "Island City" Pure French Greens
 "Island City" Pure Vermilions
 "Island City" Pure Permanent Reds
 "Island City" Pure Prussian Blues

P. D. DODS & COMPANY, LIMITED
 264 St. Patrick St., MONTREAL

TRINIDAD ASPHALT

The attention of

CONTRACTORS

and others is called to the quality of Trinidad Asphalt, dug from the vicinity of the celebrated Lake in the Island of Trinidad. This asphalt has, for years past, proved highly satisfactory for

Street Paving
 and
Insulating Purposes

Apply to

Lucien F. Ambard & Son,
 Port-of-Spain, Trinidad, B.W.I.



We Excel in the Manufacture of

DANDY AND HORSE BRUSHES

We have recently improved the finish and style of a number of our lines. See our values before placing your Fall order.

Stevens-Hepner Company
 Limited

Port Elgin, - Ontario

Here is a line that will make
Your cash register tinkle loud and long!

"Gutta Percha" Floor Finish

It is the finest floor finish on the market to-day, as any painter will tell you who has once used it. It is extremely elastic and durable and is a quick and hard dryer. One coat is enough on properly filled old and new natural wood floors and on painted floors. Another thing: it will not scratch or mar white.

Sealed Cans Only.

Quotations Gladly Given.

INTERNATIONAL VARNISH CO., Limited
TORONTO, CANADA

Manufacturers of Lacqueret, Elastica, Gutta Percha, and Flattine Floor Finishes, and Flattine Cabinet Finish.

Branch of the Standard Varnish Works,

NEW YORK,

CHICAGO,

LONDON, ENG.,

BERLIN,

BRUSSELS.



NOW YOU SEE IT



NOW YOU DON'T

That's the Way with Some Greens. For a few days they look beautiful—attractive
Then the Sun plays the magician and they vanish.

LUCAS IMPERIAL FRENCH GREENS

STAY GREEN

Brilliant in Color—Rich in Tone—Practically Non-Fading

Watch the Fakir who { Imitates the Label
Imitates the Package
Imitates the Name

Our special process of manufacture insures unmatchable quality, freedom from Arsenic or other poisonous properties.
Insist on the GENUINE **LUCAS IMPERIAL FRENCH GREENS.**

JOHN LUCAS & CO.

PHILADELPHIA

NEW YORK

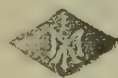
CHICAGO

BOSTON

THE SHREWD DEALER

takes no chances on **QUALITY** when he is sure of **HIS BASE OF SUPPLIES**. Take the matter of **ROOFING**, and ask any man if he wishes to take a chance on inferior or unknown brands. **OUR GOODS ARE BACKED BY A GUARANTEE**. Guarantee that they build and **HOLD** your trade, because **IT'S IN THE GOODS** known all over the Dominion for **QUALITY**. **READY ROOFING, TARRED FELTS, SHEATHING, WRAPPING AND BUILDING PAPER.**

THESE ARE THE BRANDS:



Tarred Felt, and Joliette and Cyclone Sheathing

IN Addition to **QUALITY** our **PRICES** are always **RIGHT**

ALEX. McARTHUR & CO., Limited

82 McGill Street,

MONTREAL

F. J. COX, Winnipeg is our Sole Agent for the Northwest Provinces

CURRENT MARKET QUOTATIONS.

August 22, 1908

These prices are for such quantities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

ANTIMONY.

Cookson's per lb. 0 09½
Hallett's " 0 09

BOILER PLATES AND TUBES.

	Montreal	Toronto
Plates, ½ to 1 inch, per 100 lb.	2 40	2 40
Heads, per 100 lb.	2 65	2 65
Tank plates, 3-16 inch.	2 60	2 50
Tubes per 100 feet, 1½ inch.	8 25	9 00
" " 2 " "	8 25	8 50
" " 2½ " "	10 50	10 60
" " 3 " "	12 00	12 10
" " 3½ " "	15 00	15 30
" " 4 " "	19 25	19 45

BOILER AND T.K. PITTS.

Plain tinned and Spun, 40 per cent. off list.

BABBIT METAL.

Canada Metal Company—Imperial, genuine 60c.; Imperial Tough, 50c.; White Brass, 50c. Metallic, 35c.; Harris Heavy Pressure, 25c.; Hercules, 25c.; White Bronze, 15c.; Star Frictionless 14c.; Aluminoid, 10c.; No. 4; 9c. per lb.
James Robertson Co.—Extra Monarch, 60c.; Monarch, genuine, 50c.; Monarch Crown, 40c.; Swastika babbitt metal, 25c.; King, 22c.; Fleur-de-lis, anti-friction, 20c.; Thurber, 15c.; Philadelphia, 12c.; Canadian 10c. per lb.

BRASS.

	Montreal	Toronto
Rod and Sheet, 14 to 30 gauge	0 22	
Sheets, 12 to 14 in.	0 24	
Tubing, base, per lb 5-16 to 2 in.	0 26	
Tubing, iron pipe size, 1 inch base.	0 22	
seamless base	0 22	
Copper tubing, 3 cents extra.		

COPPER.

	Per 100 lb.
Casting ingot	14 50
Out lengths, round, bars, ½ to 2 in.	23 00
Plain sheets, 14 oz.	21 00
Plain, 16 oz., 14x48 and 14x60	21 00
Tinned copper sheet, base	24 00
Planished base	30 00
Braziers (in sheets), 4x6 ft., 25 to 30 lb. each, per lb. base.	0 23 0 24

BLACK SHEETS.

	Montreal	Toronto
10 gauge	2 50	2 55
12 " "	2 50	2 60
14 " "	2 40	2 35
17 " "	2 40	2 45
18 " "	2 40	2 45
20 " "	2 40	2 45
22 " "	2 45	2 50
24 " "	2 45	2 50
26 " "	2 55	2 65
28 " "	2 60	2 80

CANADA PLATES.

	Ordinary	Dom. Crown	Ordinary
Galvanized—	2 45	2 60	
All bright	3 50	3 60	
18x24x52	4 45	4 35	
60	4 70	4 60	
20x28x80	8 90	8 70	
	9 40	9 20	

GALVANIZED SHEETS.

	B.W.	Queen's	Fleur-de-Lis	Gordon	Crown	Colborne
16-20	3 70	3 55	3 65			
22-24	3 95	3 80	3 75	4 05		
26	4 20	4 05	4 15	4 30		
28	4 45	4 30	4 35	4 65		

Less than case lots 10 to 25c. extra.

	Apollo Brand.	3 70
24 gauge, American	3 95	
26 " "	4 40	
28 " " (equal to 26 English)	4 40	
10½ oz.	4 70	

25c. less for 1,000 lb. lots.

IRON AND STEEL.

	Montreal	Toronto
Canadian foundry, No. 2	18 75	
Middleboro, No. 3 pig iron	18 00	20 25
Summerlee, No. 2	20 00	20 25
Carron No. 1	22 50	
Carron special	20 75	
Carron, soft	19 50	
Cleveland, No. 1	18 50	20 25
Clarence, No. 3	18 00	19 50
Radnor, charcoal iron	32 00	32 00
Angles	2 60	2 65
Common bar, per 100 lb.	1 90	1 95
Forged iron	2 05	2 15
Refined " "	2 15	2 25
Horseshoe iron	2 15	2 25
Band iron, No. 10 gauge base	2 00	2 20
Mild steel	1 90	
Sleigh shoe steel	1 90	2 15
Iron finish machinery steel (domestic)	2 00	2 15
Iron finish steel (foreign)	2 25	
Reeled machinery steel	2 85	
Sheet cast steel	1 95	2 25
Tire steel	0 15	0 15
Toe calk steel	2 40	2 75
Mining cast steel	0 07½	0 08
High speed	0 60	0 65
Capital tool steel	0 60	
B.P.L. tool steel	0 10½	
Black Diamond tool steel	0 08	0 08½
Corona tool steel	0 06½	
Silver tool steel	0 12½	

INGOT TIN.

5 lb and 28-lb. ingots, 100 lb. \$32 50 33 00

TINPLATES.

	Per box.
M.L.S. Famous (equal Bradley)	\$6 00
I.C. 14 x 20 base	6 50
IX, 14 x 20	7 50
IXX, 14 x 20 base	7 50

Raven and Vulture Grades—

	Per box.
I.C. 14 x 20 base	5 00
I.X.	6 00
I.X.X.	7 00
I.X.X.X.	8 00

'Dominion Crown Best'—Double

	Per box.
Crown, Tissue.	
I.C. 14 x 20 base	5 50
I.X, 14 x 20	6 50
IXX, 14 x 20	7 50

'Allaway's Best'—Standard Quality.

	Per box.
I.C. 14 x 20 base	4 50
I.X, 14 x 20	5 25
IXX, 14 x 20	6 00

Bright Cokes.

	Per box.
Bessemer Steel—	
I.C., 14 x 20 base	4 00
20x28, double box	8 00

Charcoal Plates—Terne.

	Per box.
Dean or J. G. Grade—	
I.C., 20x28, 112 sheets	7 25
IX, Terne Tin	9 00

Charcoal Tin Boiler Plates.

	Per box.
Cookley Grade—	
X X, 14x56, 50 sheet box.	6 75
" " 14x60, " "	7 00
" " 14x65, " "	7 00

Tinned Sheets.

	Per box.
72x30 up to 24 gauge, case lots	7 50
" " 26 " "	8 00

LEAD.

	Montreal	Toronto
Imported Pig, per 100 lb.	3 70	3 75
Bar.	4 10	4 15
Sheets, 2½ lb. sq. ft., by roll	5 00	5 00
Sheets, 3 to 6 lb.	4 75	4 75

Out sheets 40c. per b. extra.

SHEET ZINC.

	5 25	6 50
5-owt. casks	6 25	6 50
Part casks	6 50	6 75

ZINC SPELTER.

	5 10	5 25
Foreign, per 100 lb	5 10	5 25

COLD ROLLED SHAFTING.

	0 06	0 05½
9-16 to 11-16 inch.	0 06	0 05½
1 to 17-16 " "	0 05½	0 05
17-16 to 3 " "	0 05	0 05

Montreal, 30 and 2. Toronto, 30 and 5.

OLD MATERIAL.

Dealers buying prices:

	Montreal	Toronto
Heavy copper and wire, lb.	0 11	0 11
Light copper bottoms	0 10½	0 09½
Heavy red brass	0 10½	0 10
" yellow brass	0 09	0 08½
Light brass	0 06	0 06
Tea lead	0 02½	0 02½
Heavy lead	0 02½	0 03
Scrap zinc	0 02½	0 03
No. 1 wrought iron	11 00	9 00
Machinery cast scrap, No. 1	12 00	14 00
Store plate	10 00	10 50
Malleable and steel	9 00	8 00
Old rubber	0 06½	0 06½

PLUMBING AND HEATING

BRASS GOODS, VALVES, ETC.

Standard Compression work, 65 per cent.
Cushion work, 50 per cent.
Fuller work, 70 p. c.; No. 0 and 1 basin cocks, 75 p. c.
Flatway stop and stop and waste cocks 60 and 10 per cent.; roundway, 50 and 10 p. c.
J.M.T. Globe, Angle and Check Valves, 50; Standard, 60 per cent.
Kerr standard globes, angles and checks, 60 p. c.; high grade, 55 p. c.
Kerr Jenkins' disc, standard valves, 60 and 10 p. c.
Kerr copper alloy disc standard globe, angle and check valves, 60 p. c.
Kerr standard radiator valves, 70 p. c.; Jenkins disc and quick-opening hot-water radiator valves, 75 p. c.
Kerr brass, Weber gate valves, 50 p. c.; I. B.M. Weber gate and swing check valves, 65 and 5 p. c.
Kerr N. P. Union elbows, 75 and 5 p. c.
J. M. T. Radiator Valves 55; Standard, 60; Patent Quick-Opening Valves, 70 p. c.
Jenkins' Valves—Quotations on application to Jenkins' Bros., Montreal.
No. 1 compression bath cock.....net 1 75
No. 4 " " " " 1 70
No. 7 Fuller's " " " " 2 00
No. 14 " " " " 2 10
Patent Compression Cushion, basin cook, hot and cold, per doz., \$16.20
Patent Compression Cushion, bath cook, No. 2208 " " " " 2 35
Square head brass cocks, 50; iron, 60 p. c.
Thompson Smoke-test Machine \$25.00 net

BOILERS—COPPER RANGE.

Copper, 50 gallon, \$33, 20 per cent.

BOILERS—GALVANIZED IRON RANGE

30-gallon, Standard, \$4.50; Extra heavy, \$7.50

COPPER LINED BATH TUBS.

Steel clad copper lined, 25 per cent.

CAST IRON SINKS.

16x24, \$1; 18x30, \$1.15; 18x36, \$1.95.

ENAMELED BATHS, SINKS, ETC.

List issued by the Standard Ideal Company on August 1 1908, now governs prices.

HEATING APPARATUS.

Stoves and Ranges—45 to 50 per cent.
Furnaces—45 per cent.
Registers—70 per cent.
Hot Water Boilers—50 and 10 per cent.
Hot Water Radiators—55 p. c.
Steam Radiators—55 and 2½ per cent.

Wall Radiators—50 and 5 p. c.
Specials—40 p. c.

LEAD PIPE

Lead Pipe, 30 p. c. off.
Lead waste, 30 p. c. off.
Caulking lead, 4½c. per pound.
Traps and bends, 50 per cent.

IRON PIPE.

	Black.	Galvanized
Size (per 100 ft.)		
1 inch	2 03	2 86
1½ "	2 25	3 08
2 "	2 63	3 48
2½ "	3 56	4 71
3 "	5 11	6 75
3½ "	6 97	9 22
4 "	8 37	11 07
5 "	11 16	14 76
6 "	17 82	23 57
8 "	23 40	30 95
10 "	29 45	38 95
12 "	35 48	44 28

Malleable Fittings—Canadian discount 37½ per cent.; American discount 25 per cent.
Cast Iron Fittings 65; Standard bushings 60; headers, 60; flanged unions 60, malleable bushings 60; nipples, 75 and 10; malleable lipped unions 60 p. c.

SOIL PIPE AND FITTINGS

Medium and Extra heavy pipe and fittings, up to 6 inch, 70 per cent.
7 and 8-in. pipe, 40 per cent.
Light pipe, 60 p. c.; fittings, 70 p. c.

OAKUM.

Plumbers ... per 100 lb. 4 50 4 75

STOCKS AND DISCS.

American discount 25 per cent.

SOLDERING IRONS.

	Per lb.
1-lb. to 1½ "	0 40
2-lb. or over	0 35

SOLDER.

	Montreal	Toronto
Bar, half-and-half, guaranteed	0 19	0 19
Wiping	0 18	0 18

PAINTS, OILS AND GLASS

BRUSHES

Paint and household, 70 per cent.

MINERAL

	In casks	per lb.
Sulphate of copper (bluestone)	0 08	
Litharge, ground	0 05½	
" flaked	0 05	
Green copperas (green vitrol)	0 01	
Sugar of lead	0 09	

COLORS IN OIL.

	per lb.
Venetian red, 1-lb. tins pure	0 08
Chrome yellow	0 16
Golden ochre	0 10
French "	0 18
Chrome green	0 09
French permanent green	0 13
Stonewriters' black	0 15
Marine black, 25 lb. iron	0 04½

GLUE.



No. 5573.

Hubbell Lamp Guards

The Greatest Lamp Protection — The Least Light Obstruction

NOTE THE SCREW CAP—unsurpassed for simplicity.

All intersecting wires are electro welded.

APPROVED BY THE UNDERWRITERS.

The R. E. T. PRINGLE CO., Limited

MONTREAL and WINNIPEG

PREPARED PAINTS.

	Quart cans
Barn (in bbls.)	0 60
Sherwin-Williams paint	0 80
Canada Paint Co. pure	1 40
Standard P. & V. Co.'s "New Era"	1 30
Benj. Moore Co.'s "Ark" B'd	1 25
Moore's pure linseed oil, H.O.	1 35
Brandram-Henderson's "English"	1 45
Ramsay's paint, Pure, per gal.	1 30
Thistle	1 10
Martin-Senour 100 p.c. pure	1 60
Senour's Floor Paints	1 35
Jamieson's "Crown and Anchor"	1 40
Jamieson's floor enamel	1 75
Island City pure paint	1 40
Sanderson Pearcey's, pure	1 25
Robertson's pure paint	1 25

PUTTY.

Bulk in bbls.	1 65
Bladders in lb's	1 90
25-lb. tins	2 00
Bulk in 100-lb. irons	1 90

SHINGLE STAINS.

In 5-gallon lots	0 75
------------------	------

TURPENTINE AND OIL.

Prime white petroleum per gal.	0 13½
Water white	0 15
Pratt's astral	0 17½
Castor oil, per lb.	0 09½
Motor Gasoline single bbls.	0 17
Benzine, per gal single bbls.	0 15½
Turpentine, single barrels	0 57 0 58
Essex Genuine	0 59 0 53
Linseed Oil, raw	0 53 0 56
boiled	

WHITE LEAD GROUND IN OIL. Per 100 lb.

	Montreal	Toronto
Genuine government standard	5 40	6 00
Decorators' Pure	5 60	5 75
No. 1 Canadian	5 15	5 60
Munro's Select Flake White	6 00	6 15
Elephant Genuine	6 00	6 15
Tiger Pure	5 75	5 75
Essex Genuine	5 90	5 90
Brandram's B. B. Genuine	6 75	6 90
"Anchor", pure	5 50	5 65
Ramsay's Pure Lead	5 65	5 90
Ramsay's Exterior	5 25	5 65
"Crown and Anchor", pure	5 50	5 65
Island City pure lead	5 50	5 90
Sanderson Pearcey's	5 90	5 90
Robertson's O.P. lead	5 60	5 90

RED DRY LEAD.

Genuine, 560 lb. casks, per cwt	4 50	4 75
Genuine, 100 lb. kegs	5 00	5 25

WINDOW GLASS.

Size United	Star	Double
Inches		Diamond
Under 26	\$4 35	\$6 25
26 to 40	4 15	6 75
41 to 50	5 10	7 50
51 to 60	5 35	8 50
61 to 70	5 75	9 75
71 to 80	6 25	11 00
81 to 85	7 10	12 50
86 to 90		15 00
91 to 95		17 50
96 to 100		20 50

Toronto. List 20 p.c. Broken boxes 50 p.c.

WHITING.

Plain, in bbls	0 60
Gilders bolted in barrels	0 90

WHITE DRY ZINC.

Extra Red Seal, V.M.	0 07
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WHITE ZINC IN OIL.

Pure, in 25-lb. irons	0 08½
No. 1	0 07
No. 2	0 05½

SHELLAC VARNISH.

Pure White, in barrels	2 00
Pure Orange	1 90
No. 1 Orange	1 55

VARNISHES.

	Per gal. cans
--	---------------

Carriage, No. 1	1 50
Pale durable body	3 50
" hard rubbing	3 00
Finest elastic gearing	3 00
" elastic oak	1 50
Furniture, polishing	2 00
Furniture, extra	1 15
" No. 1	0 90
" union	0 85

Light oil finish	1 30
Gold size japan	2 00
Brown japan	1 00
No. 1 brown japan	0 95
Baking black japan	1 35
No. 1 black japan	0 90
Benzine black japan	0 70
Crystal Damar	2 50
No. 1	2 25
Pure asphaltum	2 50
Oilcloth	1 50
Lighting dryer	0 75
Elastilite varnish, 1 gal. can, each	2 00
Granitine floor varnish, per gal.	2 50
Sherwin-Williams kopal varnish, gal.	1 20
Maple Leaf coach enamels, size 1	1 20
Canada Paint Co's sun varnish	2 00
"Kyanize" Interior Finish	2 40
"Flint-Lac" coach	1 80
B.H. Co's "Gold Medal" in cases	2 50
Jamieson's Copaline, per gal.	2 50
Ela tina floor finish, per gal.	3 00
Ela tina exterior finish, 1 gal. can	4 25

MISCELLANEOUS.

Stovepipe varnish, ½ pint, \$3 per gross.	
Beeswax, per lb., 40 cents.	
Pine tar, half pint tin, 70 cents per doz.	
Plaster of Paris, per bbl., \$2.25.	

BUILDERS' HARDWARE.

BELLS.

Brass hand bells, 60 per cent.	
Nickel, 55 per cent.	
Gongs, Sargeant's door bells	5 50 8 00
American, house bells, per lb.	0 35 0 40
Peterboro' door bells, 50 and 10 off net list.	

BUILDING PAPER, ETC.

Tarred Slater's paper, per roll	0 70
O. K. paper, No. 1, per roll	0 75
O. K. paper, No. 2	0 70
Plain Fibre, No. 1, per 400 ft. roll	0 45
Tarred Fibre, No. 1, per 400 ft. roll	0 35
Keau sized Fibre, per roll	0 40
Asbestos building paper, per 100 lbs.	4 40
heavy straw plain & tarred, per ton	37 50
Same in Ma itime Provinces	42 50
Carpet Felt, per 50 lbs.	1 40
tarred wool roofing felt, per 100 lb.	1 80
Pitch, Boston or Sydney, per 100 lbs	0 70
Pitch, Scotch, per 100 lbs.	0 65
Heavy Fibre, 32" & 60", per 100 lbs.	3 00
2 Ply Ready Roofing, per square	0 80
3	1 25
2 Ply complete, per roll	1 45
3	1 45
Liquid Roofing Cement, bris., per gal	0 15
tins	0 20
Crude Coal Tar, per barrel	3 50
Refined Coal Tar, tins, per doz.	1 01
Refined Coal Tar, per barrel	4 51
Shingle varnish, per barrel	4 50
Caps and Nails, per lb.	0 07
Mop cotton, per lb.	0 15

BUTTS.

Wrought Brass, net revised list.	
Cast Iron Loose Pin, 60 per cent.	
Wrought Steel Flat Joint and Loose Pin, 65 and 10 per cent.	

CEMENT AND FIREBRICK.

Canadian Portland	1 85	2 40
Belgium	1 60	1 90
White Bros. English	2 00	3 05
" Lafarge" cement in wood	3 40	
" Iron Clad" cotton	2 15	
Iron Clad "paper"	2 15	
Fire brick, Scotch, per 1,000	27 00	30 00
" English	17 00	21 00
" American, low	23 00	25 00
" high	27 50	35 00
Fire clay (Scotch), net ton	4 95	
Paving Blocks per 1,000		
Blue metallic, 9"x4"x3", ex wharf	35 00	
Stable pavers, 12"x8"x3", ex wharf	50 00	
Stable pavers, 9"x4"x3", ex wharf	36 00	

DOOR SETS.

Peterboro, 50 and 10 per cent.	
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DOOR SPRINGS.

Torrey's Rod	per doz.	1 75
Coil, 9 to 11 in.	0 95	1 85
English	2 00	4 00
Chicago and Reliance Coil	25 per cent.	

ESCUTCHEONS.

Discount 50 to 60 per cent.	
Peterboro, 45 and 10 per cent.	

ESCUTCHEON PINS.

Steel, discount 45 per cent.	
Brass, 50 per cent.	

HINGES.

Blind, discount 50 per cent.	
Heavy T and strap, 4-in 100 lb. net	7 25
" " 5-in.	7 00
" " 6-in.	6 75
" " 8-in.	6 50
" " 10-in. and larger	6 25
Light T and strap, discount 65 p.c.	
Screw hook and hinge	
under 12 in.	per 100 lb. 4 75
over 12 in.	3 75
Crate hinges and back flaps, 65 and 5 p.c.	
Chest hinges and hinge hasps, 65 p.c.	

SPRING HINGES.

Spring, per gro., No. 5, \$17.50	No. 10, \$18;
No. 20, \$10.80;	No. 120, \$20;
No. 50, \$27.50.	
Chicago Spring Butts and Blanks	12½ per cent.
Triple End Spring Butts, 30 and 10 per cent.	
Chicago Floor Hinges, 37½ and 5 off.	
Garden City Fire House Hinges, 12½ p.c.	
"Chief" floor hinge, 50 p.c.	

CAST IRON HOOKS.

Bird cage	per doz.	0 50 1 10
Clothes line, No. 61	"	0 00 0 70
Harness	"	0 60 12 00
Hat and coat	per gro.	1 10 10 00
Chandelier	per doz.	0 50 1 00
Wrought hooks and staples		
½ x 5	per gross	2 65
5-16 x 5	"	3 30

Bright wire hooks, 60 p.c.	
Bright steel gate hooks and staples, 40 p.c.	
Oresent hat and coat wire, 60 per cent.	
Screw, bright wire, 65 per cent.	

KNOBBS.

Door, japanned and N.P., doz	1 50	2 50
Bronze, Berlin	per doz.	2 75 3 25
Bronze, Genuine	"	6 00 9 00
Shutter, porcelain, F. & L.		
screw	per gross	1 30 2 00
White door knobs	per doz.	2 00
Peterboro knobs, 50 and 10 per cent.		
Porcelain, mineral and jet knobs, net list.		

KEYS.

Canadian 53 and 10 per cent.	
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LOOKS.

Peterboro, 50 and 10 per cent.	
Russell & Erwin, steel rim \$2.50 per doz	
Eagle cabinet locks, discount 30 per cent	

SAND AND EMERY PAPER.

E. & A. sand, discount, 35 per cent	
Emery, discount 35 per cent.	
Garnet (Rurton's) 5 to 10 per cent. advance	

SASH WEIGHTS.

Sectional	per 100 lb.	2 00 2 25
Solid	"	1 50 1 75

SASH COORD.

Per lb.	0 31
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BLIND AND RED STAPLES.

All sizes, per lb.	0 07½ 6 10
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TOOLS AND HANDLES.

ADZES.

Discount 22½ per cent.	
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AXES.

Single bit, per doz.	6 00 9 00
Double bit, "	10 00 11 00
Benoh Axes, 40 per cent.	
Broad Axes, 25 per cent.	
Hunters' Axes	5 50 6 00
Boys' Axes	6 25 7 00
Splitting Axes	7 00 9 00

Handled Axes	7 00	9 00
Red Ridge, boys', handled	5 75	
" hunters	5 25	

BITS.

Ford's auger bits, 39 and 10 per cent.	
Irwin's auger, 47½ per cent.	
Gilmour's auger, 60 per cent.	
Rockford auger, 50 and 10 per cent.	
Jennings' Gen. auger, net list.	
Gilmour's car, 47½ per cent.	
Clark's expansive, 40 per cent.	
Clark's gimlet, per doz	0 65
Diamond, Shell, per doz.	1 00
Nail and Spike, per gross	2 25

BUTCHERS' CLEAVERS.

German	per doz.	7 00 9 00
American	"	12 00 18 00

CHALK.

Carpenters' Colored, per gross	0 45	0 75
White lump	per cwt.	0 60 0 65

CHISELS.

Warnock's, discount 70 and 5 per cent.	
P. S. & W. Extra, discount, 70 per cent.	

CROSSCUT SAW HANDLES.

S. & D., No. 3	per pair	0 13
S. & D., " 5	"	0 11½
S. & D., " 8	"	0 18
Boynton pattern	"	1 20

CROWBARS.

3½ to 4 c., per lb.	
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DRAW KNIVES.

Coach and Wagon, 75 and 5 per cent.	
Carpenters' 75 per cent.	

DRILLS.

Millar's Falls, hand and breast, net list.	
North Bros., each set, 50c.	

DRILL BITS.

Morse, discount 37½ to 40 per cent.	
Standard, discount 50 and 5 to 55 per cent.	

FILES AND RASPS.

Great Western, Diaston's, Arcade, Kearney & Foot, American, J. Barton Smith, McClellan, Eagle and Globe in ordinary quantities, 70 and 10 per cent.; Nicholson 66½ p.c.; Black Diamond, 60 and 10 p.c. Jowitt's, English list, 27½ per cent.	
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GAUGES.

Stanley's discount 50 to 60 per cent.	
Winn's, Nos. 28 to 33	each 1 65 2 40

HANDLES.

Second growth ash fork, hoe, rake and shovel handles, 40 p.c.	
Extra ash fork, hoe, rake and shovel handles, 45 p.c.	
No. 1 and 2 ash fork, hoe, rake and shovel handles, 50 p.c.	
White ash whiffletrees and neckyokes, 35 p.c.	
All other ash goods, 40 p.c.	
All hickory, maple and oak goods, excepting carriage and express whiffletrees, 40 p.c.	
Hickory, maple, oak carriage and express whiffletrees, 45 p.c.	

HAMMERS.

Maydole's, 5 to 10 per cent.	
Canadian, 25 to 27½ per cent.	
Magnetic tack	per doz. 1 10 1 20
Canadian sledge	per lb. 0 07 0 08½
Canadian ball pen	per lb. 0

For Over Thirty Years

Paterson's goods have represented the highest standard of quality, both in material and manufacture.

AMATITE READY ROOFING.—Mineral surfaced.
Needs no painting.

BEST TARRED WOOL ROOFING FELT.

PLAIN AND TARRED BUILDING PAPERS.

WIRE-EDGED READY ROOFING.—Over half a million rolls used in Canada.

PURE COAL TAR ROOFING PITCH.

The Paterson Manufacturing Co., Limited

TORONTO MONTREAL WINNIPEG

PLANES.
Wood bench, Canadian, 40, American, 25 p.c.
Wood, fancy, 37½ to 40 per cent.
Stanley planes, \$1.55 to \$3.60, net list prices.

PLANE IRONS.
English per doz. 2 00 5 00
Stanley, 2½ inch, single 24c., double 39c.

PLIERS AND NIPPERS.
Button's genuine, 37½ to 40 per cent.
Button's imitation per doz. 5 00 9 00
Berg's wire fencing 1 72 5 50

PUNCHES.
Saddlers per doz. 1 00 1 85
Conductor's 3 00 15 00
Tinner's, solid per set 0 72
" hollow per inch 1 00

RIVET SETS.
Canadian, discount 35 to 37½ per cent.
RULES.
Boxwood, No. 68, 2 foot, doz. 1 00
Ivory, No. 1282, 2 foot, each. 3 50

SAWS.
Atkins, hand and crosscut, 25 per cent.
Dixon's Hand, discount 12½ per cent.
Dixon's Crosscut per foot 0 35 0 55
Hack, complete each 0 75 2 75
" frame only each 0 50 1 25
S. & D. solid tooth circular shingle, concave and band, 50 per cent.; mill and ice, drag, 30 per cent.; cross-cut, 35 per cent.; hand saws, butcher, 35 per cent.; buck, New Century, \$6.25; buck, No. 1 Maple Leaf, \$5.25; buck, Happy Medium, \$4.25; buck, Watch Spring, \$4.25; buck, common frame, \$4.00.
Spear & Jackson's saws—Hand or rip, 26 in., \$12.75; 28 in., \$14.25; panel, 18 in., \$8.25; 20 in., \$9; tenon, 10 in., \$9.90; 12 in., \$10.90; 14 in., \$11.50.

SAW SETS.
Lincoln and Whiting 4 75
Hand Sets, Perfect 4 00
X-Cut Sets, " 7 50
Maple Leaf and Premiums saw sets, 40 off.
S. & D. saw swages, 40 off.

SCREW DRIVERS.
Sargent's per doz. 0 85 1 00
North Bros., No. 30 per doz. 16 80

SHOVELS AND SPADES.
Canadian, 45 per cent.

SQUARES.
Steel, No. 14, 75 and 2½, doz. \$23 00
Iron, No. 492, 1 85
" 493 2 45
" 494 3 25

TAPE LINES.
English ass skin, No. 1921, 66 ft., doz. 2 85
Universal, ass skin, No. 714, 66 ft., doz. 3 00
Lufkins, linen, No. 494, 66 ft., each. 0 94
" steel, No. 284, 66 ft., each. 3 15
Chesterman's, linen, No. 1822, 66 ft. ea. 1 10
" steel, No. 1820, 1 70

TROWELS.
Dixon's, discount 10 per cent.
S. & D., discount 35 per cent.
Berg's, brick, 924x11 4 00
" pointing, 924x5 2 10

FARM AND GARDEN GOODS

BELLS.
American cow bells, 63½ per cent.
Canadian, discount 50 per cent.

BULL RINGS.
Copper, \$2.00 for 2½-inch

CATTLE LEADERS.
Nos. 32 and 33 per gross 7 50 8 50

BARN DOOR HANGERS.
doz. pairs.
Stearns wood track 4 50 6 00
Zenith 9 00
Atlas, steel covered 5 00 6 00
Perfect 8 00 11 00
New Milo, flexible 6 50
Steel, track, 1 x 3-16 in (100 ft) 3 25
" 1½ x 3-16 in (100 ft) 3 25

Double strap hangers, doz. sets. 6 40
Standard jointed hangers, " 6 40
Steel King hangers, " 6 25
Storm King and safety hangers 7 00
" rail 4 25
Chicago Friction, Oscillating and Big Twin Hangers, 5 per cent.

HARVEST TOOLS.
50 and 10 per cent.
sidewalk and stable scrapers, 40 off.

HAY KNIVES.
Net list.
HEAD HALTERS.
Jute Rope, ½-inch per gross 9 00
" " " 10 00
" " " 12 00
Leather, 1-inch per doz. 4 00
Leather, 1½ 5 20
Web 2 45

HOES.
Garden, 50 and 10 per cent.
Planter per doz. 4 00 4 50

HOSE COUPLERS.
Time Savers, per doz ½ and ¾ inch 3 31

LAWN MOWERS.
Taylor Forbes Co.—8 in. wheel, 3 knives, 12 in., \$5.25; 9 in. wheel, 3 knives, 12 in., \$6.75; 9 in. wheel, 5 knives, 12 in., \$7.75; 10½ in. wheel, 4 knives, 12 in., \$8.50; 10½ in. wheel, 4 knives, 12 in., ball bearing, \$10.00 50 per cent. Dated April 1, f.o.b. Guelph.
D. Maxwell & Sons—8 in. open wheel, 3 knives, 12 in. \$2.75; 8 in. open wheel, 4 knives, 12 in. sizes, \$2.85; 9 in. wheel, 3 knives, 12 in. sizes, \$2.95; 9 in. wheel, 4 knives, 12 in. sizes, \$3.05; 10½ in. wheel, 4 knives, 12 in. sizes, \$4; 10½ in. wheel, 5 knives, 12 in. ball bearing, \$5.70.
SOYTHES.
Per doz. net. 6 25 9 25

SCYTHES AND SNATHS.
Canadian, discount 40 per cent.

SNAPS.
Harness, German, 25 per cent.
Lock, Andrews 4 50 11 00

STABLE FITTINGS.
Warden King, 25 per cent.
Dennis Wire & Iron Co., 33½ p.c.

WOOD HAY RAKES.
40 and 10 per cent.
S. & D. lawn rakes, Dunn's, 40 p.c.

HEAVY GOODS, NAILS, ETC.

ANVILS.
Wright's, 80-lb. and over 0 10½
Berg's, 80-lb. and over 0 09½
Brook's, 80-lb. and over 0 11½
Taylor-Forbes, prospectors 0 05
Columbia Hardware Co., per lb. 0 09½

VISES.
Wright's 0 13½
Berg's, per lb. 0 12½
Brook's 0 12½
Pipe Vise, Hinge, No. 1 3 50
" No. 2 5 50
Saw Vise 4 50 5 00
Blacksmith's, 60; parallel, 45 per cent.

BOLTS AND NUTS.
Carriage Bolts, common (\$1 list) Per cent.
" " and smaller 60, 10 and 10
" 7-16 and up 60
" Norway Iron (\$3 list) 60
Machine Bolts, ½ and less 60, 10 and 10
Machine Bolts, 7-16 and up 60
Plough Bolts 55, 5 and 10
Blank Bolts 60
Bolt Ends 60
Sleigh Shoe Bolts, ½ and less 60 and 10
Coach Screws, cone point 70 and 12½
Nuts, square, all sizes, 4½c. per lb. off.
Nuts, hexagon, all sizes, 4½c. per lb. off.
Stove Rods per lb., 5½ to 6c.
Stove Bolts, 80 and 12½.

CHAIN.
Proof coil, per 100 lb., ½ in., \$6.00; 5-16 in., \$4.85; ¾ in., \$4.25; 7-16 in., \$4.00; 1 in., \$3.75; 9-16 in., \$3.70; 1¼ in., \$3.65; 1½ in., \$3.60; 1¾ in., \$3.45; 2 in., \$3.40.
Halter, kennel and post chains, 40 to 40 and per cent.; Cow ties, 40 per cent.; Tie out chains 65 per cent.; Stall fixturer, 35 per cent.; Trace chain, 45 per cent.; Jack chain iron, 50 per cent.; Jack chain, brass, 50 per cent.

HORSE NAILS.
M.R.M. cold forged process, list Feb. 1, 1908, \$2.45 per box base.
"O" brand, list March 2, 1908, \$2.75 per box, base sizes 10 to 14. 10 per cent.
Capewell brand, quotations on application.

HORSESHOES.
M.R.M. brand: iron, light and medium, No. 1 and smaller, \$3.75; No. 2 and larger, \$3.50; snow pattern No. 1 and smaller, \$4.00. No. 2 and larger, \$3.75; "X.L." new right steel, No. 1 and smaller, \$4.10; No. 2 and larger, \$3.85; "X.L." featherweight steel, No. 1 to 4, \$5.25; Special counter-sinks steel No. 0 to 4, \$5.50 pkg; toe-weight, all sizes, \$6.00. F.o.b. Montreal. Extras for packing.

Toccalas Standard Blunt No. 1 and smaller, \$1.50; No. 2 and larger, \$1.25. Sharp No. 1 and smaller, \$1.75; No. 2 and larger, \$1.50 per box. Sharp. Put up in 25 lb. bxs.

HORSE WEIGHTS.
NAILS. Cut Wire.
2d 3 80 3 25
3d 2 85 2 95
4d 2 70 2 65
4d and 5d 2 80 2 55
6d and 7d 2 40 2 35
8d and 9d 2 35 2 30
10d and 12d 2 30 2 25
16d and 20d 2 30 2 25
30, 40, 50 and 60d (base) 2 30 2 25
F.o.b. Montreal. Toronto 5 cents higher.
Cut nails, Toronto 20c. higher.
Miscellaneous wire nails, 75 per cent.
Coopers' nails, 33½ per cent.

PRESSED SPIKES.
Pressed spikes, ½ diameter, per 100 lbs., \$3.00

RIVETS AND BURS.
Iron Rivets, black and tinned, 60, 10 and 10. Iron Burr, discount 60 and 10 and 10 p.c.
Copper Rivets, usual proportion burrs, 35 and 12½ per cent.
Copper Burrs only, 15 p.c.
Extras on Coppered Rivets ½-lb. packages 1c. per lb.; ¼-lb. packages 2c. lb.
Tinned Rivets, net extras, 4c. per lb.

SCREWS.
Wood, F. H., bright and steel, 85 and 10 p.c.
" R. H., bright, 80 and 10 per cent.
" F. H., brass, 75 and 10 per cent.
" R. H., " 70 and 10 per cent.
" F. H., bronze, 70 and 10 per cent.
" R. H., " 65 and 10 per cent.
Drive Screws, dia. 85 and 10 per cent.
Bench, wood per doz. 3 25
" iron 4 25
Set, case hardened, dia. 60 per cent.
Square Cap, dia. 50 and 5 per cent.
Hexagon Cap, dia. 45 per cent.

MACHINE SCREWS.
Flat head, iron and brass, 35 per cent.
Folister head, iron, 30; brass, 25 per cent.

TACKS, BRADS, ETC.
Carpet tacks, blued, 75 p.c.; tinned, 80; (in kegs), 40; cut tacks, blued, in dozens only, 75; ½ weights, 60; Sweden cut tacks, blued and tinned, bulk, 80 and 15 dozens, 75; Sweden, upholsterers', bulk, 85 and 10; brush, blued and tinned, bulk, 70; Sweden, gimps, blued, tinned and japanned, 75 and 12½; zinc tacks, 35; leather carpet tacks, 35; copper tacks, 45; copper nails 50; trunk nails, black, 65; trunk nails, tinned and blued, 65; clout nails, blued and tinned 65; chair nails, 35; patent brads, 40; fine finish tacks, in bulk, 15; lining tacks, solid heads, in bulk, 75; saddle nails, in papers, 10; saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glaziers' points 5; double pointed tacks, papers, 90 and 10 double pointed tacks, bulk, 40; clinch point shoe rivets, 45; cheese box tacks, 85; trunk tacks, 80 and 10.

WROUGHT IRON WASHERS.
Canadian, discount 50 per cent.

SPORTING GOODS.

CARTRIDGES.
"Dominion" Kim Fire Cartridges and O.B. caps, 50 and 7½ per cent.; Kim Fire E.B. Round Caps, 60 and 2½ per cent., Centre Fire, Pistol and Rifle Cartridges, 30 p.c.; Centre Fire Sporting and Military Cartridges, 2½ and 5 p.c. Primers, 100, 15 p.c. 250, 20 p.c.

LOADED SHELLS.
"Crown" Black Powder, 15 and 5 p.c.; "Sovereign" Empire Bulk Smokeless Powder, 30 and 5 p.c.; "Regal" Ballistite Dense smokeless Powder, 30 and 5 p.c.; "Imperial" Empire or Ballistite Powder, 30 and 5 p.c.

EMPTY SHELLS.
Paper Shells, 10 and 10; Brass Shells, 55 and 5 p.c.

WADS. per lb.
Best thick brown or grey felt wad, in ¼-lb. bags \$0 70
Best thick white card wad, in boxes of 500 each, 12 and smaller gauges 0 29
Best thick white card wad, in boxes of 500 each, 10 gauges 0 35
Thin card wad, in boxes of 1,000 each, 12 and smaller gauges 0 20
Thin card wad, in boxes of 1,000 each, 10 gauge 0 25
Chemically prepared black edge grey cloth wad, in boxes of 250 each—Per M
11 and smaller gauge 0 60
9 and 10 gauges 0 70
5 and 8 " 0 90
5 and 6 " 1 10
Superior chemically prepared pink edge, best white cloth wad in boxes of 250 each—
11 and smaller gauge 1 15
9 and 10 gauges 1 40
7 and 8 " 1 65
5 and 6 " 1 90

SHOT.
Ordinary drop shot, AAA to dust \$7.50 per 100 lbs. Discount 20 per cent; cash discount, 2 per cent, 30 days; net extras as follows subject to cash discount only: Chilled, 40 c.; buck and seal, 80c.; no. 28 ball, \$1.20, per 100 lbs.; bags less than 25 lbs., 40c. per lb.; F.O.B. Montreal, Toronto, Hamilton, London, St. John and Halifax, and freight equalized thereon.

TRAPS (steel.)
Game, Newhouse, discount 30 and 10 per cent, Game, Hawley & Norton, 50, 10 and 5 per cent, Game, Victor, 70 per cent.
Game, Oneida Jump (B. & L.) 40 & 2½ p.c.
Game, steel, 60 and 5 per cent.

SKATES.
Skates, discount 37½ per cent.
Empire hockey sticks, per doz. . . 3 00 3 50

CUTLERY AND SILVERWARE.

RAZORS. per doz.
Elliot's 4 00 18 00
Boker's 7 50 11 00
" King Cutter 13 50 18 50
Wade & Butcher's 3 60 10 00
Lewis Bros. "Klean Cutter" 8 50 10 50
Henckels 7 50 20 00
Clausen perfect stropper 16 00
Berg's 7 50 20 00
Clausen Razors and Strops, 50 per cent

KNIVES.
Farriers-Stacey Bros., doz 3 50
Clausen, 50 and 25 per cent.

PLATED GOODS.
Flatware, 40 per cent. discount.
Flatware, staples, 40 and 10, fancy, 40 and 5.
Hutton's "Cross Arrow" flatware, 42½; "Singleson" and "Alaska" Nevada silver flatware, 42 p.c.

"Brantford"

"Roofing"



Get FREE SAMPLES of our roofing and see for yourself what a strong, durable, pliable and altogether superior roofing it is. Two finishes — Asphalt and Rubber. Sold at as low a price as a really good roofing can be sold — about one-third less than metal. Get a step ahead of your competitor by securing the agency for your town.

Brantford Roofing Co., Ltd., Brantford

Branch Office, 327 St. James St., Montreal

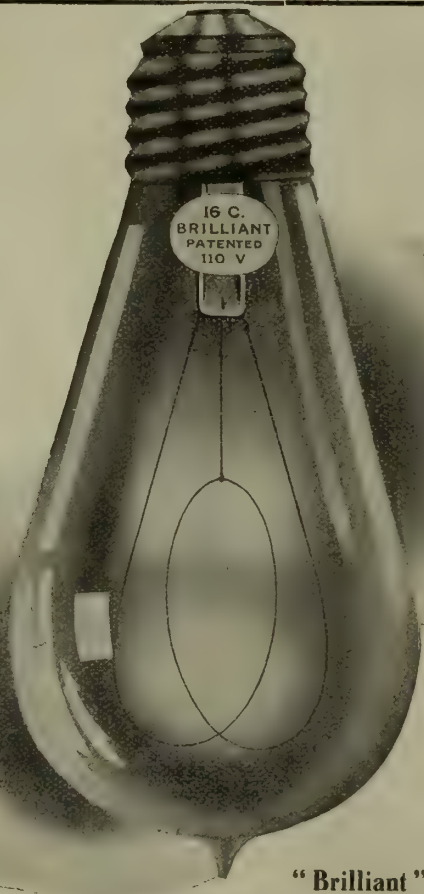
SELLING AGENTS:

Caverhill, Learmont & Co.,	- - - - -	Montreal
General Supply Co. of Canada, Limited	{ 219-221 Bank Street, Ottawa	
	{ 147 Bannatyne Avenue East,	
	Winnipeg, Man.	
J. S. Mitchell & Co.	- - - - -	Sherbrooke, Que.
Fleck Bros., Limited	- - - - -	Vancouver, B.C.
Imperial Export Co.	- - - - -	Toronto

THE NEW GALT SHINGLE



THE GALT ART METAL CO., Ltd., Galt, Ontario



"Brilliant" Lamp

We Would Like to Sell You

a case lot of

"Brilliant"

or

"Shelby" Lamps

PRICES RIGHT
QUALITY RIGHT

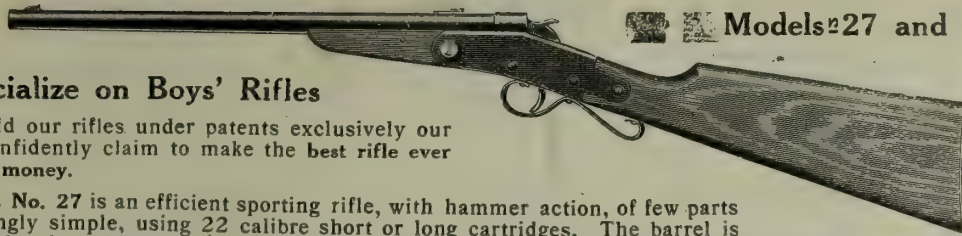
Every Lamp carefully tested, and guaranteed to give full rated Candle Power at the voltage for which it is labelled.

Write for Catalogue No. 11 showing our complete line.

Ontario Lantern & Lamp Co.,

HAMILTON, ONT.

Limited

Quick
Sellers**HAMILTON (22 Calibre) RIFLES**Money
Makers

Models 27 and 027

Prices
\$2.00
and
\$2.25**We Specialize on Boys' Rifles**

We build our rifles under patents exclusively our own and confidently claim to make the best rifle ever built for the money.

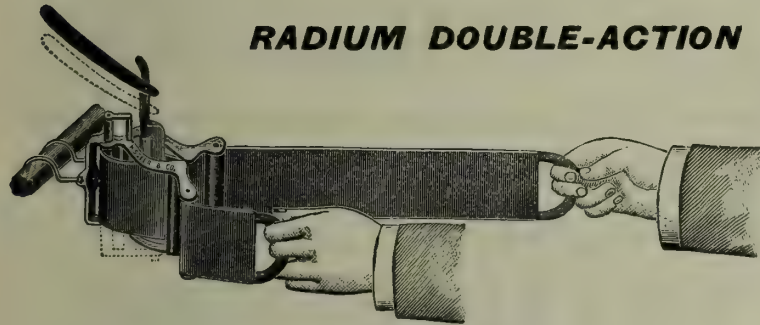
MODEL No. 27 is an efficient sporting rifle, with hammer action, of few parts and exceedingly simple, using 22 calibre short or long cartridges. The barrel is bronze, rifled and steel jacketed, finished in blue black gun finish. Breaks down for loading and ejecting shells. Flat stock and forearm of gun of gum wood. A beautiful model, symmetrical and well balanced. Barrel is 16 inches long, length of rifle over all, 30 inches. Price \$2.00.

MODEL No. 027 is exactly like No. 27, except the stock and forearm, which are of genuine walnut, turned and beautifully finished. Price \$2.25.

Other models are Nos. 15 at \$2.00, 19 at \$2.50 and 23 at \$3.50, each a winner in its class.

Our continuous advertising in the boys' papers will bring the business to you, as every boy will want one and you should have a stock on hand. Write for catalogue and net trade prices.

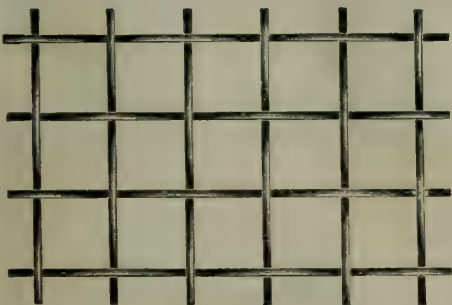
THE HAMILTON RIFLE CO., Box 202, PLYMOUTH, MICH., U.S.A.

**RADIUM DOUBLE-ACTION****STROPPING****MACHINE**

With the Radium Double-Action Machine, when you pull the strop the razor moves vertically, and the strop laterally giving heel to toe movement representing a perfect imitation of the skilled barber's hand.

FOR SALE BY LEADING WHOLESALE HARDWARE HOUSES

No Waste Circulation in **HARDWARE AND METAL.** Try the "want columns" and see.

**WIRE CLOTH**

Special Regalvanized Cloth, for apple and fruit drying—Stock widths, 24, 30 and 36 inches. Other widths and meshes made to order.

Also 1-2 inch Galvanized Netting—Stock widths, 24, 30 and 36 inches. Stock lengths, 25 and 50 yards.

Also Wire Cloth Netting for all purposes.

THE B. GREENING WIRE CO., Ltd.

**HAMILTON, ONT.
MONTREAL, QUE.**

See Them



Our sales in **RAZORS**, Nos. 1907, 2098 and 0622, during the past six months have increased over 48 per cent. That's going some. Every razor fully warranted.

Our **POCKET KNIVES** are constantly increasing in the popular trade, and every knife guaranteed by us.

Our **SCISSORS** are made of best shear steel. We carry full range of sizes, and are not excelled. We are also showing a fine range of Scissors in cases—both gilt and nickel—in the finest leather cases.

Our travellers are now out. Kindly inspect our samples.

SEE THEM.

E. F. WALTER & CO.

166-168 McGill Street, - MONTREAL

CALL AND SEE US AT THE TORONTO EXHIBITION

MANUFACTURERS BUILDING—NEAR NORTH ENTRANCE

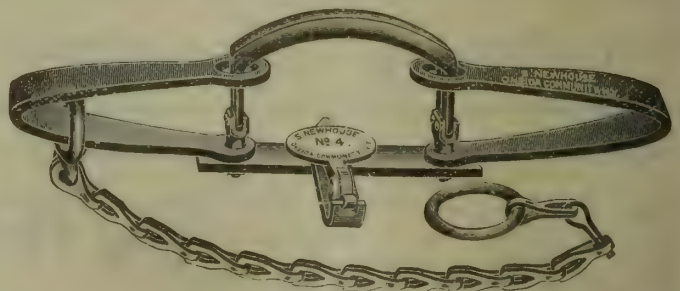
COMMUNITY SILVER



The heaviest plated Silverware made. Will wear a lifetime. Look into the matter—it will pay you.

Full line of pieces in seven elegant patterns on Exhibition.

NEWHOUSE TRAPS

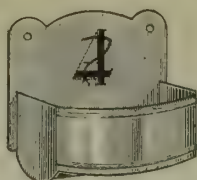


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Black Diamond File Works

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Sheet and Spiral Packing

**Long Fibre Asbestos and Rubber
Perfectly Combined**

Manufactured in Canada solely by

**THE GUTTA PERCHA & RUBBER MFG. CO.
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Branches: Montreal, Winnipeg, Calgary, Vancouver

"Apollo" Galvanized Sheets Galvanized Canada Plates American Bessemer Sheets Polished Steel Sheets, etc.

We can furnish Steel Sheets in different qualities suitable for all purposes, and shall be glad to make quotations upon receipt of particulars of your requirements.

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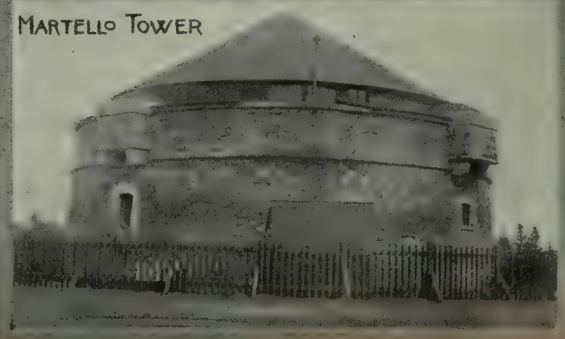
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Maritime Board of Trade Number

HARDWARE AND METAL

August 29, 1908



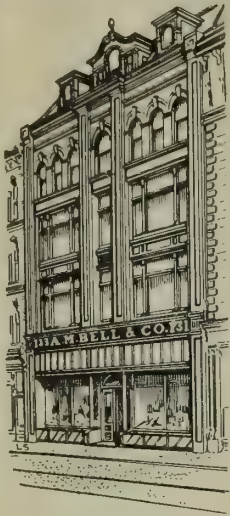
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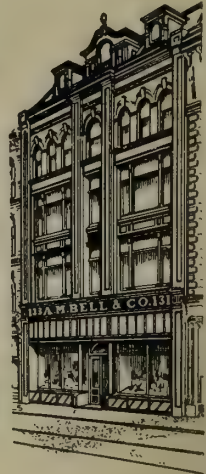
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Many Maritime Board of Trade delegates visited our premises last week and we look forward to seeing a large number of our friends from all parts of the

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A Weekly Newspaper Devoted to the Hardware, Metal, Paint, Heating and Tinsmithing Trades in Canada.

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MONTREAL, 232 McGill St.

TORONTO, 10 Front St. East.

WINNIPEG, 511 Union Bank Building.

LONDON, ENG., 88 Fleet St., E.C.

VOL. XX.

PUBLICATION OFFICE: TORONTO, AUGUST 29, 1908

NO. 35.

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CELEBRATED
"PEPPERCORN AND DIAMOND"
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TRADE MARK
BUTCHERS' STEELS

Canadian Agents: DORKENBROS. & CO. MONTREAL.

QUEEN'S



HEAD

GALVANIZED IRON

Is not the lowest priced iron
but it is the cheapest in the end.

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"SOVEREIGN" STOVE PIPE DAMPERS

These are the finest stove pipe dampers on the market, made in four sizes—5, 5½, 6 and 7 inches, packed in barrels containing from 40 to 60 dozen. These dampers have strong wooden or iron spring handles. They are undoubtedly the

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Write us to-day for list and discounts.

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MONTREAL—122 Craig Street West

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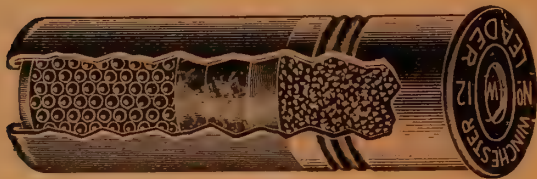
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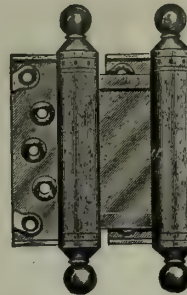
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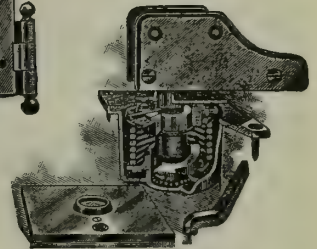
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A PRODUCT OF RECOGNIZED SUPERIORITY
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TRIPLE-END SPRING BUTT



CHICAGO BALL-BEARING
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THEY ARE
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Satisfactory in Use
Of Known Reputation



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"BLIZZARD"

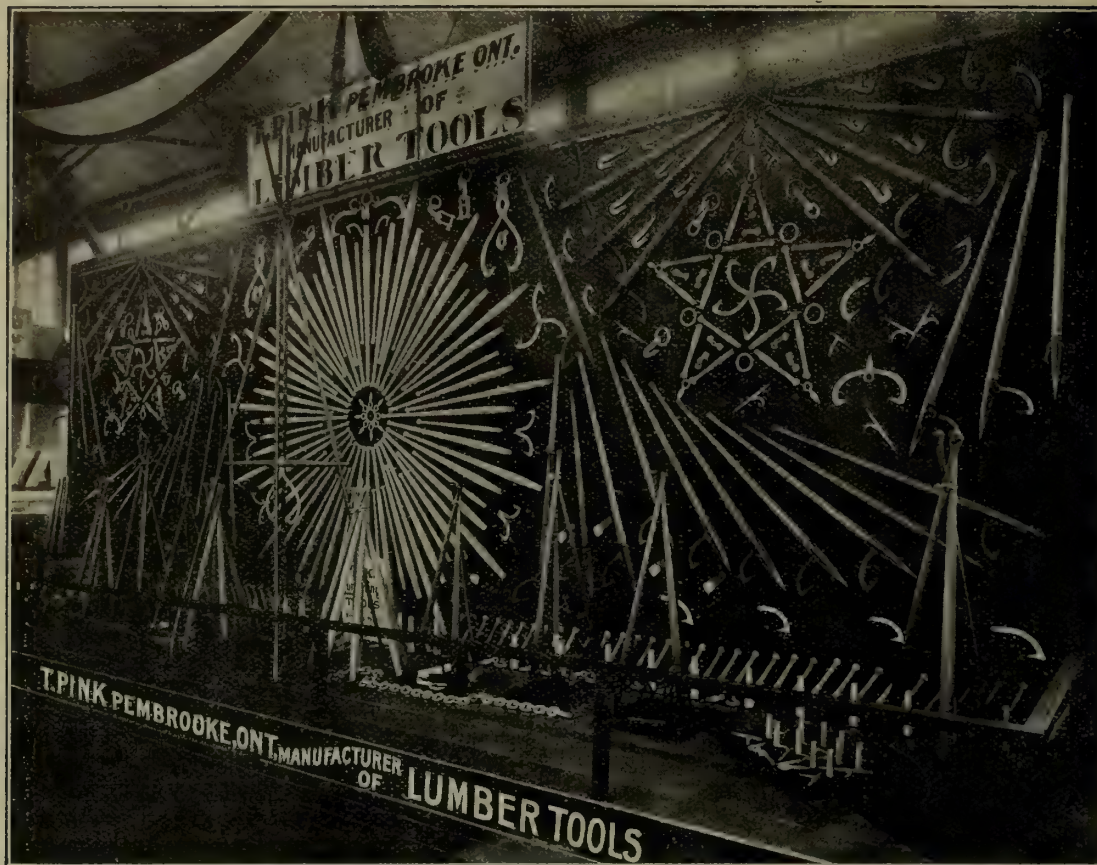
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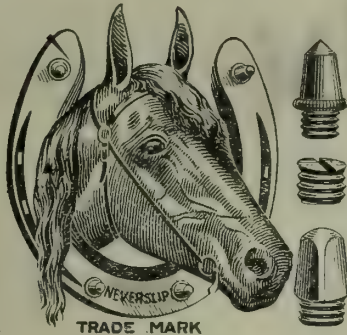
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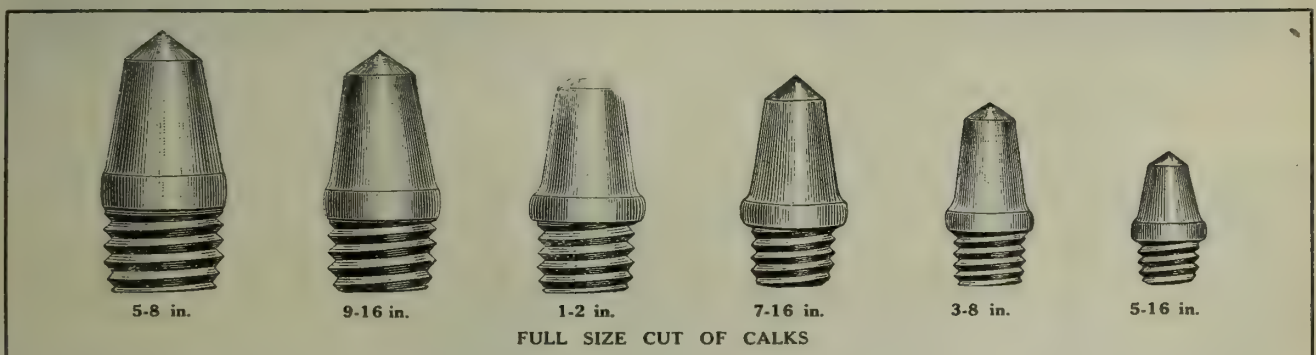
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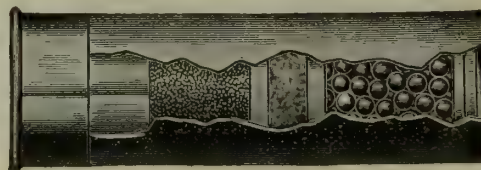
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The shooting season will soon be here, have you all the stock you require? Our stock is large and well assorted, which enables us to make prompt shipments.



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TORONTO OFFICE,
94 Bay St.

HARDWARE AND METAL

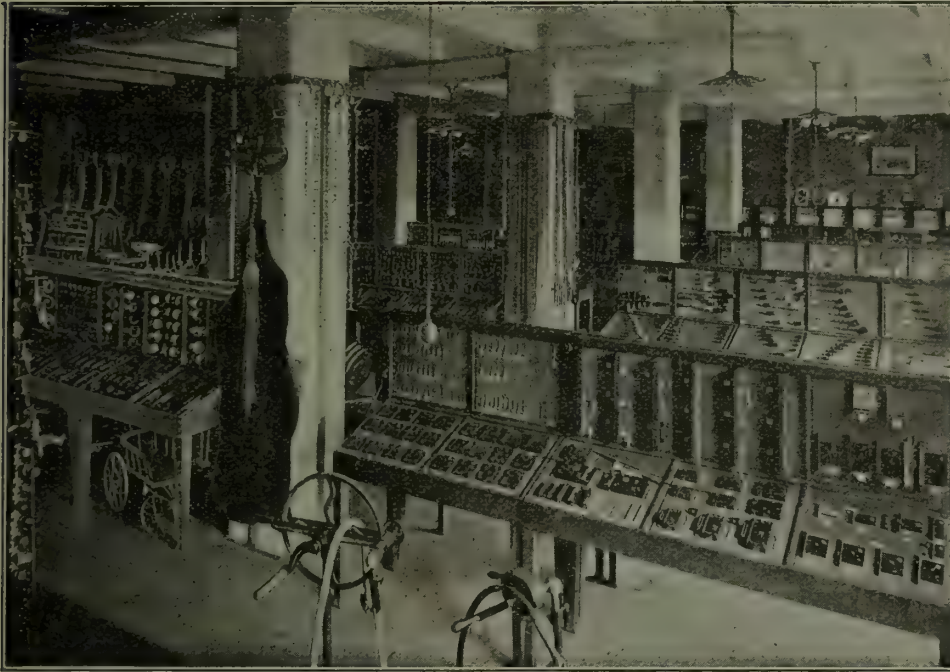
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when in
Toronto*



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Our Prices are Right

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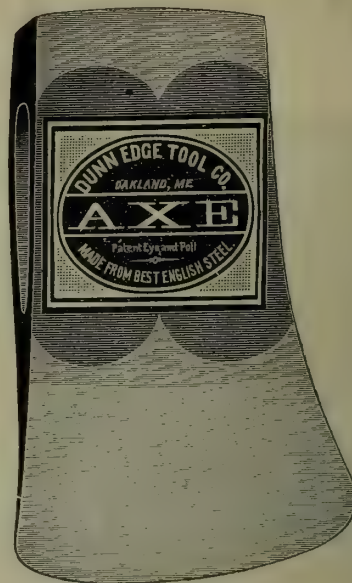
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"Bedford Ebony"
Michigan Pattern
Assorted Weights, 3 to 4½ lbs.



"Canadian"
Montreal Pattern
Assorted Weights, 2½ to 4 lbs.



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Assorted Weights, 3 to 4½ lbs.



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Assorted Weights, 2½ to 5 lbs.



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We draw your attention to the few patterns shown here which are only a small per cent. of the many axes shown in our general catalogue.
If you have an inquiry, or intend putting in a stock of axes this Fall, let us know and we will be pleased to quote.

Ask Our Travellers to Quote, or Write us Direct



FROTHINGHAM & WORKMAN, Ltd.

WHOLESALE HARDWARE AND IRON MERCHANTS
MONTREAL, - CANADA



Kynoch Limited

manufacture the shells, the wadding, the paper and the powder used in their shells and cartridges. All these components are made under the careful supervision of qualified experts—hence the unfailing regularity and high quality of Kynoch Ammunition.

Kynoch Metallic Cartridges and Loaded Shells are packed in strong cardboard boxes attractively labelled, with full de-



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MONTREAL and WINNIPEG



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INSIDE EACH ROLL OF

CONGO

NEVER LEAK ROOFING

A GOOD many roofings carry guarantees. Most of these are not worth the paper they are written on. They are full of provisos that no one can live up to, and you have only the manufacturers' word behind them.

We looked into this proposition some time ago, and determined that we would offer a guarantee with every roll of Congo that would *mean something*. We therefore went to the National Surety Company, a corporation with over \$2,000,000 of assets and arranged with it to furnish with every roll of Congo a *genuine Surety Bond*.

It *guarantees* that our three-ply Congo Roofing will last *ten years*, if the directions are followed—and the Surety Company stands behind that guarantee to the limit of its resources.

We mean to show the public that we have confidence in the *durability* of Congo, and that we are willing to back this confidence up in a way that no other manufacturer ever dared to.

We can afford to make this strong guarantee because we know Congo will last the full period of the guarantee, and more. It has always given better satisfaction and all round service than any other ready roofing made.

Special Notice

If any Congo rolls that you purchase do *not* contain Guarantee Bonds, write us at once, telling us where and from whom they were purchased, and we will at once mail you the missing bonds.

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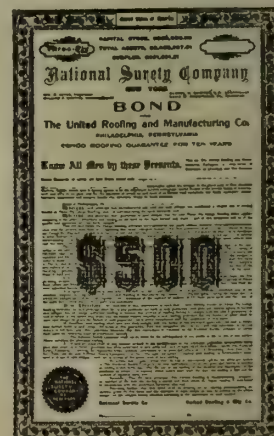
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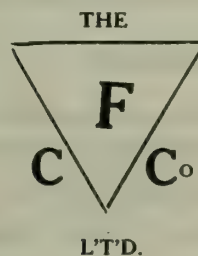
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THE BEST FILE ON THE MARKET

**The Canadian
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will replace any file having their name on the tang



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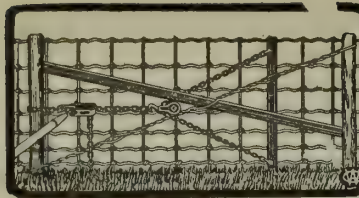
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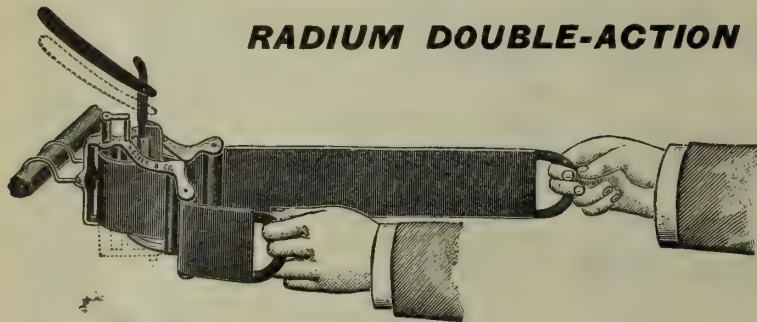
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MACHINE

With the Radium Double-Action machine, when you pull the strop the razor moves vertically, and the strop laterally giving heel to toe movement, representing a perfect imitation of the skilled barber's hand.

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No Waste Circulation in **HARDWARE AND METAL.** Try the "want columns" and see.

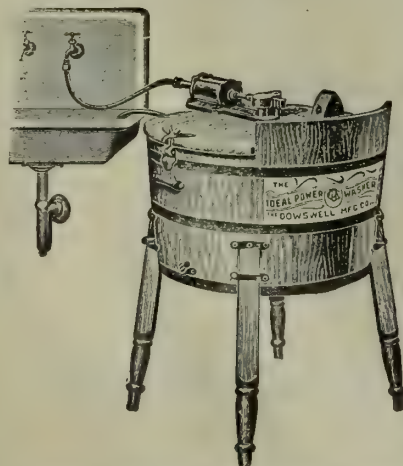
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The machine that runs itself

Their Equal Not Made Yet.

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The next thing to it



The Leaders of a trade winning line of up-to-date and exclusive styles of Washing Machines, Wringers and Churns, of National Reputation, Undisputed Popularity and Superior Quality, that have been extensively advertised and a demand created.

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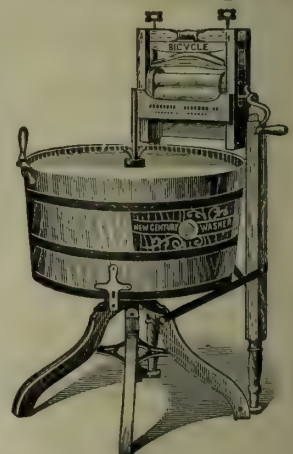
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Canada's Manufacturers Industrial Blue Book

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Prices on application. Prompt shipment.

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PRIEST'S CLIPPERS
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WE MAKE THEM.
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NEWMAN'S INVINCIBLE FLOOR SPRING
Will close a door silently against any pressure of
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satisfaction. Made only by
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Work and Prices Right
ONTARIO WIND ENGINE & PUMP
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GALVANIZING AND TINNING
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We lead in Asbestos Fire-proof Stove-
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Iron and Copper Rivets, Iron and Copper Burrs,
Bifurcated and Tubular Rivets, Wire Nails,
Copper and Steel Boat and Canoe Nails,
Escutcheon Pins, Leather Shoe and Overshoe
Buckles, Bit Braces, Felloe Plates.

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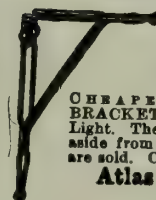


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Ship Signal Lamps

Ship, Yacht and Boat Fittings
of all kinds.

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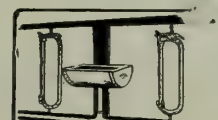
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That's what a shelf bracket's for.
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CHEAPER than the BRADLEY STEEL
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(Open up to date line)
GALV. STEEL THRESHING TANKS
STREET SPRINKLING TANKS
STEEL HOG RACKS.

Get our prices - they are low!

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(TORONTO - ONT.)

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ARMSTRONG CUTTING-OFF TOOLS
are correctly designed and the blades
are bevel rolled from special Self-
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When the sections are coupled together
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Time - Saver Hose Coupler

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fall out. All your hose-owning customers need
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Send for it to-day!

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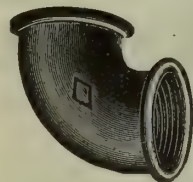
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is an all round Bit, boring smoothly, and well
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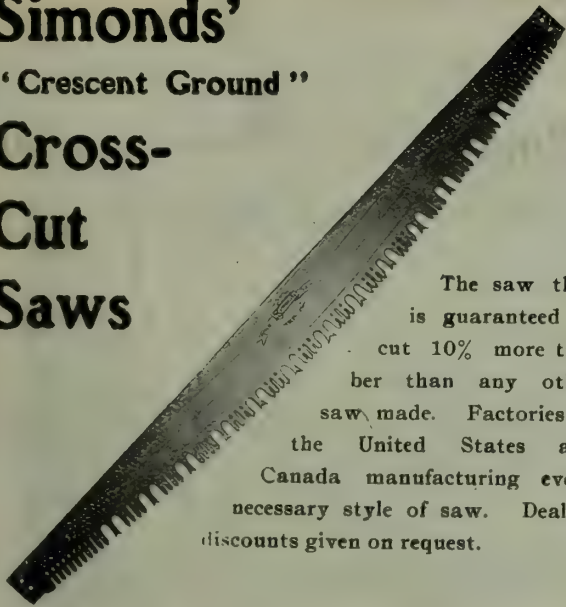
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The saw that is guaranteed to cut 10% more timber than any other saw made. Factories in the United States and Canada manufacturing every necessary style of saw. Dealers discounts given on request.

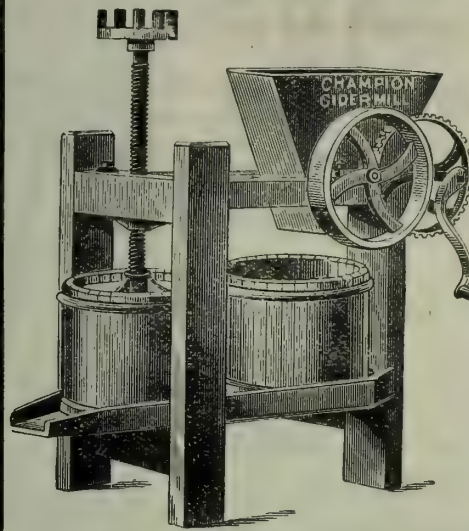
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Order now and be ready for the demand.

Circulars and prices will be sent by return mail.

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Be sure to call and see us at the

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Our representatives will be at both exhibits and will be pleased to have you call. It will be a good chance for you to select any **GLASS** which you may be requiring. A cordial invitation is extended to all visitors to call on us either at our office or exhibit.

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In the **DISSTON BRAND** of **SAWS** you have the advantages obtained by the use of highest quality crucible steel specially made in the Disston Steel Works, approved designs, most skilled workmanship—All backed by an experience of over **SIXTY-EIGHT YEARS** in saw making—A combination not equalled and which speaks for the utility of the saws.



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**Satisfaction
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Complete Stocks at Halifax, St. John, Montreal, Toronto, Winnipeg, Vancouver



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This Saw is of the general style and shape which carpenters have been accustomed to using for years past. Has a carved apple handle with highly polished sides and edges, making a very pretty Saw. Holds its cutting edge and saws true. Its high quality and even temper are due to the fact that it is **Made of Simonds Steel**. Covered by the broadest Simonds warranty.

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are good sellers. Dealers should send for 1907 Catalogue and discounts.

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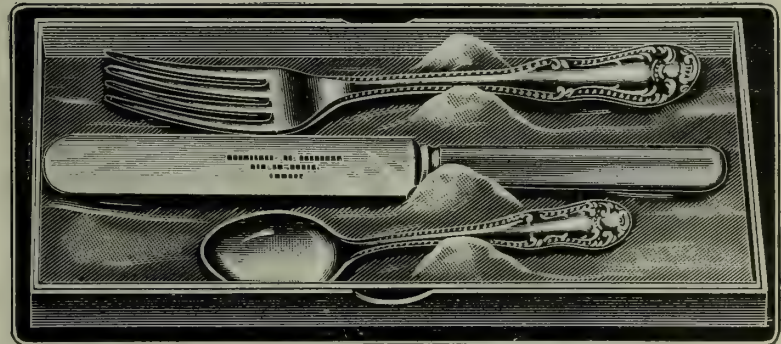
ATTRACTIVE HELENA PATTERN



This line will suit those of your customers who want a really useful set put up with plated steel knife.

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Will stand High Speed and Heavy Pressure, Grade High, Price Low. 25c. lb.

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It's Remarkable

but it's none the less a fact, that every year sees an **enormous increase** in the amount of **Structural Steel** used in all classes of buildings. Our plant is turning out a great quantity of high class Structural Steel; and we are able to quote the hardware trade very close prices on that class of work. Why not "get next" to the local building trade, and get the structural steel orders? **There's money in it!**

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LIMITED

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Annealed Hay Baling Wire and Bale Ties



Cut to any desired length
with single loop.



QUALITY—THE BEST. SHIPMENTS—RIGHT

It Saves Lives

A Building Necessity

These are the names that have
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AEOLIAN VENTILATOR

We are the manufacturers of it and
control the patents.

We have placed it on some of the
finest buildings in the Dominion.

It is a scientific fact that no modern
building can afford to neglect sanitation.

We are contractors and sanitary ex-
perts. Our ventilator is guaranteed and
is placed in position to suit the building
as to quality and size.

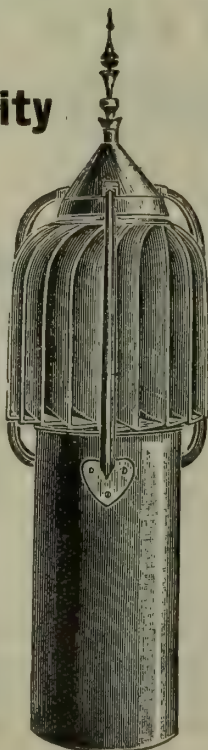
One Testimony:

Montreal, June 12th, 1903
Canadian Pacific Railway Company.
Messrs. J. W. Harris Co., Limited.

7 St. Elizabeth St., Montreal, Que.

Gentlemen, Answering yours of June 1st, I am
not personally familiar with the merits of the
"Aeolian" Ventilators but our Assistant Engineer,
Mr. F. Crossley, reports that the Ventilators of
this type manufactured by you and used by this
Company at the Place Viger Hotel, Chateau Fron-
tenac, Windsor Street Station and elsewhere, have
proved satisfactory. Yours truly,

E. H. McHENRY, Chief Engineer.



The J. W. HARRIS CO., Limited

General Contractors and Manufacturers

MONTREAL



New Style H. & C. Side Wall Register.

BE A LITTLE DIFFERENT

Don't use breakable cast iron regis-
ters because the other fellow does.
Use H. & C. Wrought Steel Registers
and see what a strong talking point
they are.

HART & COOLEY CO.,

Booth St.,
New Brit'n. Ct

How a Twentieth Century Salesman Made a \$5.00 Sale to a 5c. Customer.



Scene.—Up-to-date Hardware Store.

Time.—High Noon.

Enter.—Mr. Accountant.

Mr. Accountant.—“Good day, John, give me a pound of two-inch wire nails, will you.”

Mr. Hardwareman.—“There you are sir; five cents. But say, Jim, what’s the matter with your face? Been to the hospital?”

Mr. A.—“Oh, just a little sticking plaster—my wife gave me a start as I was shaving this morning.”

Mr. H.—“Well, if you’d been up-to-date that couldn’t have happened. Why my youngsters play tag around my legs while I’m shaving.”

Mr. A.—Guess you don’t know what nerves are; do you?”

Mr. H.—“Oh yes, I do,—only I use a Safety Razor.”

Mr. A.—“Perhaps your beard is easy. A Safety would never do for me.”

Mr. H.—“You’re wrong there my boy. My beard must be coarser than yours, and I wouldn’t go back to the old style razor for a farm.”

Mr. A.—“All my friends that use Safety Razors tell me that the blades are always getting dull, and they have to throw them away after a couple of shaves. I got figuring the cost with one of them the other day, and I was surprised at the amount he paid out for blades in a year.”

Mr. H.—“Of course that depends on the razor. I put in my last blade on Xmas Day, and it’s shaving better to-day, after 8 months’ use, than it did at first.”

Mr. A.—“How do you manage that?”

Mr. H.—“Just the same as you can if you want to. I use an Auto-Strop. The blades in all these Safety

Razors are good, but in the Auto-Strop you can keep your blade as sharp as a lancet—much sharper than your long handled razor,—by simply giving it a few runs over the strop. It’s done in a second, and no trouble. Nothing to unscrew or take apart.”

Mr. A.—“Have you got them here?”

Mr. H.—“I should say so. I sell some of them every day. I usually let them out on trial, and not one in a hundred comes back to me. Here’s one. You see all you have to do is to press that trigger, insert the strop, and give eight or ten strokes. I can give 60 strokes in ten seconds, so you see it’s quite easy.”

Mr. A.—“How do you clean it?”

Mr. H.—“Just as easily as I strop it. I push the trigger again, and the bladeholder falls. Then I let the tap water run over it, or I rinse it in a basin, and wipe it off. It takes no time at all. Why if I’m hurried I can lather, shave twice, and put away my razor in three minutes.”

Mr. A.—“What’s the price?”

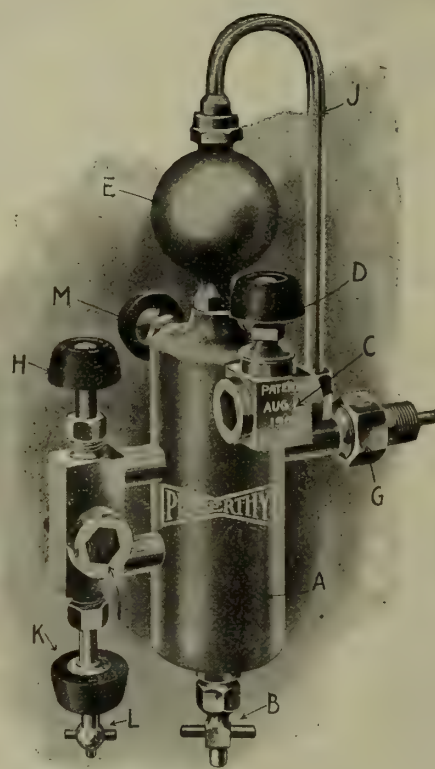
Mr. H.—“Five dollars, and it’s worth fifty to a busy man like you.”

Mr. A.—“Here’s your ‘V.’ I can see that you have a good one there, and no mistake. I’ll come and see you when I’ve tried it.”

Mr. H.—“Thank you. Just one word. Be sure to read the booklet carefully, both before and after you’ve shaved. There are some good pointers in that book. Good-bye, Jim.”

Order the Penberthy Lubricator

and you can sell it to any customer
who comes in your store to
buy lubricators



Read the Top Lines Again, Mr. Merchant !
and then get out your order book

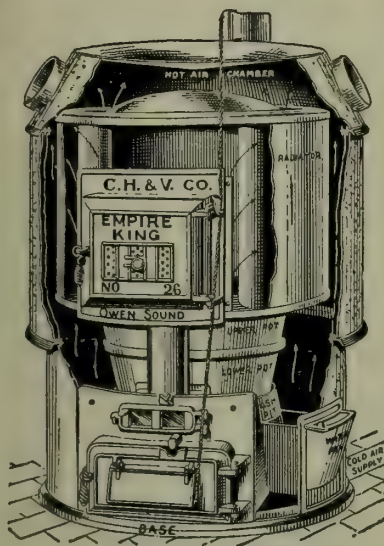
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Being up-to-date, you probably do, so that you'll agree with anybody who tells you that any time you spend monkeying around a furnace you have sold and set up is **lost money** pure and simple, which is the very reason why so many up-to-date dealers handle the

EMPIRE KING FURNACE

It is so simple in construction, and has such few and perfectly snug fitting parts, that when you have once set it up it's there to stay. It doesn't need complaint because it **acts right** in every particular. It burns any kind of fuel except oil, and burns from the minimum of fuel. You ought to have our catalogue. May we send it to you?

Canadian Heating and Ventilating Company, Limited

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Selling Agents: Christie Bros. Co., Limited, 802 College Street, Toronto, Ont. Christie Bros. Co., Limited, cor. Henry and Park Sts., Winnipeg, Man. Abercrombie Hardware Co., Vancouver, B.C. The Can. Stove & Furniture Co., Montreal, Que.

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A Post Card will bring you price list and full information.

Don't forget to mention **HARDWARE AND METAL**.

MENSURATION FOR Sheet Metal Workers

By Wm. Neubecker

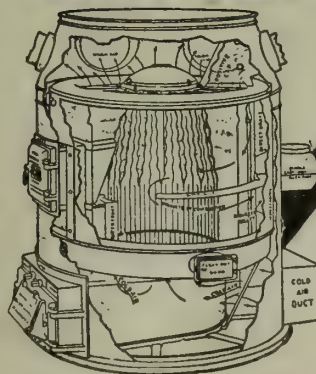
This new exhaustive book gives in detail examples in computing the circumferences, areas and capacities for various shapes arising ordinarily in shops, including the areas of heating and ventilating pipes making them equal to those of pipes of other profiles. All the rules and tables are fully explained and easily understood.

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HEATING

Is your home warmed satisfactorily? If not, the chances are that it will pay you to discard the old apparatus entirely and replace it with a KELSEY.

The principles of hygienic heating and fuel economy are better understood now than when thousands of heaters in use were built. The

KELSEY is the embodiment of the highest attainments of heating engineering.

The KELSEY Zig-Zag Heat Tubes of which the fire box is formed and by which greater volumes of air are warmed and FORCED to every part of the house than is possible in any other heater, saves you enough in coal bills to more than pay for the change, to say nothing of the comfort of having your house kept at just the right temperature from top to bottom all the time. Let us prove it to you.

THE JAMES SMART MFG. CO., Limited
WINNIPEG, Man. BROCKVILLE, Ont.

Davidson's "Premier Royal" Cooking Range



The design is attractive and well-planned for convenience and fairly bristles with good points and labor-saving devices.

Every Range is fitted with these improvements :

- Heat Indicator
- Single Damper
- Detachable Guard Rails
- Ventilated Oven
- Oven Door Pedal
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- Nickeled Towel Drier, etc., etc.

A Thoroughly High-class Range

Made in

Three Sizes and Seven Styles

Commands a Good Price
and Sells Without Trouble.

In special features of excellence—ease of keeping clean, freedom from repairs, perfect cooking, and also in material, workmanship and finish, these ranges are unequalled.

Cut illustrates Style F with steel high closet.

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IMPERIAL SIDE WALL REGISTERS have a greater out-flow capacity than any Register made.

IMPERIAL SIDE WALL REGISTERS take a pipe 2" to 3½" deeper than the studding.

Varying designs for all styles of decoration.

Your trade need not be wearied by the monotony of a single design.

All sizes, shapes and styles of floor and side wall Registers made in Iron, Wrought Steel, Brass and Bronze.

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Buyers will be asking you about the Record Furnace and Heating System.

Why? Because of our System of advertising, which helps the Dealer That means you. When the arguments are all in and the deal is closed, one fact stands out in bold relief—

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Record Furnace
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Guarantee.

If the "Other Kind" did that, it would be just as easy to sell them.

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Trouble and expense are two of the cardinal points of furnace life, and ninety per cent. of your probable buyers will say "Does this furnace give trouble?"

A child could run the Record Furnace. That's what makes it such a favorite with families.

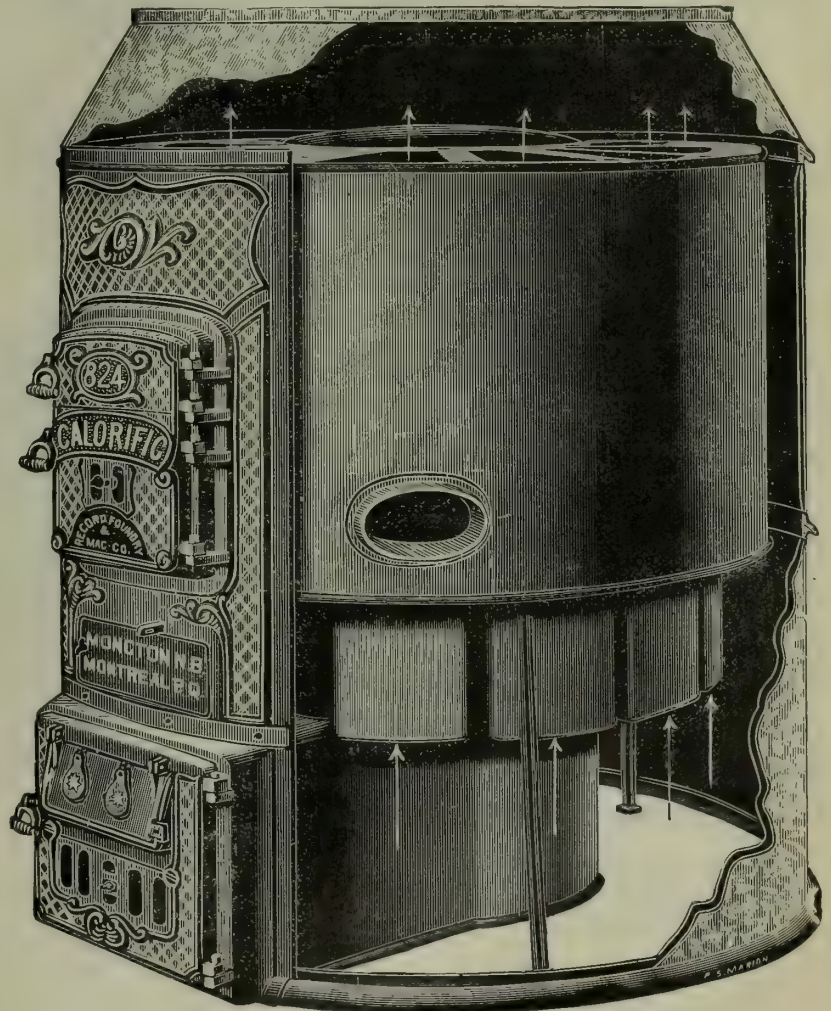
Public buildings and all large business institutions find they are safe with our system. You see the advantage of the Record System is that you make your customer your firm friend, and you establish the heating department of your business on a plane that ultimately cheap competition cannot reach

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WOODSTOCK, ONT.

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Manufacturers of
The Famous

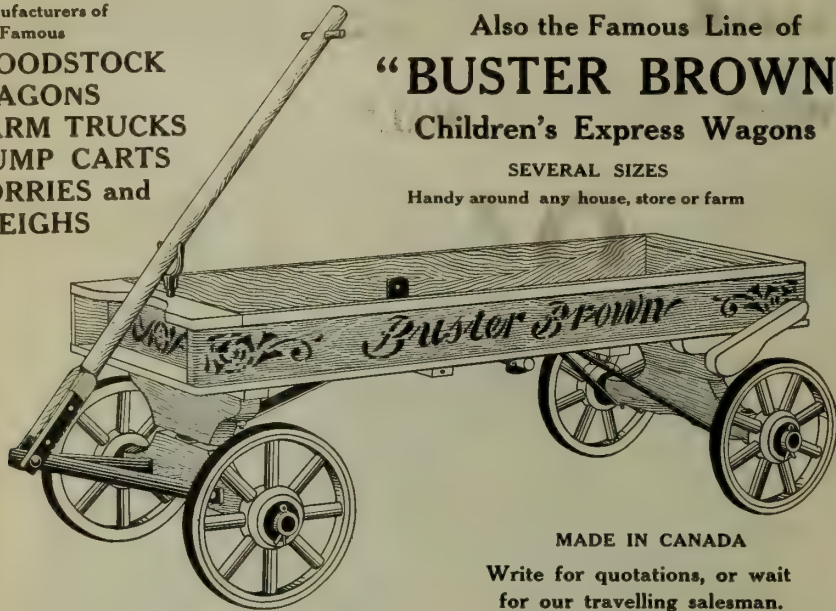
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Children's Express Wagons

SEVERAL SIZES

Handy around any house, store or farm



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Get thoroughly posted on the merits of the Spramotor—the high-grade sprayer with the great reputation. Then put some real energy into your sprayer business. Others are using this formula to double their sprayer sales. We would like to hear from you.

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STANLEY
IS THE BEST OF ITS KIND

IMPROVED CARPENTERS'
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Sold by all Hardware
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STANLEY RULE AND LEVEL CO.

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CONDUCTOR
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BEAR TRADE MARK

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PLAIN ROUND.

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Crimps outside no obstructions
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Only elbow holding in position with-
out solder.



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THE PRICE IS VERY LOW

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Bridge builders, track layers, and structural metal workers have constant use for it.

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A. B. JARDINE & CO.
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Manufacturers of

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All made out of the

BEST SIEMENS MARTIN STEEL

Brand

Best Coke or Charcoal	"Rhyd"
Good Charcoal	"Edith"
Second Charcoal	"Sawel"
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Sizes, 1½,
1½, 1½,
2 in.

The best "Snap" for the Breast Strap.

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Representing Canadian, British and American Manufacturers. Correspondence invited from firms wishing to be represented.

**THE OPPORTUNE
MOMENT**

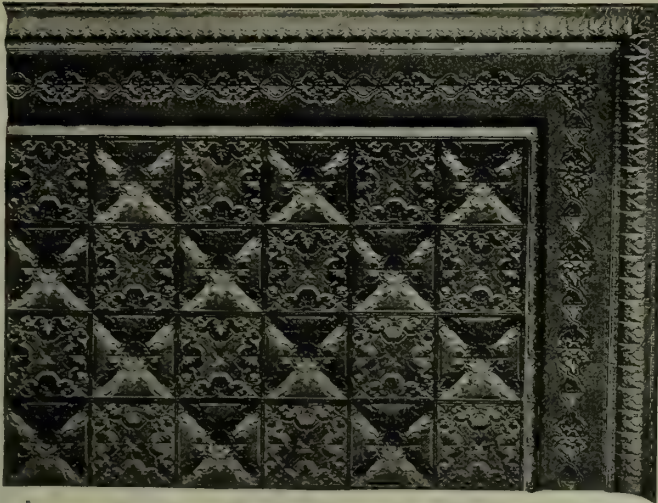
"If your tailor should call on you just when you had decided that your clothes looked shabby, he would have an extra good chance of an order; if a book agent should offer you a pocket dictionary, just at a moment when you were wondering how to spell 'embarrassment,' he would probably land you.

"The best time to put your claims before a consumer is when his mind is already interested in the subject,"

Clerks and Hardware Dealers read Hardware and Metal each week looking for just such opportunities and business chances as you have to offer. If you have any proposition for men in the Hardware business try a "Want Ad." and you will be surprised at the results.

Rates 2c. per word for first inser'n
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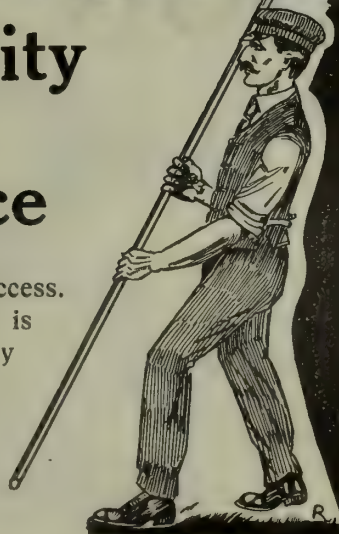
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High Quality

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Marlin

.25-20

Model
1894

Repeating Rifle



This rifle is built for settled districts, where good range and killing power are desired, with safety to the neighborhood.

The *Marlin* .25-20 is a light, quick-handling, finely-balanced repeater, with the solid top, closed-in breech and side ejection features which make *Marlin* guns safe and agreeable to use and certain in action.

It is made to use the powerful new high velocity smokeless loads with jacketed bullets as well as the well-known black powder and low pressure smokeless cartridges, and is the ideal rifle for target work, for woodchucks, geese, hawks, foxes, etc., up to 300 yards.

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**They are Satisfied
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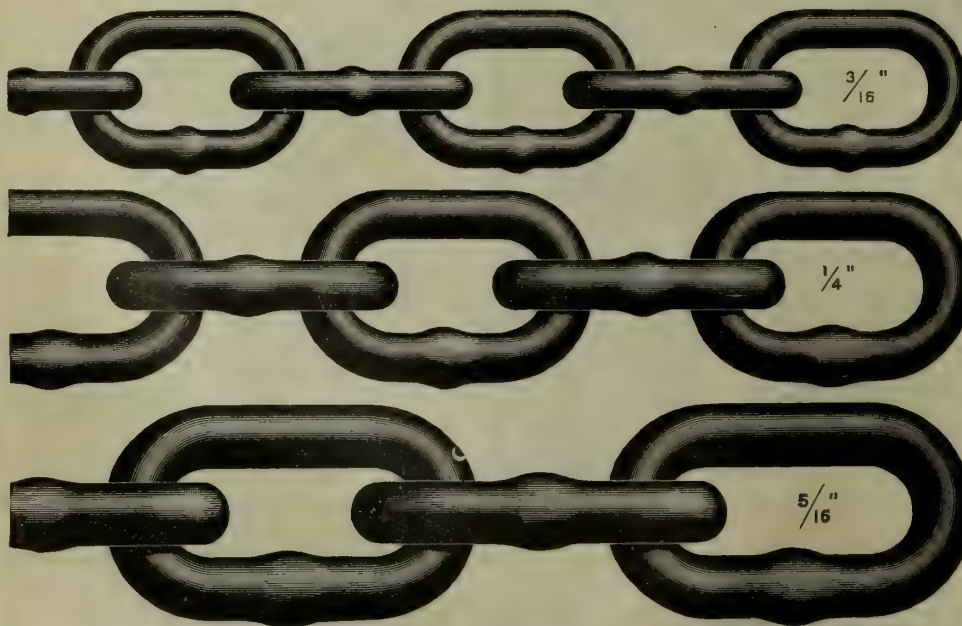
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COLD ROLLED STRIP STEEL

For Deep Drawing, Blanking, Forming, all kinds of Bending. Has Bright Finish for Nickel Plating, Rolled accurate to Gauge. Made in all tempers and in any thickness from .002" to .250".

McKINNON

Electric Welded Coil Chain



Design Patented

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We guarantee our Electric Welded Common Chain of any stated size to pull more than one size larger of any other make of common chain. Our BB and BBB qualities are similarly guaranteed.

See that you get the **SWELLED-WELD.**

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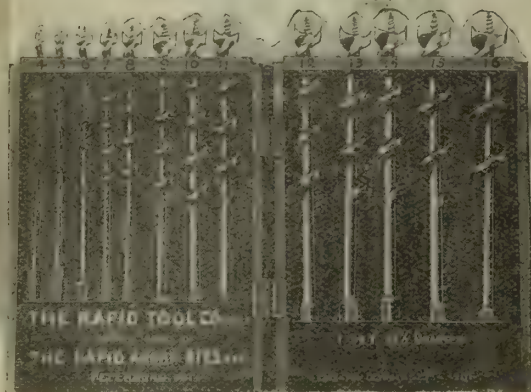
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FINE CASE OF
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Makes an excellent display feature for the up-to-date hardware store. All Rapid Auger Bits are made from the finest tool steel with solid centre stem, double thread patent screw, double cutting extension lip and the famous patent guide point.

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The Rapid Tool Co., Ltd.
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OUR new prices leave no excuse for any merchant being without one.

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Guaranteed new National Detail Adders, \$30.00, \$40.00 and \$50.00. Other kinds generally sold by jobbers, like the Detroit, Victory, Western, Peninsular, etc., \$25.00 each, new.

We guarantee the public to sell a better Cash Register for less money than any other concern in the world. We stand uncontradicted. Investigate for yourself.

We have a new line of Total Adders, unequalled in the world, \$60.00 up. We supply Registers from \$15.00 to \$900.00, suitable to any business. All Registers sold on easy terms.

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Corner of Wilton Ave.
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F. JOYCE & CO., Ltd., London, Eng.



Manufacturers for nearly 100 years of the celebrated cartridge brands

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Recognized to be unequalled in reliability, and light recoil.

Will fit any gun of standard make.

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SOLE AGENT FOR CANADA

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of every description

FLAT, ROUND, SQUARE, HEXAGON, TRIANGULAR
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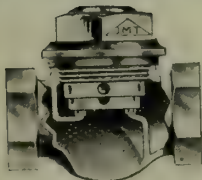
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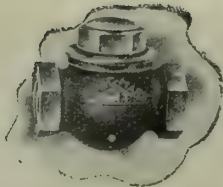
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A slow closing, long lasting Valve.



J.M.T. Check Valve
with renewable composition or copper disc.



J.M.T. VALVES
are noted for their durability and efficiency. They combine highest in quality of material and workmanship.



J.M.T. VALVES
have been on the market for the past fifteen years and are accepted by the trade as one of the few really good Valves.

The James Morrison Brass Mfg. Co., Limited,

High Grade Plumbers' and Engineers' Goods

93-97 Adelaide St. West
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QUICK TURN OVER OF PROFITS

That's the secret of modern business success—goods that please, that bring back customers ; goods that help keep the clerks busy—a continual jingle of coin on the counter.

DOMINION AMMUNITION

is a staple to Sportsmen. It is sold all over the world and its sales increase every year by enormous figures. This means we helped retailers to make money selling Dominion Cartridges and Dominion Shells.

Shall we co-operate with you ? Write to us.

Dominion Cartridges
(Sure fire.)

Regal Shells
(Ballistite dense smokeless powder.)

Sovereign Shells
(Empire bulk smokeless powder.)

Crown Shells
(Best black powder.)

Dominion Cartridge Company, Limited, Montreal

KEMP'S Oil Stove Ovens



No. 25

Size, inches - - - $12\frac{3}{4} \times 12\frac{3}{4} \times 11\frac{3}{4}$
Price per dozen - - - \$22.22
Packed 3 in a crate ; weight, 30 lbs.



No. 33

Size, inches - - - $16\frac{3}{4} \times 12\frac{7}{8} \times 11\frac{3}{4}$
Price per dozen - - - \$30.00
Packed 3 in a crate ; weight, 40 lbs.

Fits both 2 and 3-burner Oil Stoves

WRITE FOR DISCOUNT

KEMP MANUFACTURING CO.

CORNER GERRARD AND RIVER STREETS,

TORONTO, CANADA

THE KEMP MFG. AND METAL CO., LIMITED
111 LOMBARD STREET, WINNIPEG, MAN.

THE KEMP MFG. CO. OF MONTREAL
39 ST. ANTOINE STREET, MONTREAL, QUE.

Maritime Board of Trade Convention

Representatives of the Busy Towns in the Provinces by the Sea Meet in Halifax to Discuss Business and Commercial Problems—Shall the C.P.R. Be Given Running Rights Over the Intercolonial?—Developing Trade With the West Indies—The P. E. I. Tunnel and the All Red Route Again to the Fore.

The annual meeting of the Maritime Board of Trade, one of the most important factors in the development of the general commercial activity of the Maritime Provinces, was held in Halifax on Wednesday, Thursday and Friday of last week, August 19, 20 and 21. A fine attendance of delegates, eloquent speeches and the evidences of a keen interest in the progress of the provinces, in St. Paul's Hall, one of the finest to be found anywhere in Canada, marked this, the 14th convention of the organization.

The convention opened on Wednesday morning with President A. M. Bell in the chair. On the platform were Vice-President Hon. Geo. E. Hughes and W. B. Snowball, Mayor Crosby, of Halifax and Geo. E. Faulkner, President of the Halifax Board of Trade. Most notable was the presence of Lieut.-Governor D. C. Fraser, who delivered an address of welcome. It was stirring and cordial, referring at length to the anniversary and unveiling of a tablet in commemoration of the establishment of responsible government in Nova Scotia. It was, he said, the meeting of the Maritime Board which had really caused the choosing of the date for the celebration. He credited the board with being an important factor in upbuilding the industries and commerce of the Maritime Provinces.

Mayor Crosby, of Halifax, then extended a welcome on behalf of the city. He had thought, he said, of extending the freedom of the city but he would do better. He would extend to all the delegates all the privileges that as Mayor he was capable of doing.

G. E. Faulkner, president of the Halifax Board of Trade then added his welcome, going into some reminiscences of other meetings held years ago in Halifax. He trusted that great benefits would result from the meeting. All these addresses of welcome were heartily applauded.

The venerable secretary, C. M. Creed, then called the roll, being received with applause.

Secretary Creed then read his annual report as follows:

THE SECRETARY'S REPORT.

To the President and Members of the Maritime Board of Trade:
Gentlemen:

Your Secretary-Treasurer begs herewith to hand you his report for the year:

All the recommendations and resolutions passed at the last annual meeting were forwarded to the Ministers of the various departments of the Federal

Government; those concerning the Provincial Governments were forwarded to the Premiers of same, with the Canadian Grocer containing report of the proceedings of the annual meeting. All resolutions passed, with copies of the Canadian Grocer, were forwarded to all Boards of Trade, and copies of the Canadian Grocer were forwarded to all the delegates to the annual meeting, and also to the Chambers of Commerce and Agricultural Societies in the British West Indies and British Guiana.

On October 21 all resolutions, with copies of the Grocer, were forwarded to the following Maritime Province members in advance of the opening of Federal Parliament: W. S. Loggie and Dr. J. W. Daniel, New Brunswick; J. J. Hughes, P.E. Island; Dr. J. B. Black, H. J. Logan, B. B. Law and A. K. McLean, Nova Scotia; in order that they could become familiar with them.

On December 3, shortly after the opening of the Federal Parliament, copies of the Grocer, also all resolutions, were forwarded to members of the Cabinet, and to all Senators and members from the Maritime Provinces.

Annual Meeting at St. John.

The annual meeting at St. John was very successful; the subjects were well debated; the attendance large, and a number of the resolutions passed were brought forward and discussed at the Federal Parliament and doubtless good results will be attained thereby.

ANNUAL REPORT.

Hardware and Metal published the proceedings of the annual meeting this year very neatly in pamphlet form. It was a credit to them, and was much appreciated by the members of the Board.

New Boards.

Boards have been formed at Inverness, Port Hood and Springhill, and have affiliated. One has also been formed at Riverport, N.S. It has not yet affiliated but we hope it may do so during the coming year.

Unaffiliated Boards.

The Boards of Trade not yet affiliated have had every attention paid them during the year, and I am pleased to report the Boards of Middleton and Shelburne have affiliated; all the unaffiliated Boards have been invited to be represented at the annual meeting.

Correspondence With Boards.

This has been strictly attended to during the year; has never been allowed to lag, and am pleased to report good results have followed.

Notice of Annual Meetings.

On August 3 railway arrangements for delegates, place and date of meeting, also programmes of entertainment

were mailed to all Boards. On August 10 the subjects for discussion were also mailed.

In conclusion, during the past year everything requisite has been done by me for the improvement and enlargement of the Board, at the same time doing all possible to assist your worthy President, in which I have had the valuable assistance of Rev. A. E. Burke, of Alberton, P.E.I., M. G. DeWolf, Esq., of Kentville, and also of E. A. Saunders, Esq., Corresponding Secretary of Halifax, and trust all will meet your approval.

Accounts for the Year.

The accounts for the year are all prepared, but as several Boards will pay their per capita tax before the close of this day's meeting they will be presented to-morrow for your approval and audit.

All of which is respectfully submitted.

CHARLES A. CREED,

Secretary-Treasurer.

The Maritime Boards.

The following is a list of the Maritime Boards of Trade:

AFFILIATED BOARDS

Nova Scotia—Annapolis, Amherst, Antigonish, Berwick, Bridgewater, Bear River, Canning, Canso, Chester, North Queens, Digby, Dartmouth, Halifax, Inverness, Kentville, Kings Co., Lockeport, Liverpool, Lunenburg, Middleton, Oxford, Port Hood, Pietou, Springhill, Shelburne, Truro, Windsor, Wolfville, Weymouth, Yarmouth.

New Brunswick—Chatham, Moncton, Newcastle, Sackville, St. John, St. Stephen, Woodstock.

Prince Edward Island—Alberton, Charlottetown, Summerside, Souris, Southern Kings.

UNAFFILIATED BOARDS

Nova Scotia—Glace Bay, Louisburg, New Glasgow, North Sydney, Parrsboro, Pugwash, Riverport, Sydney.

New Brunswick—Campbellton, Edmundston, Fredericton, St. Andrews.

Total—Affiliated, 42; unaffiliated, 12.

THE DELEGATES PRESENT.

NOVA SCOTIA.

Annapolis—F. C. Whitman, S. Rioridan, Dr. E. Brock.

Amherst—D. A. Morrison, W. J. Power, H. J. Logan, M.P.

Berwick—S. H. Morse, W. A. Reid, D. G. Crosby.

Bridgewater—A. T. Davison, Robert Dawson, Dougald Stewart, D. L. Fraser, Robt. A. Feindell, C. J. Cragg.

Canning—E. M. Bukwith, E. A. Potter, S. Blenkhorn.

Canso—J. J. Whitman, T. R. R. Brème, C. C. Whitman.

Dartmouth—A. C. Pyke, J. Forsyth, W. C. Bishop, H. W. Hewitt, C. E.

Creighton, Jas. Harrison, J. A. Calder, R. C. Eccles, J. M. Weeks, A. C. Johnston, Jas. Harrison, R. B. Simmonds.

Inverness—Frank A. McEchan, W. D. McDougall.

King's Co.—J. A. Kinsman, W. B. Burgess, P. Innes.

Kentville—Geo. E. Calkin, C. W. Webster, R. Harrington, Wm. Yould, W. P. Shaffner, M. G. DeWolfe, B. H. Dodge.

Lunenburg—D. Frank Matheson, J. Frank Hall.

North Sydney—J. W. Armstrong.

Pictou—John Munro, W. T. Tanner.

Halifax.—I. C. Stuart, C. H. Mitchell, A. E. Jones, J. A. Neville, A. H. Whitman, G. S. Campbell, S. F. Wilson, R. G. Beazley, J. E. DeWolfe, G. E. Faulkner, D. Macgillivray, Hon. Wm. Ross, J. A. Johnson.

Parrsboro.—S. K. Holmes.

Shelbourne.—G. A. Cox.

Springhill—Daniel Murray.

Truro.—W. W. Smith, J. P. Bell, D. C. Dow, W. W. Smith, C. E. Bentley, W. R. Murray, T. S. Patillo, G. C. Fulton, G. A. Hall.

Windsor.—J. A. Russel, W. H. Roach.

Wolfville.—R. W. Starr.

Yarmouth.—A. W. Eakins, W. M. Kelley, E. H. Armstrong.

P. E. ISLAND.

Alberton.—J. E. Birch, Jos. Fielding.
Charlottetown.—Hon. George E. Hughes.

O'Leary.—A. A. McNeil, H. W. Turner.

Summerside.—Wm. Stewart.

NEW BRUNSWICK.

Chatham.—J. L. Stewart, W. B. Snowball.

Moncton.—C. W. Robinson, C. P. Harris, J. H. Harris, T. W. Gownner, T. N. Lodge, A. E. Williams, W. H. Edgett, W. R. Emerson.

Sackville.—W. W. Andrews, James Smith, T. B. Black, Dr. D. C. Borden.

St. John.—E. L. Jarvis, Geo. W. Wesley, J. H. Bond, F. C. Dickson, Hon. J. D. Hazen, A. Harvey, Jas. Pender, W. E. Anderson, W. G. Foster, W. F. Burdett.

Letters of regret at inability to attend were read from a number of prominent business men, including the Montreal Board of Trade, the Boards of Toronto, Winnipeg, and others, also from the Hon. Sir Wilfrid Laurier, John Bayne MacLean, President MacLean Pub. Co., the Monetary Times, the Canadian Manufacturers' Association, and a number of western daily newspapers.

Reports From 1907 Committees.

While waiting for a report of the Agenda Committee the time was taken up by the hearing of reports from committees on different subjects, appointed last year.

In the matter of technical schools, the President, A. M. Bell, reported for his committee, appointed last year. They had only to thank the Government for the splendid work on technical schools, instead of having to ask for any favors.

Mr. Bell also expressed great regret that Rev. Father Burke, of Summer-

side, was unable to be present at the convention. He would be much missed, his enthusiasm and geniality for years having been such a power at the meetings.

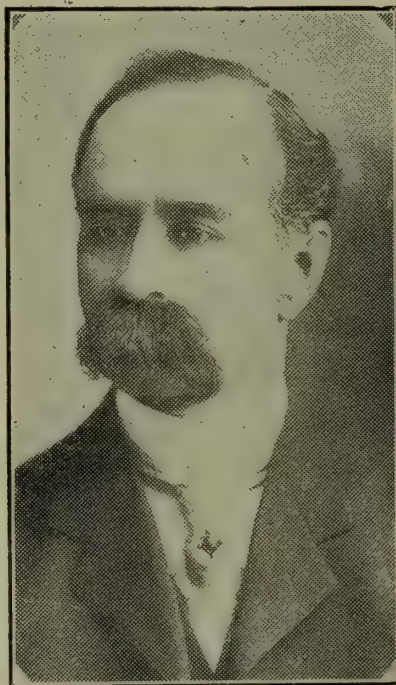
The Agenda Committee comprised M. G. DeWolfe, W. B. Snowball, Hon. George E. Hughes, G. E. Faulkner, A. C. Pyke.

THE PRESIDENT'S ADDRESS.

President A. M. Bell then delivered his address as follows:

"It gives me very great pleasure to add a word of welcome to the addresses which have already been given. It is certainly highly gratifying to have such a large representation, and I wish to voice the hope of every citizen of Halifax, that you will carry away with you very pleasant memories of this occasion, and that this may be in all respects the best annual meeting that the Maritime Board of Trade has held.

"I wish again to thank you for the



HON. GEO. E. HUGHES,

Of Charlottetown, P. E. I., the Board's
New President.

honor you have done me in electing me as your President. I bespeak your support in the discharge of the duties of the office, and your kindness in overlooking any defects.

"As I have endeavored to prepare the address with which these gatherings are usually opened, I have been deeply impressed with the great natural advantages with which a kind Providence has endowed these Maritime Provinces, and I wish so to impress this thought upon the mind of all present as to inspire an enthusiastic confidence in this part of the Dominion in which our lot is happily cast.

"It has been said as a Board we cannot legislate; we can, however, suggest, and it is encouraging to note that our legislators are turning more and more to these annual meetings for information as to the attitude taken by the

commercial men of the Provinces in matters affecting trade interests.

Agriculture.

"Within the last few years much improvement has been made in our Provinces in agricultural methods. The influence of the Agricultural College at Truro, of the Experimental Farms in different parts of our Provinces, of the lectures by Professors Sears, Cumming and others, the Winter Fair at Amherst, these and other influences have had their effect in developing our agricultural resources along modern lines. Much, however, remains to be done to make farm life sufficiently profitable and attractive, particularly to the young people, who too often leave the farm for city life. We need better roads and it certainly seems unfortunate that while we have an abundance of good grazing lands, we should have to depend so largely on Ontario for our supplies of beef and other farm products. Since our last meeting vigorous action has been taken by the Governments of New Brunswick and Nova Scotia to induce suitable immigrants to settle on the farms in these Provinces. Information regarding our advantages is being judiciously distributed, and departments have been opened for information, etc. These steps are already producing good results and the outlook in this respect is hopeful.

Mining.

"In this important industry our coal mines are being vigorously prosecuted. Our collieries are producing increasing quantities year by year; new seams are being opened, and this particular industry is in a flourishing condition. Though large deposits of iron ore are known to exist in various parts of our Provinces, our iron mines are as yet in their infancy, and the supplies of iron ore for the steel works of our Provinces are being largely drawn from Newfoundland. It is to be regretted that gold mining, which formerly gave employment to large numbers of men, and created a demand for a great deal of material, is at present in a very depressed state. It is to be hoped that one result of the technical education which is going on in our Provinces, will be to put this once valuable industry on a paying basis.

Fisheries.

"The action taken by the Maritime Board at its last annual meeting in St. John in endorsing the resolution for the appointment of a Fishery Board for these Provinces has been vigorously followed up by a deputation which visited Ottawa to impress this important matter on the Government. So far no action has been taken in this direction, and I regret to note that there seems to be some hostility to this measure by the Fishermen's Unions and others. The inception of new methods for catching fish and the desirability of improving the methods of curing, would seem to show the necessity for an organization on which those who catch fish, those who cure them and those who handle them would all be represented. The fishing business, while remunerative to the fishermen, has for some time past been unsatisfactory to the exporters, the high prices curtailed consumption and resulted in the accumulation of

stocks and the general demoralization of the trade. During the present season there has been a marked decline in prices of all kinds of fish stuffs. Fortunately for the fishermen, this drop in prices has been offset by a catch of all kinds of fish much larger than the average. This will mean a more general distribution of the income from this branch of industry, and the returns to the toilers will probably be as large as when prices were higher. The subject of the better administration of the fisheries is again to come before this Board, and it is earnestly to be hoped that this can be so impressed upon those in authority that better methods will obtain, and that we will be able to look with pride on this great natural industry. A new feature has recently been inaugurated in connection with our fisheries by the introduction of steam trawling, which has been so successfully carried on in Great Britain and elsewhere. The Pioneer Steam Trawling Co., Limited, is now operating a trawler. This vessel will be used for the salted and the fresh fish business. The undertaking is necessarily in an experimental state. Enough, however, has already been demonstrated to warrant the prediction that in a few years' time our provinces will have a fleet of steam trawlers and will be fully supplying the growing Canadian markets, instead of having a large part of this business done by Gloucester as at present. It should also mean a development of the dry fish industry, which will keep our fishermen at home, and thus help to upbuild this end of our great Dominion.

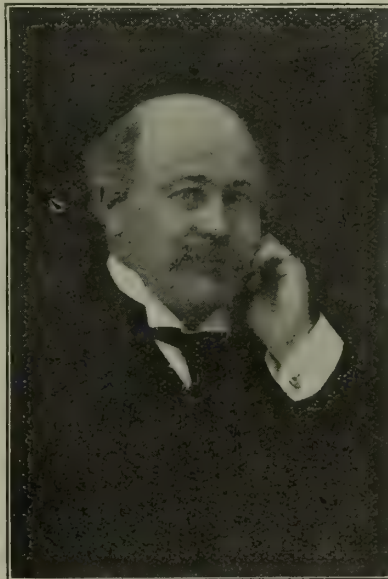
Technical Education.

"The Province of Nova Scotia is the first one in the Dominion of Canada to adopt a comprehensive system of technical education. Schools in the industrial centres of the province have enjoyed a successful session during the six winter months of 1907-08. There are eighteen schools for coal miners, twelve for steam and mechanical engineering, and four for workmen in general industrial pursuits. All these aim to instruct the workmen in the general scientific principles underlying their vocations and to increase their industrial intelligence and working efficiency. There was a grand total of over 1,300 students in the schools last winter who were receiving all kinds of technical instruction practically free. While we are assembled in this annual meeting, the corner stone of the first purely Technical College in these provinces, if not in the Dominion, will be laid in our city. Action on somewhat similar lines had been taken by the Province of New Brunswick, where in the Provincial University at Fredericton, there will be courses of study of forestry and civil engineering. Prince Edward Island has also taken steps to add technical training to its public school system. To the greatest possible extent this technical tuition in our provinces is being given free of charge; this will be a great boon to our people, and should give an impetus to all branches of engineering, mining and

other industrial work. It will now no longer be necessary for our sons to leave home to fit themselves for their life work along any of these lines, and it is further to be hoped that another result will be the development of such improved conditions that there will be employment for them in our industries.

Steel Ship Building.

"The advantages and facilities for establishing a steel ship building plant in the Maritime Provinces have been repeatedly before the previous conferences of the Maritime Board. So far the Dominion Government has not seen its way clear to assist this industry with the subsidy asked for. It is worthy of note that the first steel ship constructed in the Atlantic Provinces was recently launched at New Glasgow. This venture will be watched with much interest and much will depend on the success of this experiment in encouraging or discour-



W. B. SNOWBALL,

Of Chatham, N.B., 1st Vice-President Elect.

aging further developments of this industry.

Transportation.

"The subject of transportation must still occupy a foremost place in the commercial prosperity of the Maritime Provinces. One drawback to the development of our provinces to-day is that, with the exception of the southern part of New Brunswick, which is served by the Canadian Pacific Railway, there is only one line of railroad connecting us with the West, and the overwhelming vote by which the present Government was sustained in Nova Scotia at the last general election, shows most unmistakably the attitude of desire and expectancy with which the people of these provinces are looking for increased railway communication with the rest of the continent. From all quarters of these provinces eyes are being turned to the progress of the new

line, and the expectations that are being formed are shown in the preparations that are being made for double tracking that part of the I.C. Railway from Moncton to Halifax and St. John. The idea of having the branch lines in the provinces, which are now owned by other corporations taken over by the Government as feeders to the Intercolonial, which was indorsed by this board at the last session, has been brought to the notice of the Provincial and Federal Governments. As a means of a much more thorough and satisfactory transit between the Atlantic Provinces and other parts of Canada, the urgent need of making unbroken communications between Prince Edward Island and the mainland, by a tunnel, is worthy of serious consideration. Until this is accomplished, I would suggest that this Maritime Board urge that the Governments take such steps as may be necessary to make the transportation to and from Prince Edward Island at the rates of one long haul instead of three short hauls as at present.

Fast Atlantic Service.

"The subject of fast steamship communication with Great Britain is closely connected with the transportation problem. The recent trip of His Majesty's ship, "Indomitable," was an object lesson to the world on this important matter and showed as no amount of argument could do, the possibility of a fast ferry between Great Britain and Canada. Since the last Colonial Conference this subject has assumed a somewhat different aspect, inasmuch as it is now thought of as a part of a more comprehensive whole, which will embrace a service from the Mother Country to Australia, via Canada. The success of this project depends on the co-operation and financial support of Great Britain, Canada, New Zealand and Australia. The importance of this matter to the Maritime Provinces cannot be over estimated. A port in the Maritime Provinces must, of necessity, be used as the ocean terminus for such a line during six months of the year, and with improved railway facilities it is to be hoped that the same port will be used the year round. Few things would make these provinces better known to the world than the passenger travel which would be developed by such a scheme, and it is to be hoped that within the near future we may see our hopes realized in this respect.

Tourist Travel.

"One important asset of these Maritime Provinces is the cool and invigorating climate in the summer time. Attention has recently been drawn by the press to the immense value of tourist trade in the State of Maine, where it is estimated the stream of travel is worth to that State from 15 to 20 million dollars per year. This is a business that must in the near future develop very greatly, and it behooves us to advertise our advantages and to make preparation for the influx

which is bound to come. We have in these provinces points of interest of a historic character, which are not found in any other part of the Continent. The conflict between the French and English for the possession of America was carried on for many years within our borders, and the forts at Annapolis, Windsor, Louisburg and Forts Cumberland and Lawrence should be preserved by the Government. It is perhaps putting this matter on a low level to endeavor thus to commercialize history, but we are here as a commercial body, and while there are higher grounds for preserving these relics of the past, our commercial instincts should prompt us also in this direction.

"Representing, as we do, different parts of these provinces, it must be that there are some here, who from close contact with the conditions affecting the forests, the mines, the sea, or the great transportation interests with which our welfare is so closely identified, can speak with authority on improvements or developments which will be desirable.

"What our Maritime Provinces need is to be discovered; to be appreciated; to be populated; we are not sufficiently well known by our fellow Canadians in the provinces to the west of us, and our provinces are not sufficiently appreciated by our own people.

"If we turn to the last census of 1901, we will find that the value of the annual products of these three provinces are:

From agriculture	\$ 36,809,822
From forests	6,692,604
From mines	9,708,417
From fisheries	11,242,878
From manufactures	56,559,891

\$121,013,612

"Taking the population at 894,000, this is equal to an income of \$675 per annum to every family of five of the population.

Forests.

"The lumber industry is one of the industries of our provinces which, at present, is suffering from low prices ruling in foreign markets. We need to preserve our forest wealth from the ravages of fire. This is recognized by careful regulations in the Provinces of New Brunswick, and I am pleased to note that largely through the efforts of the Lumbermen's Association, formed a few years ago in Nova Scotia, steps have been taken in this direction. The importance of preserving for our own people the benefits of the manufacture of our lumber, instead of exporting it in its crude state will be brought before you, and it is to be regretted that Mr. Evans, who is an expert in this department, is unable to be present.

Manufactures.

"Our vast deposits of coal and iron, in close proximity to an abundant supply of lumber, put us in a position to become a large manufacturing centre, while the ocean at our doors forms a

great highway on which we may transport our products to every part of the world. The output of our factories as will be seen by the statistics already quoted, forms a very large part of our annual income, and the number of these factories must be expected to increase more rapidly in the future, as it is a well known fact that every industrial institution has a tendency to attract to itself kindred industries. The principle is exemplified in Sydney, Amherst, Truro and other places which are rapidly becoming manufacturing centres. While we have an abundant supply of raw material, particularly in coal, iron and lumber, one of our great needs, if we are to successfully compete with other manufacturing centres, is cheap power. I am pleased to note the steps which have been taken at Amherst to utilize waste coal for generating electric power.

"The possibility of harnessing the tides of the Bay of Fundy for this purpose have also been discussed and have reached an experimental stage. It is much to be regretted that with such an abundance of coal, the price of this essential commodity is so high as to be a serious hindrance to the development of our industries. This is a matter which will have to be vigorously grappled with, and I commend it to the careful consideration of this board.

West India Trade.

"The importance of the West India trade to the Maritime Provinces, and more particularly to the port of Halifax and St. John, has too long been recognized to necessitate my dilating upon it at great length. The West Indies, unless barricaded by high tariff walls, must always be one of our natural markets, because they need our products of the sea, farm and forest, products to some extent which they cannot obtain as well elsewhere. We have a keen personal interest, in the industrial and commercial welfare of the British West Indies, as every merchant should have in a good customer, and we rejoice that through the beneficence of a kind Government these Southern Colonies have been able, during the past few years, to become prosperous, and to demonstrate to the rest of the Empire that freed from the handicap of the bounties paid by continental nations to domestic beet growers, they are able to produce cane sugar at a profit.

"Recently several of these Colonies have shown their appreciation of Canada's effort by intimating to the Imperial Government that they are disposed to reciprocate the help we have rendered. The Legislatures of Barbadoes and the Leeward Islands a few months ago sanctioned this suggestion by a vote of their members, and the Board of Trade of Trinidad is on record that it favors the idea of a preference to Canada. A slight tariff advantage in the British West Indies will help Canada to secure a larger share of the 750,000 barrels of flour which are now consumed in the different

British Islands. It will help the export trade of Halifax and St. John, and incidentally our railways and steamship lines will secure an increased business.

The effort to bring about this most desirable increase of trade between Canada and the British West Indies may, to some extent, be credited to members of this Board. You will remember that two years ago Mr. Jones, Mr. Schofield and Mr. Allan were sent out to enquire how Canadian trade might be increased, and that later, when the conference of the Colonies was held at Barbadoes, Mr. Jones was sent out as a representative of the Canadian Government. I think this Board of Trade can take credit of itself for having initiated the first delegation, and I refer to it here because so many people have a habit of saying that Boards of Trade talk a lot, but never accomplish anything of very practical use.

"As I have already intimated, the interests of the Maritime Provinces are very closely allied with those of our friends in the West Indies, and anything that will assist in making our business relationship more intimate than at present is a step in the right direction. I understand that one of the subjects which this Board will have to consider during its present session is the extension of the present cable system from Bermuda to Barbadoes, Trinidad and Demerara. I am not familiar with the details of the project which has been, or will be submitted to our Government, but I would venture the opinion that whatever will make it easier for us to communicate quickly and cheaply with the Colonies referred to must be of great advantage to these provinces by the sea. I repeat there is no more important question to the business men of the Maritime Provinces than that of better trade relations with the British West Indies.

Business Conditions Encouraging.

"A careful analysis of the present business conditions of the Maritime Provinces does not reveal anything that need occasion us worry. Rather may we congratulate ourselves that while the rest of this continent has felt the general trade depression quite keenly, we have thus far managed to escape acute distress. True, we have been forced to take in sail, and proceed cautiously, and some of our enterprising merchants and manufacturers have naturally rebelled at being restricted; but the effect of this restraint will unquestionably be beneficial. The past twelve months with the merchants of these provinces have been characterized by carefulness in trading and by systematic effort to turn stocks into cash. Undoubtedly this has not been helpful to the volume of the jobbers' or manufacturers' sales, but it has accomplished a most desirable purpose in that to-day the bills payable of the average merchant are smaller, and his stock in better shape than for many years.

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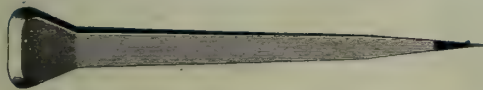
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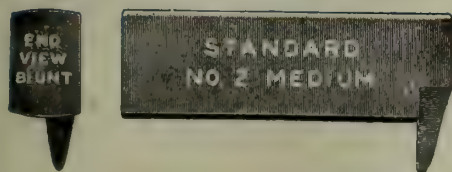
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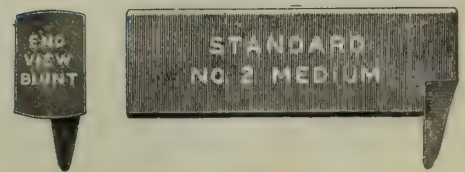
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mense crops of the West, too, will be bringing in money that must eventually assist our manufacturing industries, and I think we can claim without danger of being charged with too great a measure of self-confidence that the provinces as a whole are as financially vigorous and healthy as they have been at any time in the past twenty-five years. The little rest we have had, like all good tonics, has helped to brace us up—and with an improvement in the general condition, we shall find ourselves ready to become more aggressive and enterprising than ever.”

Compliments for the President.

M. G. DeWolfe, on moving the adoption of the address, said it was full of material for thought and was bound to do good. He referred especially to the work done by the Board, which he felt had grown so important that this body had won the ear of the Federal Government, after 14 years of hard work. He complimented the President upon an able address and upon his work this year, and moved a hearty vote of thanks. It was seconded by Senator Ross, who also spoke flatteringly of Mr. Bell's address, as well as of the Board.

Shortening the I.C.R.

The Board then called upon the Dartmouth delegates to present their resolutions. Mr. Johnston then took up the question of shortening of the I.C.R. between Moncton and Halifax. He dwelt at some length upon the need of this improvement. He knew the Government was now taking some action in this connection. The Dartmouth Board thought it was in the interest of the Dominion to ask the Government to shorten this railway. He presented the following resolution, which was seconded by Mr. Weeks:

“Whereas—An effort is about to be made to shorten the line of the Intercolonial Railway between Moncton and the Port of Halifax, and whereas, it is understood that the Dominion Government is about to make a survey for the purpose of finding out if it is possible to shorten said line, and whereas, it is reported that a line from Grand Lake to Dartmouth can be obtained, which would shorten the distance between these points about nine miles, therefore resolved, the Secretary write the Minister of Railways, calling his attention to this fact, and asking him to have such route surveyed.”

Senator Ross and W. B. Snowball also spoke on the subject of shortening the railway. Mr. Snowball said he had a plan to show, a new route to Liverpool from Chatham, N.B., which would give them a route 350 miles shorter than to any other port. Further, they were working so that the water would be deepened so that no matter what happened with other ports Chatham was going ahead, and he hoped for the co-operation of the Maritime Board.

G. M. Campbell, of Halifax, also spoke re the matter, supporting the Dartmouth Board resolution.

The Pulpwood Question.

W. B. Snowball reported that he had been asked by the Manufacturers' Association to tell the Board that that body was in full accord with them regarding memorializing the Government re the prohibition of the exportation of

pulp and pulp wood from Canada. He pointed out how he had interviewed Sir Wilfrid Laurier on this subject, and efforts were being made to bring about some legislation to prevent the continued depletion of our pulp and pulp wood. Sir Wilfrid had spoken of a commission, but he did not think a commission was needed. It was a case of the Government acting promptly. Pulp lumber was being stored in Maine with the cute idea of providing against a day when Canada would legislate against them and they could not get wood from New Brunswick or Nova Scotia. The subject should commend itself to every Board of Trade, and each one should keep after this legislation until it was obtained.

C. E. Crosby, of Berwick, also spoke on the pulp question, supporting the statements already made.

The resolution in this matter, passed last year, was reaffirmed, making it read “pulp wood” instead of using the



A. M. BELL,

Of Halifax, the Retiring President,
Whose Yeoman Service for the
Board Was Highly Spoken of.

word “pulp,” as in the resolution on the paper.

THURSDAY MORNING'S SESSION.

Alberton delegates opened the session by a resolution presented by Mr. McNeil, of O'Leary, P.E.I., regarding the inspection of butter in the Provinces. He dwelt at some length upon the fallacy of the small dairy farmers' methods. Two-thirds of the dairy produce, he said, was unfit to go on a working man's table. He blamed the Legislature for not taking steps to improve the dairy methods by putting into force inspection of butter. He referred, of course, to Prince Edward Island. He did not say that good butter was not made on the Island. The truth was that the small farmer who never patronized factories was at fault. He wanted to see some steps taken to establish a dairy inspector. Butter should be sold by grade, the same as cheese. Inspection of butter would then be enforced.

Dairy Inspection Needed.

Prof. Andrews, of Sackville, seconded this resolution and said that he spoke from a national standpoint. In the Old Country the complaint against our butter was the lack of grading. Danish butter held its own against the world because of its high standard uniformly maintained. Fruit of the Provinces had gained in marketing by inspection. This would apply to butter. The cost of inspection would not be great and he recommended it. The professor quoted a poetic gem parodying “Full many a gem of purest ray serene,” but ending with a line describing butter that contained “yellow hair” rhyming with “bear.”

Senator Ross thought Mr. McNeil was a little too hard on the Provincial Government. He supported the idea of inspection.

The following resolution in regard to the matter was brought forward:

“Whereas, the making of dairy butter as now practised on the farms of the Maritime Provinces tends to lower the price of their butter in the markets, and by their keeping of milk home for that purpose tends to the closing of our cheese and butter factories, to the detriment of our agriculture in general, and of the factory business in particular, therefore, resolved that we believe that a system of inspection would soon drive out of the market all poor butter and would induce the farmers to patronize the factories, which would put them all on a paying basis and would be the means of building up a dairy industry second to none in the Dominion. And we strongly urge upon the Federal Government the necessity of suitable legislation to that end.”

The P.E.I. Tunnel.

The transportation and tunnel was again brought up amid many regrets at the absence of Rev. Father Burke. Mr. Birch, of Alberton, said the Board might be tired of hearing from the Island regarding the tunnel. He did not think it was right to have the splendid people of the Island separated from the mainland and the civilization of “Chatham” and other places of note for so many months of the year. They should have a tunnel under the Northumberland Straits. He hoped the Government of the Dominion would not turn a deaf ear to the appeal.

Mr. Stewart, of Summerside, seconded the resolution, and it was adopted.

J. G. Fielding spoke on the question of improvement of freight rates.

Senator Ross pointed out the drawback of narrow gauge railway on the Island. The more that was done for P.E.I. by the Government, the more members they seemed to send in opposition. He did not like to mention politics, but this was a point anyway.

G. E. Faulkner, of Halifax, thought that the tunnel alone was not the only thing that would benefit the Island, and he thought the resolution might be changed so as to be more reasonable.

Mr. Birch, who made the resolution, said it was exactly the same as last year. He was willing to expand or modify it as long as a strong resolution was put through. No matter how strong a steamer was built, none could go through the ice. It was floating ice, sometimes 25 feet thick and varying to 18 inches. It was a big loss to the

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farmers to be unable to ship their products at the right time.

Hon. G. E. Hughes, of Charlottetown, remarked that one line of the resolution, "to complete federation," should be omitted. The question was entirely one of cost. It was questioned whether the Island was worth the large amount involved in the building of a tunnel.

Mr. Birch then agreed to withdraw his resolution, and moved that the Board reaffirm the resolution made by Father Burke, two years previously. This was carried unanimously.

Regarding Transportation.

Mr. Purdy, of St. John, proposed a resolution, seconded by W. F. Burdett, regarding transportation as follows, speaking at length upon the subject:

"Recognizing the vital relation which facilities for transportation bear to the development of trade and commerce, and believing that during the era of railway construction the value and importance of the common highways as feeders to the railways has been overlooked, and their improvement neglected, so that in respect to the character and condition of these necessary means of transportation our country is now far behind the age; it is, therefore Resolved, that in the opinion of this board the time has now arrived when a portion at least of the heavy expenditure made for the extension of the railway systems might, with advantage, be diverted to the improvement of the principal highways of the country, according to the most approved methods, under the supervision of competent engineers. And, while noting with satisfaction the steps which have already been taken in this direction by our Provincial Governments, it is the desire of this board to urge upon them the importance of the highway problem, and to suggest that an earnest enquiry be made into the working of our present highway laws, the expenditure of available funds in highway construction and repair, the methods in use, and results obtained; also, that information be obtained with regard to recent legislation and methods in use in other countries where the best results have been obtained, with a view to ascertaining whether and in what manner any improvement may be effected in the system of expenditure and control, and methods of work now in use in the Maritime Provinces.

"Also, Resolved, that in the opinion of this board, any expenditure of provincial revenue upon highways, should, so far as possible, be devoted to work of a permanent character in the improvement, more especially, of the main avenues of travel and the approaches to the principal commercial centres. That such permanent improvements should preferably be undertaken by the municipalities, aided by the Government, the work being carried on according to the advice and specifications of a trained highway engineer employed by the Government. And, further, Resolved, that the secretary of this board be instructed to forward a copy of this resolution to the Provincial Sec-

retary (or the Chief of the Department of Public Works) of each province."

Road Improvements.

Mr. Black, of Sackville, concurred in this resolution. He dwelt at some length

The New President.

Hon. George E. Hughes was born in Charlottetown on April 5th, 1853. After receiving an education in the Public Schools and in Prince of Wales and St. Dunstan's Colleges, he entered the office of Dr. Frank D. Beer, of Charlottetown, where he received that grounding in the knowledge of drugs that has made him one of the most successful druggists in the Province. In 1872 he entered the drug business. In addition to this business, Mr. Hughes manages a farm and tannery, and his shrewdness and ability have won for him success in all three. He has always taken an active part in civic matters, and was for eight years a member of the City Council. In 1901, he was elected a member of the Legislative Assembly as a representative of Charlottetown and Royalty. On March 31st, 1904, he became a member of the Executive, in the place of Mr. John F. Whear, who resigned to take the position of Postmaster. Mr. Hughes was re-elected by a big majority in the general elections of that year, and on re-organization of the Arthur Peters' administration, he retained a seat in the Executive without portfolio. He is one of the hardest working members of the Executive, and his business training has made his counsel valued in the discussions around the Board.

He is also a member of the important committee appointed by the Government prior to the meeting of the House to draw up a statement of Prince Edward Island's claims against the Dominion Government. He is a trustee of the Provincial Hospital for the Insane, and of the Provincial Poor House.

He was one of the founders and the first president of the Prince Edward Island Development and Tourist Association, a position he still holds. He is a director in the Provincial Exhibition Association, and President of the Board of Trade, also President of the Provincial Pharmaceutical Association.

upon the breadth and importance of the question of transportation and urged the need of good roads as a notable force in increasing earning power of industries, especially in the country districts.

G. E. Faulkner pointed out what efforts had been made by Nova Scotia in the direction of roads improvement. He believed renewed, honest efforts were being made to improve the roads.

W. B. Snowball, of Chatham, N.B., supported the resolution, referring to the good roads policy, being one by which the New Brunswick Government went into power. He hoped they would spend a million on road improvements.

Senator Ross also spoke in support of perfect roads.

M. G. DeWolfe, of Kentville, urged that farmers should use wider tires for their heavy loads and then the roads would not be so cut up.

The resolution was carried. P. E. Bentley, of Truro, moved, seconded by Mr. Yuill, a special resolution regarding insurance, as follows:

"Whereas, The importance of fire insurance on retail stocks of merchandise is not by any means as fully realized as it should be; therefore, Resolved, That in the opinion of this Maritime Board of Trade, some united effort should be made by the wholesale houses to bring this matter before all their customers.

"Further Resolved, That this board believes that if a copy of this resolution was mailed by every wholesale firm to its customers, with a letter stating its importance from a credit standpoint, it would stimulate them to procure better protection in case of fire; and further, Resolved, That the mercantile agencies be requested to make this information a special feature in their reports." Carried.

Uniform Rates on Apples.

Mr. Innis, of the Kentville Board, then brought up the question of putting shippers of apples all on the same footing as regards freight rates. They were not complaining of the rates but merely wanted uniformity.

The resolution in this connection passed last year was reaffirmed.

J. DeWolfe, of Halifax, said he was in the shipping business and it was well known that large shippers always received preference over small ones.

Geo. E. Hughes, of Charlottetown, suggested a change in the resolution to make it read "local" as well as "foreign" ports. In Prince Edward Island they were much bothered with absence of uniformity of rates. The resolution was reaffirmed by having the words "foreign ports" cut out.

J. L. Stewart, of Chatham, N.B., also spoke on the resolution. He felt that the part referring to transportation companies which received subsidies from the Government should be eliminated. All transportation companies should be included.

To Reduce Telephone Rates.

Mr. Tanner, of Pictou, advanced a resolution regarding the reduction of telephone rates in the provinces. He spoke at some length on the exorbitant character of the price of 'phones and the toll rates. The rural rate of 25 cents for a farmer to telephone was far too much. The Nova Scotia Tele-

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phone Co. was piling up money and he believed that the public were forced to pay prohibitive rates.

Mr. Innis, of Kentville, seconded the resolution and pointed out that in their district they had a telephone at \$10 a year.

Mr. Black, of Sackville, spoke as a member of The Telephone Co., of New Brunswick, and said that he knew that the provincial companies were at work upon a uniform system of rates equitable to all. In New Brunswick the claim of unjust rates was being discussed all the time and it was a live issue.

D. A. Morrison, of Amherst, supported the idea of getting a specific resolution from the board, as it would tend towards improving rates on all the companies.

For Uniform Freight Rates.

Mr. Roach, of Windsor, N.S., brought up the difficulty experienced by having only one express company on the line of the Dominion Atlantic Railway. The rates were lacking in uniformity and in some cases excessive. Parcels should have one through rate for certain distances. Kentville had a similar subject before its board.

Mr. Whitman, of Annapolis, spoke in support of this idea and sympathized with Mr. Roach. He said the Maritime Express Company had complete control of Western Nova Scotia and were unreasonable about pro rating with any other company.

Mr. Innis said there must be fair play to the Dominion Atlantic, as it was not a question of their pro rating, but it was a question of the bigger companies not being willing to pro rate. He knew that the rates of the Dominion Atlantic Express Co., known as the Maritime Express Co., were lower than any other in Canada.

THURSDAY AFTERNOON SESSION.

The board resumed promptly at 2.30 p.m. The express rate proposal from Kentville was not ready so Halifax offered their own resolutions voiced by A. H. Jones, of the city Board of Trade.

The trade with the West Indies had, he thought, been neglected. The exports, about six millions, and imports three millions, showed a decided want of energy in that direction. He compared Canadian trade and that of the United States with the Indies.

The question of cable rates was a vital one. The rates were very high. He quoted the rate of 48 cents a word to Jamaica and others that were too high. He compared the rate of \$1.16 to Australia and that of \$1.44 to Demerara. This, in contrast, seemed ridiculous.

Mr. Jones moved a resolution, seconded by J. DeWolfe, of Halifax, as follows.

"Whereas, The Halifax & Bermuda Cable Company have intimated to this board that they desire to extend their cable system to the West Indies by the laying of a cable from Bermuda to Barbadoes and thence to Trinidad and British Guiana; and whereas, they have made application to the Governments of Great Britain, Canada and the various

West Indian colonies interested for the grant of a yearly subsidy to assist such extension. And whereas, this board recognizing the beneficial effect that the establishment of the present cable between Halifax and Jamaica via Bermuda with consequent decreased charges has had on the Canadian trade with the West Indies, and believing that the further extension to British Guiana by the route previously mentioned would facilitate and improve the business relations between the respective countries.

"Resolved, That the Government of Canada be asked to give the most favorable possible consideration to the request of the Halifax & Bermuda Cable Co. for monetary assistance, provided that the Governments of Great Britain and the Governments of the various West India Islands and British Guiana are prepared to grant subsidies also." Carried.

Mr. Armstrong, of Yarmouth, then took up the question left over from last year re the Federal Government taking over a number of branch lines in Western Nova Scotia and New Brunswick. He moved that the resolution of last year should be reaffirmed. It was seconded by Mr. Eakin.

Mr. Armstrong spoke upon the value of consolidation of the railway services of the Maritime Provinces. Business was suffering generally owing to the diversity of freight rates and the inadequacy of service. He believed the board should urge consolidation upon the Federal House as soon as possible. He especially referred as an example to certain feeders for the I.C.R. Other big railways were continually doing this and this seemed a good business proposition.

H. Logan, M.P., of Amherst, said that he thought this was a most important resolution. He believed unless the Government adopted the policy of buying feeders and of building feeders for the I.C.R. it would never meet the needs of developing the amazing resources of the Maritime Provinces. The Government, he thought, should at least investigate the terms upon which certain branch lines could be either leased or purchased. In Nova Scotia he believed the local branch lines were better feeders to the C.P.R. than to the I.C.R.

He explained that a government railway official was not allowed the leeway of an independent railway man, hence, large quantities of freight went west by C.P.R. and G.T.R.. (Applause.)

Hon. H. R. Emerson, late Minister of Railways, then spoke. He expatiated upon the complexity of the transportation problem in the East. He suggested that this resolution might be broadened to cover every province in which the I.C.R. was operated. He could recommend a connection of some kind with Prince Edward Island. If the policy of expansion of the I.C.R. would not be carried out within 18 months, then within five years the I.C.R. would cease to be, and would be absorbed by some other system that was sufficiently progressive to meet the wants of the people.

That resolution must needs be recognized or decay would set in at an early date. He pictured great possibilities in the progressive policy outlined on the resolution. Great applause greeted the speaker. The resolution was, of course, reaffirmed.

W. B. Snowball greatly approved Mr. Logan's proposal to build new branch lines. He cited an example along both South Shore and North Shore in his own neighborhood of Chatham, where no other service but the I.C.R. could build new lines with profit.

Mr. McNeil said, "Would you include the tunnel on that resolution?"

Mr. Snowball said that the tunnel had been already passed, and any way the isolation of the Prince Edward Islanders had developed a brainy and remarkable people. If they were to get a tunnel and abolish their isolation it might interfere with their mental development. He, however, proposed that Mr. Armstrong might add to his reaffirmation of the resolution, the words referring to the building of new lines.

Mr. Armstrong thought at the present time he would hesitate to lay down a policy different from the one mentioned in the former resolution.

The former resolution was reaffirmed unanimously.

Freight Rates to the Island.

Hon. G. E. Hughes then moved the reaffirmation of the resolution passed last year and proposed by himself re the disproportion of freight rates prevailing to and from Prince Edward Island, when compared with those prevailing from Montreal eastward, and the further resolution regarding the inadequacy of transportation on the steamboat service to and from Prince Edward Island.

Mr. McNeil, of O'Leary, seconded Mr. Hughes and in a vigorous speech pointed out how poor much of the railway service was all over the Island. "Is it a government railway?" a voice queried. "There isn't anything else there," said Mr. McNeil. He then went on to tell how dairy produce was sometimes delayed, and other products suffered in transit by these slow railroads. He said everything was in the hands of a monopoly except the farmers' products.

T. G. Fielding, of the Island, also spoke in support of the motion.

The motion was reaffirmed unanimously.

Advertising the Provinces.

Mr. Whitman, of Annapolis Royal, then took up the matter of advertising the beauties of the Province of Nova Scotia. He offered the following resolution, making it apply to all the provinces:

"Resolved, the subject of advertising these Provinces by issuing a sporting guide to Nova Scotia so as to induce a larger number of tourists and sportsmen to visit the Provinces be endorsed by the Maritime Board of Trade, and it is recommended that all Boards of Trade furnish necessary information

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from their respective counties. And further resolved, that a special committee be appointed to devise ways and means to print a guide so as to furnish books at the lowest cost for distribution and sale."

Dr. Breck, of Annapolis Royal, then supported the resolution by reading a splendid paper elaborating upon the beauties of Nova Scotia. He dwelt cleverly upon the attractions of the provinces in natural beauty and the need of advertising. His paper was well received, and the resolution passed unanimously.

Senator Ross supported the resolution by a practical speech.

Mr. Evans, fishery expert, from Ontario, who had spent years in the work of fishery protection, spoke. He pointed out by facts and figures how Maine had made money by advertising its resources for the sportsmen and the money-spending tourist. He referred to the need of preserving their fish and game, mentioning deep sea fishing particularly. He then compared some of the work in a similar way done in Ontario, and showed how extraordinary conditions existed in lakes depleted of their fish by neglect of the property, such, for instance, as Lake Ontario. He referred to the shad fishery commission, now sitting in Halifax.

Tidal Power Scheme.

Mr. Starr, of Wolfville, N.S. then dealt with the following questions:

"Resolved, that the Dominion Government be requested to offer a prize or other sufficient inducement to bring out a practicable and workable scheme to use the tidal rivers of the Bay of Fundy and its branches for the development of continuous power for manufacturing and electrical purposes; also resolved, that the Governments of Nova Scotia and New Brunswick be urged to co-operate and do all in their power to encourage the working out of this scheme."—Carried.

Mr. Beckwith, of Canning, seconded the resolution, and said he believed that the harnessing of these tides was very important.

Prof. Andrews, of Sackville, spoke of the great power of the tides of the Bay of Fundy for manufacturing purposes. If they ever were harnessed, it would have to be done in a large way, and when it was done, it would simply transform the industries of the Maritime Provinces.

The Inverness Railway.

Mr. McDougall, of Inverness, presented a strong resolution, which was adopted, regarding the Inverness Railway, as follows:

"Whereas the Inverness and Richmond Railway Company, now the Inverness Railway and Coal Company, entered into a contract with the Government of Nova Scotia for the construction of a line of railway from a point on the Intercolonial Railway near Point Tupper, on the Strait of Canso, to Broad Cove, now known as Inverness, a distance of 61 miles; and whereas said line of railway was so built, the company receiving a Federal Government subsidy of \$6,400 per mile, a local Government subsidy of \$4,000 per mile, a subsidy from the municipality of the County of Inverness of \$1,000 per mile, together with a free right-of-way; and whereas the

provisions of the contract entered into by the said company with the Nova Scotia Government in this matter have not been satisfactorily carried out on the part of the said company; and whereas the non-observance of those provisions causes much inconvenience to passengers traveling over said road, while the high freight and parcel rates seriously affect the commercial interests of the patrons of said road throughout the Maritime Provinces and elsewhere; and whereas the grievances herein referred to have been set before the Government of Nova Scotia by petition in March last, resolved, that, in the opinion of this board, the Government of Nova Scotia should give careful consideration to the matters set forth in said petition, a copy of which is hereto attached, more particularly the providing by said company of sufficient rolling stock, the adjustment of freight rates, and the providing of sufficient accommo-



CHAS. M. CREED,

Of Halifax, the Venerable and Active Secretary-Treasurer of the Board.

dation for passengers at Point Tupper Junction; further resolved that a copy of this resolution be forwarded to the Government of Nova Scotia."—Carried.

"To the Lieutenant-Governor-in-Council of the Province of Nova Scotia: The petition of the Inverness Board of Trade of the Town of Inverness, in the County of Inverness, humbly sheweth: That, the Inverness and Richmond Railway Company, Limited, a body corporate, entered into a contract, dated the 23rd day of May, in the year of our Lord one thousand eight hundred and ninety-nine, with the Government of Nova Scotia for certain considerations therein mentioned to build and complete a line of railway from a point on the Intercolonial Railway to Broad Cove, now the town of Inverness; and on and after completion of the said line of railway, the said company was in and by the said contract required to truly and faithfully keep the same and the rolling stock necessary therefor in good sufficient working and running order, and to continuously and faithfully maintain and work the traffic of the said railway, and

to run at least one passenger train each way daily (Sunday excepted) at a moderate rate of speed; that in and by the said contract it is also provided that the tariff and passenger traffic on the said railway shall be subject to the approval and revision by the Lieutenant-Governor-in-Council; that the specifications annexed to the said contract which are by its terms embodied therein and made a part thereof require the said company to provide first and second-class cars; that the said company was by statute subsequently amalgamated with the Inverness-Richmond Collieries Company, Limited, and is now operating under the name of 'The Inverness Railway and Coal Company' by virtue of the provisions of Chapter 162 of the Statutes of the Province of Nova Scotia for the year 1902; that the said line of railway was completed and the said company received its subsidies from the Provincial and Federal Governments and the said County of Inverness, several years ago, but to this date it has never run a passenger train either way thereon. The only one by which passengers could ever travel was a mixed train, and it is now a coal train with frequently eight or nine large cars laden with coal with one passenger and one mail and baggage car attached thereto; the passenger car cannot truthfully be classified as a first-class one; this train, owing doubtless to its being chiefly a coal train, leaves the town of Inverness twenty minutes earlier than the advertised time, in order to enable it to make connections with the Intercolonial Railway at the junction near Point Tupper Station, thus occasioning much inconvenience and some loss of time to the traveling public; and in several instances causing intending passengers to miss the train; that the said company exacts a first-class fare each way from the passengers and refuses to issue return tickets at other than a first-class fare each way. There has not been nor is there now any second-class car provided nor has there been nor is there now any second-class tickets issued as required by the said contract; that the freight rates upon the said railway are exorbitant and renders business in the said town almost impossible, and recently the minimum freight rate has been increased to 35 cents per hundred pounds; that this town is not alone in complaining of the foregoing grievances, the people of the county outside of this town having any business with the said company are just as emphatic in their disapproval in relation to the said grievances; that no station or platform is provided by the said company at the southern terminus of the said line where it makes connection with the Intercolonial Railway and in consequence passengers are subjected to the inconvenience and hardships attending cold weather, and rain and snow storms, as well as the alighting from, and entrance into, the said company's cars and those of the Intercolonial Railway; wherefore your petitioners pray that your honorable body adopt such means at once as are necessary to compel the said company to properly comply with the provisions of their said contract and to redress the grievances herein set forth, as well as others that, on investigation, can be ascertained; and your petitioners as in duty bound will ever pray, etc."

Inverness, C.B., March, 1908.

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Privileges for Coasting Schooners.

T. G. Fielding, of Alberton, spoke on the question of equal rights for their sailing schooners with steamers at coasting piers or stations, and Charlottetown, P.E.I. It was moved and seconded that the resolution of last year on this question should be reaffirmed. The resolution is as follows:

"That this convention of the Maritime Board of Trade, believing that the time has fully arrived when our coasting schooners should have equal rights with steamers at coasting piers, while seeking cargoes of coal, and each should be loaded in their proper turn, as the present discrimination against sailing vessels in favor of steamers has largely increased the price of coal to the consumers and driven our merchant marine from the trade; therefore, resolved, that the Federal Government be requested to pass such legislation as would remedy grievance and place our coasting schooners on the same footing as steamers; and, further resolved, that foreign shipping and sailors be excluded from coasting in our coastwise waters, and placed on the same footing as United States bottoms that are not allowed to carry a passenger or a pound of freight in Canadian coastwise trade." Carried.

Mr. Fielding especially mentioned in this connection that the Dominion Coal Co. had not been at fault.

J. L. Stewart spoke as a newspaperman in Chatham, N.B., and said that there was a grievance from this standpoint.

Excessive Express Rates.

The matter of excessive express rates was taken up by the Kentville Board of Trade, on a motion by Mr. Innis, seconded by H. M. De Wolfe, as follows: "That this Board considers the express charges on all lines of railways in Canada to be excessive, that the same should be reduced to a fair basis, and that the Federal Government be asked to have the Railway Commission investigate and remedy this wrong." Carried unanimously.

Extending the C. P. R.

G. E. Faulkner, of Halifax, then proposed the following resolution, which was adopted:

"Resolved, that the general interests of the transportation business of the Dominion, and especially of the Province of Nova Scotia, demand that the advantages of the Canadian Pacific Railway system be extended to Nova Scotia, and the Maritime Board of Trade requests the Department of Railways and Canals of Canada to negotiate an agreement between the Intercolonial Railway and the Canadian Pacific Railway Company, whereby the latter shall be granted running and haulage rights, on fair and equitable terms, over the rails of the Intercolonial Railway from the city of St. John, N.B., to one or more terminals of the I.C.R. in Nova Scotia. Further resolved, that copies of this resolution be forwarded to the Prime Minister of Canada, the Minister of Railways and Canals, and the Ministers representing

the Provinces of Nova Scotia and New Brunswick in the Dominion Government."

Mr. Faulkner made an able speech in defense of his resolution. It was seconded by Mr. Mitchell, vice-president of the Halifax Board.

W. F. Sumner, of Moncton, was on his feet at once to defend his town, and said the resolution should read G.T.P., not C.P.R. He thought the C.P.R. had about all they should get. He believed it was the thin edge of the wedge for the C.P.R. to get hold of the I.C.R. Praising Nova Scotia's resources and beauty, he said the C.P.R. should build a line of railway if they wanted, but they should not be given the I.C.R. (Applause.)

Mr. Innes, of Kentville, defended Mr. Faulkner's resolution by citing Scottish railways which used one another's lines. The C.P.R., he thought, should be given full running rights, and they should pay handsomely for it. It could be made a great asset to the I.C.R. (Applause.)

Senator Ross questioned whether the C.P.R. were thinking so much of public good as they were of selfish interests. If good terms were made the question would be, could the C.P.R. be held to them? He saw danger ahead, as the C.P.R. was the enemy of the Dominion Government.

Hon. H. R. Emmerson said he could see much importance in the resolution. It meant either the survival of the I.C.R. or its demise. He disputed the advisability of the resolution. It was too strong a privilege to give to any road. There was no parallel in the world. The I.C.R. did not pay now, how much less would it pay if the C.P.R. got their running rights? The C.P.R. had made offers of \$130,000 for such rights, which he sarcastically called a "princely sum." In two years the I.C.R. would practically cease to be, except as a local accommodation railway. He pointed out dire results to the men of the I.C.R. and to the whole equipment. He hoped the Board would not go on record as wishing to disembowel the I.C.R.

"Not at all," cried voices.

Mr. Emmerson said it was all very well to say "not at all," but he knew what the C.P.R. would do. They would promptly get a monopoly of all the best trade in the East and kill the I.C.R. He declared the business of Halifax, St. John and Sydney would all suffer.

Mr. Emmerson was stopped by the time-bell in the midst of a great peroration against the resolution. (Loud applause.)

H. Logan, M.P., tried to point out that Mr. Emmerson's bogey was largely imaginary. He would oppose any resolution which meant what Mr. Emmerson had outlined, but no Government would do any such thing. "Thou shalt not touch the I.C.R." seemed to be the slogan, but if the resolution meant improvement of business for the whole Dominion, then vote for it. The C.P.R., he knew, were after all they could get, but what they wanted and what they would get were different things. He would encourage the C.P.R. to build magnificent hotels in Halifax and Sydney, and other places. Mr. Sumner

thought the G.T.P. should be given the running rights. Why, that road would take away all the trade of the I.C.R. just the same as the C.P.R. He was opposed to anything that would hurt the I.C.R., but the idea involved in the resolution would put new blood into Nova Scotia and would be the making of the Provinces.

Mr. Sumner said the Great Northern were after the I.C.R., and he moved that the G.T.P., the Great Northern and the C.P.R. should all be given running rights. It ought to be made open to them all. He felt that the Board would rue the day that they passed such a resolution.

Mr. Stevens, of Halifax, defended the resolution, because, he said, the speakers had misunderstood the whole question. The whole bogey was absurd.

Senator Ross said that when the C.P.R. did have running rights over the I.C.R. it nearly ruined the road, and it would happen again.

Mr. Edgerton, of Moncton, suggested that a committee should get together and make a new resolution.

Mr. Faulkner thought all the misunderstanding was absurd.

D. A. Morrison, of Amherst, thought there was no need for alarm. He was sure the Government would look after the best interests of the people and the I.C.R. Competition was always good, and he felt the resolution should be supported.

FRIDAY MORNING SESSION.

At nine o'clock Friday morning the board convened and the president spoke of the immense number of subjects and incidentally how members had not turned up on time. He went over several resolutions on the agenda paper and several were cut out owing to absence of delegates.

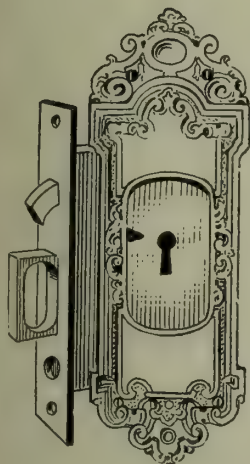
St. John Board, represented by Mr. Anderson, stated that all their resolutions were wiped out. Mr. Foster, president of the St. John Board, was compelled to return home and so everything was left over.

Further Debate re C.P.R.

W. B. Snowball took up the debate on the question of the C.P.R. being given running rights over the I.C.R. He felt that these subjects were contentious and were not advisable to bring up in the Maritime Board of Trade. He felt that the Halifax Board should have withdrawn their resolution as soon as the contention began. St. John had shown wisdom in withdrawing their subject, which also would cause contention.

As a New Brunswick delegate he would like to know what the C.P.R. meant by the running rights. If it meant that the C.P.R. were to pick up freight and passengers with the same aggression as they do elsewhere, the resolution is the most dangerous that could be passed. He thought the C.P.R. had far too much control now. They were a wealthy corporation and could easily build a road down through the Mina Basin and give work to the men

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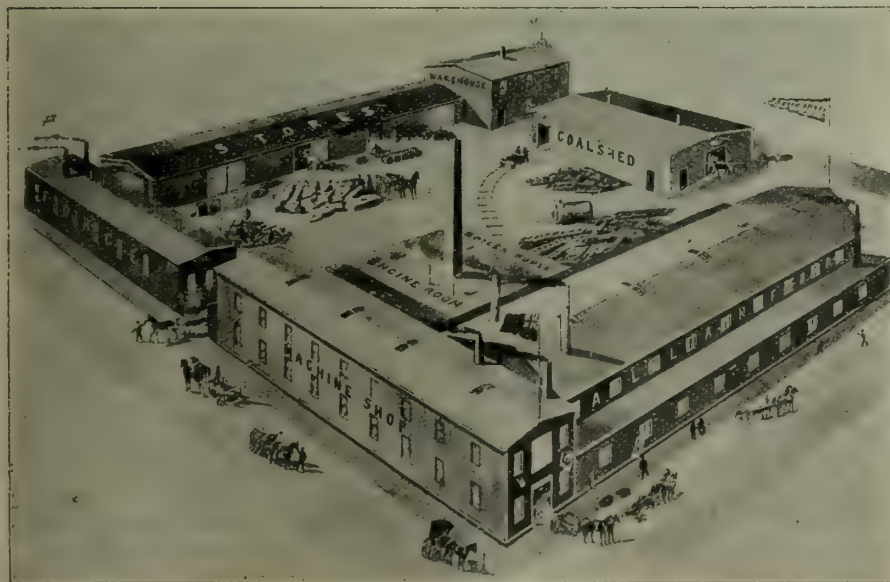
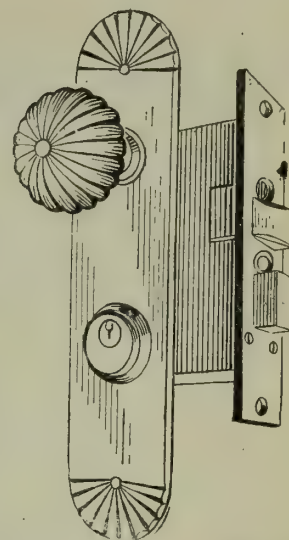
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down east. He hoped the resolution would be withdrawn.

J. DeWolfe, of Halifax, said a C.P.R. line would be a fine thing for the whole section of country through which the road passed. He cited Quebec as having benefitted by the C.P.R. He would like to ask those who were opposed to the resolution, if they would be so inclined if they were residents of Nova Scotia. He could not see how any resident of Moncton could oppose the C.P.R. when they wanted the G.T.P.

Lieut.-Governor McKinnon, of Prince Edward Island, at this point, happened to arrive and the chairman called him to the platform.

Mr. Lodge, of Moncton, then continued the debate on the resolution, claiming that it was unwise to pass it. The I.C.R.'s chief benefit was from local freight and passengers. He also thought the C.P.R. would not do as much for the people as the I.C.R. Halifax would not get the benefit they expected.

Mr. Campbell, of Halifax, said he would like to dismiss all irrelevant matter and stick to the original resolution. The entrance of the C.P.R. to Nova Scotia was the question. St. John was panicky about the C.P.R. entering Halifax; they were not panicky when it entered St. John. He did not say the I.C.R. was a grinding monopoly, but nevertheless, it was a monopoly and it was the only line entering Halifax from the west. It would make all railways "sit up" to have competition. Surely this spectre about running the I.C.R. was exaggerated. All Halifax wanted was competition.

Mr. Harvey, of St. John, said he was amused at some of the remarks of Mr. Campbell. It was not competition for a business man to hand over a portion of his business to another for the sake of getting competition. These matters of contentious nature should be withdrawn. He recalled how some years ago when he lived in Moncton, the C.P.R. then had some running rights and the whole city of Moncton was suffering from the arrangement.

Mr. Innis, of Kentville, thought it was all a misunderstanding regarding the meaning of running rights. Running rights would be an advantage.

Hon. H. R. Emmerson said this resolution would be taken to mean an approval by this board of the attitude of the C.P.R.

Hon. Mr. Robinson, of Moncton, said he thought the subject was one that required care. He thought Mr. Sumner's amendment should be carried. Unanimity of action was the best and unless that could be reached no resolution should be passed.

M. G. DeWolfe, of Kentville, said he thought a lot of business men were underrating the intelligence of the Government. Halifax should have the C.P.R. He also referred to the wisdom of the late Michael Dwyer who wanted the C.P.R. years ago in Halifax. The C.P.R. would have made things better everywhere in Nova Scotia. Surely our cabinet ministers were quite equal to dealing with the C.P.R. magnates. St.

John people had developed their city and Halifax people should look after her own interests. What helps one section would help another eventually. He hoped the whole question would be carried harmoniously.

James Pender, of St. John, argued that the running rights were dangerous. The late Mr. Blair took running rights from the C.P.R. in 1896 and it was quite evident they would do again what was done in the old days.

Mr. Yuile, of Truro, also spoke on the question, defending it.

Mr. McNeil, of P.E.I., said there was a lot of talk but none of it was worth a button to the Island. He would support the amendment but he wanted the thing carefully thought out so that some benefit to the Island would accrue.

Prof. Andrews said he was not in sympathy with abolishing contentious subjects. It was better for the board to handle large questions. They were not legislating so they need not be afraid.



M. G. De WOLFE,

Of Kentville, N.S., the Board's Auditor and One of Its Most Active Members.

There was nothing alarming in the resolution and the delegates should combine to put up a unanimous vote and not allow any sectional desires to militate against the larger benefits available to the whole Province of Nova Scotia. (Applause.)

Mr. Purdy, of St. John, thought the resolution should be made more explicit.

L. H. Logan, M.P., took some care to say that he was a friend of the I.C.R. and had always been. But St. John people were big men prepared to give and take. This resolution was misunderstood. Consider the resolution alone, he said. It cannot hurt anyone. Look it over. He read it over clause by clause, and was heard with marked attention. He pointed out how careful it was and quoted its lines "Fair and

Equitable" terms and this he accentuated.

"Rob the whole thing," said Mr. Snowball.

Mr. Logan, continuing, said that Mr. Snowball favored the G.T.P. a few years ago but he was afraid of the C.P.R. It was unfair to the C.P.R. They would benefit the provinces and deserved at least this resolution.

Mr. Sumner, of Moncton, said he was anxious to see the resolution guarded.

J. A. Johnson, of Halifax, spoke in favor of giving the C.P.R. more rights. He said Nova Scotia had never received any rights and they needed attention.

Mr. Harvey, of St. John, pointed out that even if the resolution were passed it would be carried by a Halifax vote and would not represent the will of the Maritime Board of Trade. He would favor a resolution asking the C.P.R. to build a new line just as had been done to St. John.

G. E. Faulkner, as mover of the original motion, spoke in defence of his resolution, and condemned any small policy. He pointed out where the I.C.R. would have been if the C.P.R. had built their own lines. If they are now afraid of a small privilege what would it have been then? The C.P.R. had put life into every place it ever touched and would be a great factor in helping all the cities of Nova Scotia. No other factor had done more for Canada, than the C.P.R.

The Resolution Carries.

The amendment of Mr. Sumner was then put and lost by an overwhelming vote.

Hon. Mr. Robinson, of Moncton, then moved an amendment by inserting in the main resolution the clause that running rights should not include station to station privileges between St. John and terminal points.

Mr. Faulkner preferred the original resolution.

The new amendment was then put and lost by a vote of 24 for it and the whole remaining body against it.

The resolution was put and carried by a vote of 52 for it and 24 against it. (Great applause.)

Mr. Snowball moved that the names of the delegates who voted against it and for it should be recorded by name and board.

Dr. Andrews suggested that the respective boards should send the names of the delegates to the Maritime secretary.

Drinking and Business Life.

Dr. Andrews then proceeded to take up an important resolution regarding the relationship of drinking to employment of labor, as follows:

"Moved, that we deem the subject of the effect of the traffic in intoxicating liquor on the commercial life to be one into which the business men should make enquiry and we, therefore, recommend the local Boards of Trade to make this a matter of local investigation and discussion during the year, and that a committee be appointed to collect reports from the local boards and make a report to the next meeting of the Mari-

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time Board and draft appropriate recommendations."

Mr. Black, of Sackville, supported the resolution, and said that the use of liquor had been a factor in the fall of many a good workman, and he deprecated the use of liquor.

Senator Ross said temperance reform was a big question and the work of reform was going on. He praised the temperance character of the members of Parliament all over Canada. He urged the addition of tobacco to the resolution. He attributed his long life and his activity at 83 to the abstention from tobacco.

Dr. Andrews' resolution was carried unanimously.

To Protect Historic Lands.

R. W. Starr, of Wolfville, moved a resolution that the Federal Government be urged to acquire the important historic lands (now private) of this province, for the purpose of protecting and preserving them. Seconded by Hon. G. E. Hughes, and carried unanimously.

The following resolution was also brought in:

"Moved by Frank A. MacEachern, seconded by G. E. Faulkner, that whereas there is a considerable and growing traffic in lumber, coal, merchandise, farm and dairy produce between points in New Brunswick, Prince Edward Island and Nova Scotia proper with Inverness county, and more particularly the large and growing town of Inverness in the Island of Cape Breton; and whereas nature has not been lavish in her gifts in the matter of harbor accommodation on the west coast of Cape Breton; and whereas the matter of improving and extending the harbor accommodation at Inverness aforesaid has already been given consideration by the Federal Government, and the said Government is now expropriating land and land covered with water at Inverness aforesaid with a view of improving the said harbor: resolved that in the opinion of this board the expenditure upon the improvement and extending the said harbor by the Federal Government, in view of the importance of the work, should be of so generous a character as to warrant the completing of this work at an early date; further resolved that a copy of this resolution be forwarded to the Federal Government and the Minister of Public Works."

A PLEASANT EXCURSION.

During Friday afternoon the delegates and their ladies and friends, as well as a large gathering of Halifax people, were guests of the Halifax Board of Trade on a delightful excursion around the harbor, and a short trip out to sea. The handsome Government steamer Aberdeen was placed by the Government at the disposal of the board, and over 300 were present. No more harmonious and well-managed function was ever enjoyed by the board. The weather was ideal, and after a short tour up the basin and along the harbor to Macnab's Island, then away out to sea, the boat returned just in time for dinner. Refreshments were served freely on board, and music was supplied by the Royal Canadian military band, under Bandmaster Ryan. A pleasing vocal quartette rendered selections, and merriment ruled.

Lieut.-Gov. Fraser and Mayor Crosby, of Halifax, were among the guests. Pre-

sident Bell, of the Maritime Board, and President Faulkner, of the Halifax Board, were warmly congratulated, and cheers were given for them as the boat neared the docks. Secretary Saunders, of the Halifax Board, deserves great credit for his excellent management of the varied city entertainments, to which every delegate was given special invitations and privileges.

During the week the ladies of the party, that is, wives and daughters and friends of the delegates of the board, were given a delightful drive about the city. Every night some special entertainment was available and Halifax again excelled her great name for cordial hospitality.

FRIDAY EVENING SESSION.

Fresh from their trip around the harbor, the delegates met again at 8 p.m. The President opened proceedings by reading the following letter from D. H. Ross, Canadian Trade Commissioner in Melbourne, Australia.

"The Secretary the Maritime Board of Trade:

"Dear Sir,—Before the conclusion of your convention, I should deem it a very great favor if you would prominently bring under the notice of the chairman and members, the desirability of the Maritime Provinces being represented at the Congress of Boards of Trade—or Chambers of Commerce—of the Empire, which meets in Australia in September, 1909.

"At the Congress held in Montreal some five years ago, Australia was well represented and the opportunity for Canadians to reciprocate will be available a year hence.

"I was requested by the Hon. William Knox, President of the United Chambers of Commerce of Australia, to advance the interests of the Australian Congress throughout the Dominion. Since my arrival in Canada, I have received a letter from Mr. Knox, from which I beg to make the following extract:

"I beg that you will convey to all the Boards of Trade in the Dominion our most cordial greetings from the Chambers of Commerce in the Commonwealth of Australia, and New Zealand, say they are looking forward with great expectation and hope to the Imperial gathering which is to take place next year. We hope to have the great happiness of welcoming a large number of our kindred men of commerce, especially those from Canada."

"For the information of your convention, I may state that Canadian delegates would do well to leave Vancouver in August, 1909, reaching Brisbane, Queensland, on September 7th. The first meeting of the Congress will be held in Sydney on September 14th, 1909, giving delegates a week in transit from Brisbane to Sydney, time which could be enjoyably passed in visiting various points of interest in Southern Queensland, including the famous Darling Downs, which comprises some of the finest agricultural country in Australia.

"There will be various sessions of the Empire Congress in Sydney and in Melbourne. The Australian Chambers of

Commerce are already making active preparations to give Canadian and other visitors an excellent time during their stay in the Commonwealth. Interesting side-trips to beauty spots and points of interest have been planned. Delegates will be franked all over the State railways during their stay in Australia. I understand that New Zealand will extend similar considerations to delegates who may wish to visit that most interesting colony.

"It is anticipated that the cost of the round-the-world trip, proceeding via Vancouver, to Australia, and returning via Suez and England, will not exceed, so far as passage money is concerned, more than \$550.

"Yours faithfully,

"D. H. ROSS,

"Canadian Trade Commissioner at Melbourne, Australia."

The President spoke of the pleasure he experienced at attending the conference of the Chambers of Commerce in London, Eng., in 1906. He hoped some of the Maritime men would be able to attend this convention in Australia.

A Canadian Fisheries Board.

Business was then resumed by taking up the question of the appointment of Canadian Atlantic Fisheries Board by Mr. Whitman, of Halifax Board. Dwelling upon the need of improvement of the Atlantic fisheries, he related the various efforts made during the year toward this end. The efforts made by appeal to Parliament had been practically fruitless.

Mr. Wilson, of Halifax, seconded the following resolution proposed by Mr. Whitman, which was carried:

"That the executive of the Maritime Board of Trade take steps to again put before the Government the urgent necessity of carrying out the proposed forward movement in the administration of the fisheries, as covered by the following resolution passed at the last session of the Maritime Board of Trade: 'That this meeting of the Maritime Board of Trade endorses the movement for the appointment of a fisheries board to act under the Department of Marine and Fisheries, for the regulation and control of the Canadian Atlantic fisheries, and that steps be taken to have this important matter acted upon at the next session of the Dominion Parliament.'"

Mr. Wilson spoke of the immense value of the lobster fisheries of the Provinces, amounting to about four millions of dollars. The fisheries were not protected. Cannermen were canning the miniature and undeveloped lobster. The hatcheries and the fry were poorly managed. The lobster catch was declining and something should be done. He stated that five hatcheries produced 623,000 fry during the season after 1906. The catch last year of mature lobsters did not exceed sixty million lobsters. This all went to show that the eggs and fry in large percentage failed to come to maturity. The eggs were put overboard far too long a distance out in the sea. The lobster was put out in the egg far too young. A few years ago Nova

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The largest
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CABINET GLENWOOD
A modern range built on modern simplicity.

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To the Man Who Sells Steel Ranges

The Oxford Nugget—A cheap, steel cook with 12, 14 or 16-in. oven.

The Oxford Golden Nugget—A better class modern steel cook with steel top and duplex grate—very low priced.

The Oxford Canadian—A new line, in blued steel—worth learning about, as it's just out—18-in. oven only.

The Oxford Chancellor—The best known Canadian steel range—14, 16, 18 and 20-in. oven—reservoir at either end.

The Oxford O.K.—The highest class, best finished range ever offered the buyer—The only range made that is finished with something better than black-lead.

The Gurney Man can sell the range that will exactly suit the customer's kitchen and purse.

The Other Man has got to make a greater effort for business—he sells a limited line that is often unsuitable—

We'll be glad to give you further details if you'll ask us about these lines—A post card will bring you some interesting stove reading—

The Gurney Foundry

Stocks at Montreal, Hamilton, Winnipeg,





To the Ontario Stove Trade

We'll be at the same place in the stove building at the Toronto Exhibition next week.

All our new goods—the modern stoves we've been telling you about all summer—will be there for you to see—

Our Ontario travellers will be there to welcome friends.

While at the Fair make a point of seeing

The Golden Nugget cheap steel range.

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The Oxford Canadian Steel Range

The New Oxford Art Laurel base
burner.

The New Oak.

The others will be right there. And we invite comparison.

Co., Limited, TORONTO,
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Calgary, Edmonton, Vancouver.



Scotia had fine oyster beds. A few more years under present circumstances there would be no oyster beds at all. The Island was not quite so bad. The department knew of this, but it was embarrassed because the Dominion Government made the laws and the local Government granted the leases. There was no protection, so that few leases were sought. There were many means of destruction of the oyster and no care of these luscious bivalves was being taken. He would like to see the members of Parliament more intelligently appealed to on these matters. The pickled fish industry required rigid inspection.

Hon. Geo. G. Hughes spoke on this fishery question. In the P.E.I. Legislature they had passed an Act regarding the lease of fisheries. At the conference of the Premiers, he found that there was a movement on foot to place the whole fishery management in the hands of the Federal Government. They were in correspondence now to find out what value was attached to the fisheries before the Province should give them up to Federal control. The three-mile limit held yet, and on P.E.I. they were not properly equipped with boats to get any of the fishery bounties. He knew the matter was in hand, but was in abeyance. He recommended a resolution which would hasten the settlement of the question one way or the other.

Mr. Birch, of Alberton, approved the resolution. He said he did not think that the farmer of P.E.I. was destroying oysters by digging mussel mud for his farms. It was a mistake to say that he killed the oysters, as on some of the beds of the best quality there were five feet of ice.

M. G. DeWolfe said he was glad this subject had come up, as he wished to read a portion of a letter from a literary friend of his in Ontario, regarding the fishery interests in the Provinces. The letter pointed out that better trade could be developed in the West if the Maritime Provinces people would appreciate their own resources more keenly.

Senator Ross spoke regarding the fishery question. He thought that the letter read by Mr. DeWolfe was written by some Ishmaelite who did not know what he was talking about. There was an erroneous impression abroad that the fisheries were declining. Fish were never so plentiful in Cape Breton as this year. The country was strong on technical schools yet nothing was being done to educate the natives as fishermen. Lobster trapping occupied too much attention. He referred to the dog-fish plague, and pointed out that the best fishing was on the Falls.

The deputation to Ottawa failed to ask him to join them there and he was not in the habit of forcing himself on them. He thought the deputation probably saw some of the understrappers and got no attention. He was much interested in lobsters, having an interest in three different lobster factories. The lobster inspectors were not rigid enough. They were too much in sympathy with the fishermen. He had spent 26 years of the best time of his life amongst fishermen. Most of the package and barrel fish of Cape Breton

were all poorly put up. He noticed in Boston that the Norwegian mackerel bought for better prices than Cape Breton fish of equally good quality. Canadian fish were not properly washed nor properly packed in good barrels. He did not wish to be severe on the Dominion Government, as he was supposed to be a supporter. He was glad to see an investigation into the Fishery Department. He was strongly in favor of the resolution. (Applause.)

L. M. McNeil, of O'Leary, P.E.I., also spoke in support of Mr. Birch's remarks and supported the resolution. The fishery question, he said, should be out of the reach of partizanship.

The All Red Route.

L. G. M. Campbell, of Halifax, brought in a resolution endorsing the All-Red Route. He spoke stating that the Opposition at Ottawa had not done all that it could to help the All-Red Route scheme. The route was going to benefit Canada more than any other country in the world. He thought it would stimulate shipbuilding and probably revive it. It was only natural that Canadian steamship companies would object, but that alone did not justify the Government in neglecting this All-Red proposition. At present there were no Canadian steamers fast enough to give good mail service. He thought if the G.T.P. were going into a steamship service they would jump at the proposal of the All-Red Route. He demanded the expenditure of so much money on the G.T.P. If there were a hundred million dollars available for a Hudson Bay route survey a million or two could be given towards the improvement of the mail service.

Geo. Hemsley, of Halifax, of the Pickford & Black Shipping Co., advocated ships of great speed for the All-Red Route and supported the resolution.

Senator Ross said he was not in favor of the Hudson Bay Railway, and he did not believe it would be built. In the matter of fast steamers, Canada should have the very fastest boats afloat. He believed the Dominion Government would give a handsome subsidy.

The following resolution, moved by Mr. Campbell and seconded by Mr. Hemsley, was unanimously carried:

"Whereas, the Government of Canada has placed itself on record as indorsing the policy of improved fast mail passenger and express freight services between British possessions, both on the Atlantic and Pacific, and whereas such services would be of immense material and political advantage to Canada by stimulating trade, encouraging immigration and bringing us into closer touch with other parts of the Empire; therefore, resolved that the Dominion Government be urged to formulate its policy and lay definite proposals before the Imperial and Colonial Governments so that such improved services may be inaugurated with as little delay as possible."

THE NEW OFFICERS.

* The Nominating Committee then brought in their report as follows:

"Your committee appointed to nominate officers beg leave to report as follows:

President—Hon. Geo. E. Hughes, Charlottetown.

1st Vice-President—W. B. Snowball, Charlottetown.

2nd Vice-President—F. C. Whitman, Annapolis.

Secretary-Treasurer—C. M. Creed, Halifax.

Corresponding Secretary—L. B. Miller, Charlottetown.

Auditor—M. G. DeWolfe, Kentville.

Mr. Bell welcomed the new President, Hon. Geo. E. Hughes, of Charlottetown, and made a nice reference to the ability of the new officer, owing especially to his parliamentary experience. Mr. Hughes was called upon to take the chair.

The President-Elect Speaks.

Mr. Hughes then delivered a suitable speech and presaged greater things for the Maritime Board of Trade. He said he hoped for Maritime union and would like to see efforts made towards this end. He wanted to say a word about the hospitality of Halifax. He thanked the Board for the honor the Board had done Charlottetown by offering to hold their next convention in that city. He promised a warm welcome and a good time.

J. L. Stewart, of Chatham, thanked the Board on behalf of W. B. Snowball, who had been chosen Vice-President, and who was compelled to go home. Mr. Stewart also moved a vote of thanks to Halifax for hospitality and paid great compliments to the beauty of the city and surroundings.

Some Votes of Thanks.

The following resolution was adopted, seconded by Mr. Birch:

"Resolved, that the thanks of the Maritime Board of Trade are hereby tendered to His Honor, the Lieutenant-Governor, to the Board of Trade of Halifax, and to the citizens of the city for the warm hospitality and kindly courtesies that have been extended to us during our stay."

A hearty vote of thanks was given to the Retiring President, to which Mr. Bell replied.

A vote to the press was passed, especially mentioning the MacLean Publishing Co., of Montreal and Toronto. This was moved by M. G. DeWolfe, of Kentville, who also included the clubs of Halifax, who accorded hospitality; to the Nova Scotia Telephone Co., and to the Smith-Bremer Typewriter Agent, who had extended courtesies. This was seconded by Mr. Yuill, of Truro, and was carried. The railway companies who had extended courtesies were included in this vote of thanks, and Charles Creed was also thanked for his valuable work.

Mr. Creed made a neat speech and was warmly applauded.

Favorable Financial Statement.

The financial statement of the Board was then submitted as follows:

To General Expenses ..	\$129.40
Secretary's Salary ..	150.00
	\$279.40

Balance on hand, 1907.	\$ 19.12
Subscriptions collected for 1908 ..	318.80—\$337.92

Balance on hand ..	\$ 58.52
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Subscriptions to collect ..	\$ 57.52
Examined and found correct.	

MELVILLE G. DEWOLFE,
Auditor.

CUTLERY

This is the age of specialization. Some years ago we realized our forte was, and that we knew more about, **Cutlery** than any other branch of the Hardware business. The result was the development of

The Cutlery House of Halifax

We carry stocks of all the principal makers.

Cragg Bros. & Co.

Halifax, - Canada

We use Thos. Firth & Sons' Extra
Axe Steel in our Best Axes.

ESTABLISHED 1865

THE
JOSIAH FOWLER CO.,
LIMITED
MANUFACTURERS OF

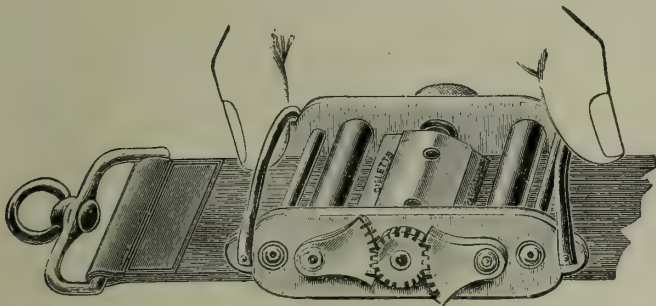
AXES

Edge Tools

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Car and Carriage Springs and Axles
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WRITE US FOR PRICES.

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You do not need to buy any more double edged Safety Razor Blades after the first purchase if you use

THE GILLEDGE STROPPER

An automatic machine which enables you to strop both edges without removing the blade. It may be taken as an axiom that all Razors are improved by skilful stropping. But what the average man dislikes is trouble, and it cannot be denied that stropping is a trouble, but take the ingenious machine as illustrated above, it is simplicity itself, and trouble is reduced to a minimum. Your "no honing, no stropping blade" has, let us say, served you several times, and your beard has blunted its edge. You take this deteriorated blade and insert it in this machine, pass it along the surface of a strop and, you have not only restored its edge, but improved upon its original shaving power. Once having become convinced of this, you will periodically pass all your blades through this machine and the "no honing, no stropping" myth will cease to attract.

Blades automatically held at correct angle on every stroke and cannot cut the strop.

Retails at \$2.50 complete. Liberal discount to the trade. If you shave yourself, don't fail to send for our illustrated booklet. It's free, send for it to-day.

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TWO CENTS PER WORD

You can talk across the continent for two cents per word in a Hardware and Metal Want Ad.

THE CITY OF HALIFAX

The committee concluded by the singing of the National Anthem.

Convention Notes.

Charlie Creed is looking younger than ever and was congratulated by many members on his good work.

Charlottetown, P.E.I., next. Supposed to be the finest spot in the East. Reach it through the tunnel if possible. This is the third trip to the Island. Hope Father Burke will be home this time.

The new President, Hon. George E. Hughes, is a great worker and spoke at Halifax of 300 delegates that should be present. He is a good fellow and will make an interesting official.

P.E. Island sent the best timber to the convention in Mr. Birch, of Alberton, who is like the favorite tree of the Island, best quality—white.

Kentville send their usual strong quota of delegates headed by M. G. DeWolfe, without whom the convention would be tame indeed. He is looking younger and better every year. No man is more devoted and no man deserves more individual credit.

The capable Secretary of the Halifax Board, Mr. Saunders, slept all week with his boots on. He is a wonder and the rooms he occupies are, from a point of beauty in furnishings and equipment, unsurpassed anywhere. They are located right in the heart of the city and were visited by hundreds.

Once more the weather smiled. It was generally remarked that while the Government was said to control prosperity, the Maritime Board always brings sunshine. The weather was so good that even the strong delegation from St. John could not introduce a suggestion of fog.

President Bell made an ideal chairman. He had many knotty problems to handle, yet the chair was always sustained.

The influence of the Board is growing every year as more members of the local and Federal Parliaments were present this year than ever before.

Two lieutenant-governors were among the patrons this year, including Fraser of Nova Scotia and McKinnon of P.E. Island. Premiers Hazzard of the Island, and Hazen of New Brunswick, also attended. Senators and prominent members were present in large numbers.

St. John was the first city to entertain the ladies at the convention and Halifax followed suit nobly. Now Charlottetown, be careful.

The laws in P.E. Island are down on automobiles, so don't take your touring car over there. They like oxsomobiles over there.

NEW BRITISH ICE FREEZER.

The invention of a new British ice-making machine is reported which works on the principle that water will freeze when evaporated rapidly by a vacuum pump and a powerful absorbent, such as sulphuric acid. It is said that the machine can be worked by hand and will turn out carafes of iced water at the rate of one in three minutes and blocks of ice weighing about 1 pound in twenty minutes. The apparatus, consisting of the absorber and the carafe, or the ice mold, are rocked by means of a handwheel and crank, which serves also to create the vacuum. This apparatus is made at Reading, England.

The Convention Town a Centre of Commercial Enterprise—Something of its History and Beauties—An Active Board of Trade—Some of its Prominent Business Houses.

Halifax is blessed with a history that is heroic. Its past is steeped in military tradition and "doings." This still fascinates. Yet coupled with this charm is the solid business character which manifests itself at every hand. The majority of Halifax business men would prefer to keep in subsidence the military importance of the place as for years that had a more or less deterrent effect upon real business. To-day one sees everywhere unmistakable signs of growth and activity. The street railway service is first rate, the facilities for shipping are unsurpassed and the encouragement given to industries is well proven by the number of new factories, including the great Siliker Car Co., recently established. The educational institutions of the city are known for their excellence and variety far and wide. It is the headquarters for the Provincial educational system; it has splendid schools, a manual training school, industrial school for refractory boys, a well-equipped business college, a medical college, two theological colleges, an art school, a ladies college, two conservatories of music, several convents and a university for higher education.

Commercial Facilities.

The winter port facilities of the city have been at last recognized by the big steamship companies and the mails are delivered in the winter at this port. At the Maritime Board of Trade this year again this vital matter of the carrying of the mail was a big issue and more resolutions were adopted. The railway facilities include the I.C.R., the Dominion Atlantic and the Canadian Pacific. All the pamphlets of the various steamship companies and railways include elaborate references to the beauties of the city. Halifax harbor and its ability to shelter the whole navy of Britain is a household word. The public gardens are simply magnificent and are said to be the finest in the world. These cover 17 acres and their beauty is all of the nature kind, including flowers of all descriptions and rare trees and plants coupled with waterways and real swans, etc., in the miniature lakes and rivers. Regimental bands play regularly there and the tourist is fed with entertainment all round.

Some History and Description.

Halifax was named after the Earl of Halifax, who founded the city in 1749. During the week of Aug. 18 to 23 the city celebrated the 150th anniversary of the Province of Nova Scotia, receiving representative government. This was celebrated in good old-fashioned style by regattas and sports and the city was handsomely decorated with bunting and electric displays. Business men vied with each other in their ef-

forts to make everybody happy and certainly no visitor to Halifax could fail to appreciate the spirit of cordiality which is extant everywhere. The North West Arm is one of the most delightful spots in the world for water sports or for sea bathing. The Waegwoltic Club have completed a very handsome clubhouse and the hospitality extended would be hard to surpass. Guests at the Halifax Hotel, for instance, were, as soon as they registered, accorded all the privileges of this fine club. An arm of the sea juts inland about three miles north-westerly, until it reaches a point half a mile from Bedford Basin and makes the site of Halifax City a peninsula. Residences are located on either side of this arm, including the handsome home of Hon. David McKeen and many others. The best fishing is within easy reach of the city and sport rules strongly in the life of the city. Most of the business men are wealthy and take life comparatively easy. They are much like the British merchants and conduct sound business for a reasonable profit at the same time interlacing pleasures abundantly with their ideal home lives. Every element of strength is in evidence, such as good behavior, good, well-kept laws, fine churches and citizens of character wholesome and sound. Refinement characteristic of generations of culture may be seen in Halifax and the convention of the Maritime Board functions were marked with this superlatively all through its meetings. Halifax is doing a creditable trade in all the essential lines and her banks rejoice in splendid dividends and her possibilities were never so rosy and encouraging. During the past year when the stringency was felt in the commercial world, it was noticeable that the City of Halifax, in fact, the provinces generally, felt it least and last.

Board of Trade.

No city in Canada has a more active and energetic board of trade than Halifax. For a city of fifty thousand people, the membership is remarkably large. It is 533, all in good standing, at the present time. The board started on its present period of life and greater activity four years ago when the present handsome offices were obtained at the corner of Hollis and Sackville Sts., and it has been increasing its usefulness ever since. There are no more attractive board of trade rooms anywhere in Canada than those in Halifax and the Halifax business men are proud of them and of the fact that the board, itself, is so influential and progressive.

William Stairs, Son & Morrow.

"The oldest and largest mercantile house in the Maritime Provinces" is how the firm of Wm. Stairs, Son & Morrow style themselves, and this is

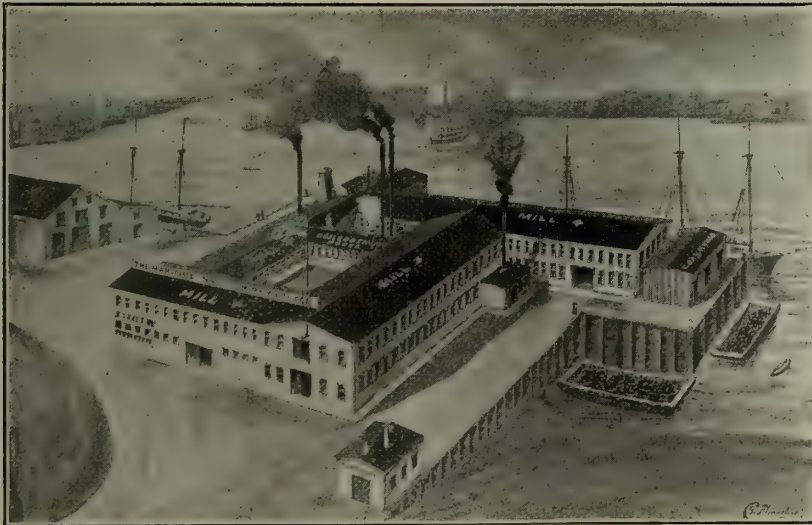
“PEERLESS” HORSE NAILS

Cold Forged

***Reinforced Point
Greatest Tensile Strength
Fit the Shoe Crease***

Best Driving and Holding Nail Produced

(Special Discounts to the Trade)



Monarch Wire Nails, Wire in Coils and Cut Lengths

WRITE FOR PRICES

MARITIME NAIL COMPANY, LIMITED

ST. JOHN, N.B., - CANADA

generally acknowledged. They do a leading business and the names of the individual members of the firm have

city and province and are known as thoroughly representative citizens.

A. M. Bell & Co.

The A. M. Bell Company received a fair share of publicity this year owing to the fact that the head of the firm, A. M. Bell, was president of the Maritime Board. Mr. Bell acquitted himself well and many splendid things were accomplished under his term of office. It was in 1874 that this firm was established by Andrew M. Bell, and the business steadily grew under his direction for many years. In 1896 Arthur B. Wiswell was taken into partnership, having been employed by Mr. Bell since 1879. Energy and enterprise built up a fine growing business and one of the leading wholesale and retail hardware trades in the east. In 1903 the business had reached such proportions that new premises were required and the handsome store now occupied was erected. The floor space is about 30,000 square feet and there are 7,000 square feet of glass in the structure. Both Mr. Bell and

Water Street. The business is an old-established one and has grown considerably during the last few years. A gen-



EDWARD STAIRS,

President Wm. Stairs, Son & Morrow, Halifax.

been identified with the City of Halifax for over a century. In fact, one cannot mention the growth of the city without interlacing the names of Stairs and Morrow. From the crude beginnings of one Kitson, a Glasgow ironmonger, off Chebucto Bay, about a hundred years ago, the big hardware business of today has grown. It was in 1854 that William Stairs bought the business and shortly afterwards Mr. Morrow joined the firm. Everything in this house is solid and sound. They make no preten-



CAPT. THOMAS DOUGLAS,

Managing Director of Wm. Stairs, Son & Morrow, Halifax.

Mr. Wiswell are known for their keen interest in the welfare of Halifax.

Cragg Bros.

One of the most attractive stores in Halifax is that of Cragg Bros., eligibly located on the corner of two of the city's busiest streets. During the celebrations at the time of the convention this store was the talk of the town for its general beauty. The stock carried is replete with sporting goods of all descriptions and the specialty of the house is cutlery. Mr. Cragg, the sole proprietor at present, is a keen, capable business man identified with all that is for the best interests of Halifax. He is what is known as a hustler and at the same time is dignified and accurate about all social and business matters.

Crowell Bros.

A well known hardware house in Halifax is that of Crowell Bros., whose place of business is located on Upper



W. H. STERNES,

Senior Member of H. H. Fuller & Co., Halifax.

eral line of hardware is carried, special attention being paid to the agency of Sherwin-Williams paint. The firm have several fine agencies and energy and ability are their outstanding characteristics.

H. H. Fuller & Co.

Fifty-three years is a long time to be identified with trade in this country. In



HON. W. J. STAIRS,

Founder of the Firm of Wm. Stairs, Son & Morrow, Halifax.

sions, but their turnover in a year is very large. All the members of the firm are identified with the growth of the



H. G. LAWRENCE,

Junior Partner of H. H. Fuller & Co., Halifax.

the motherland there are firms, which, established with much capital as long as two or three centuries ago (and in

We will be pleased to quote intending buyers who wish to
sort up their stock for Fall in

Guns, Animal Traps and Ammunition

We carry in double-barrel guns the celebrated L.P.G. gun, gauges 10 and 12.

Single barrel Iver-Johnson guns, 16 and 20 gauge, various styles.

Rifles—Winchester, all leading sizes.

Stevens' Rifles—Little Scout, a cheap 22 gauge rifle.

No. 17 Favorite, in 32-inch 25 gauge.

Oneida Community Animal Traps in various styles.

Orders for Ammunition can be filled promptly.

We ask for a trial order.

E. K. Spinney, Yarmouth, N.S.

J. B. White & Bros. Genuine Portland Cement

The Standard of the World



We show it on a pinnacle where it belongs.
Possibly all Cements are sold equal to or as good as
WHITES'. Beware of spurious and unreliable natural
Cements! "Imitation is the sincerest flattery."

J. B. White & Bros.' Cement

shows finer grinding, greater uniformity and greater durability than most other Portland Cements, and wherever Portland Cement is used to make concrete a smaller proportion of the J. B. WHITE & BROS.' can safely be used than of any other. The Works were established in 1824 and have been from time to time reorganized and enlarged in accordance with the latest improvements in each process of manufacture until they are now the largest in the world.

While tests are a valuable indication of the properties of Cement, the most solid guarantee of excellence is the good faith and experience of those who make it, and J. B. WHITE & BROS. can point to an experience of Cement manufacturing dating back to the beginning of the 19th century, and the reputation which their goods have acquired in every part of the civilized world, under every climate and for every purpose.

The Test of Time Tells

We have large quantities coming forward from the works by each direct steamer from London and are in a position at all times to execute large and small orders.

W. H. THORNE & CO., Limited,

**Sole Agents for
PROVINCE OF NEW BRUNSWICK**

some cases perhaps longer) are still in business. But even there much change has taken place, many firms have come and gone and comparatively few firms after all are of very great age. In Halifax there are some near the century mark, and an examination of directories and newspapers of fifty years ago will reveal only a small number of firms which are familiar to-day. One of these is H. H. Fuller & Co., who commenced business on April 1, 1855.

The founder of this firm was the late H. H. Fuller, who died in May, 1900. Mr. Fuller came from Arichat, and after receiving his education in the old St. Mary's College, began his business life in the firm of Jas. Wallace & Co. (then composed of the late Jas. Wallace and the late Edward Albro). After some time, Mr. Albro took Mr. Fuller into partnership, but later Mr. Fuller parted company with him and started business on his own account at the stand which the firm occupy to-day. So the business has not only had a continuous existence of fifty odd years, but like the Village Preacher, "never changed or wished to change its place." Mr. Fuller conducted the business alone for some years and in 1893 took W. C. Brine into partnership.

After Mr. Fuller's death the firm was re-organized with Mr. Brine at its head and W. H. Sterns and George Richards as partners. But death was to be busy still in this firm, for first Mr. Richards died, and then in September, 1903, Mr. Brine.

This once more necessitated a re-organization of the firm, and Mr. Sterns, who had been connected with the firm for twenty-five years, became its head, with H. G. Lawrence associated with him, and this is the way the firm stands to-day. Thus, while many changes have occurred in its personnel, the business goes on as before at the old stand and with the same time-honored name.

It is interesting to note that there is still on the staff of this company an employee who has rendered efficient service in their metal department for the past forty-seven years—Walter Waterman—and, although now somewhat advanced in years, is still as capable and energetic as ever. Another employee of long-time record was the late James Coughlan, who had been forty-five years in their service.

Mr. Lawrence, the junior member of the firm, so as to familiarize himself with their customers throughout the province, has on several occasions gone out on the road for the purpose of becoming acquainted with those with whom the firm did business, and this has helped matters in more ways than one.

Mr. Sterns, the senior member, is popular both in business circles and otherwise, and for a term he was the president of the Maritime Hardware Association, and at present he is on the executive.

The manager of the firm is Henry Bennett, who has been connected with the business for the past twenty years. He is thoroughly familiar with every branch of the business, and is considered among the trade to be one of the keenest buyers in the business.

When this firm first started out in business it made a specialty of handling milling and mining supplies, keeping everything required by these branches of industry in stock. Of late years the firm has been devoting considerable at-

tention to other lines, such as builders' hardware, contractors' supplies, and shelf hardware of all descriptions. Business as a result has developed very rapidly.

The firm some time ago completed one of the largest asbestos contracts ever handled in this province, when twelve miles of pipes at the Davison Lumber Co.'s plant at Springfield were covered with asbestos. The entire system of piping, from $\frac{1}{2}$ -inch to 12 inches in diameter, with fittings, also five boilers, and three super-heaters, were covered with asbestos.

The firm has a large staff of clerks, and keeps three travelers on the road. That good feeling exists between employer and employee is quite evident to those who have dealings with this firm.

This firm, although commencing business as it did when many of the important towns in the province were without even rail connection and customers had in many cases to drive by team upwards of a hundred miles or more in order to reach Halifax, continued to do business, keeping up with the varying business methods of the times and are to-day recognized as one of the leading and most up-to-date hardware houses in the Lower Provinces.

Amherst Foundry Co.

The Amherst Foundry Co., located in the thriving little city which is embodied in the firm name, has made great strides during the year. The stringency which seems to have been noticeable in other parts of the Dominion, did not touch the Maritimes, and the trade of this firm has been larger this year than ever before. Their celebrated Beaver brand of enamelware is sold widely in all parts of the Dominion. Their special lavatory is the "Eastern Beauty," and it suits the name. The firm is composed of practical men, including J. A. Crossman, J. A. Laws, William Knight, J. A. Black and C. A. Lusby, the latter being secretary-treasurer. During the past two years Mr. Lusby has been president of the Amherst Board of Trade, and he made a fine record for himself as a progressive head and keen worker for the interests of the place.

Nova Scotia Steel & Coal Company.

Canada, and especially the Maritime Provinces, have every reason to be proud of the Nova Scotia Steel & Coal Co., with head offices and works at New Glasgow, Sydney Mines, North Sydney and Wabana, Nfld. This is one of the country's pioneer industries and began almost with the Dominion. Together they have advanced to great proportions. This company have during the year completed their new forge building for the manufacture of car axles, which is an admirable addition to their plant at New Glasgow. They have been enabled to increase their output at diminished cost. They employ over 4,000 hands, and their pay roll amounts to close to \$200,000 each month, so that a fair idea may be gathered of the size of this business. They trade all over the world. During the summer about 200,000 tons of coal from their mines finds its way up the St. Lawrence. During the past year they paid a handsome dividend, and did not even notice that any stringency existed in the country. The general manager, Thomas Cantlie, has been in charge for five years, and has shown marked capacity. He is ably

assisted by a capable staff, and the possibilities before the company are exceedingly rosy.

The Halifax Hotel.

Life, generally speaking, is a sequence. The man who is wise at forty could not have been idle at twenty. So this applies somewhat to hotel life. Take, for instance, a house so well known as the Halifax Hotel, which has been running successfully for nearly half a century. It was always known as 'a first-class house.

There, then, is a cumulative consequence—a sequence of tradition and success in catering to high-class public needs. Coupled with its tradition and its memories of British embassies and Royalty who have been entertained, the development of modernism has given charm to what they themselves in the house call the oldest and yet the newest. All modern conveniences are in vogue and the comfort and convenience of the Halifax is remarkable. The "tone" of the house has never been lost and every guest knows that there is a life and a character about the house entirely its own. The idea of home likeness dominates and that after all is the charm about a hotel. Every department receives attention and every guest gets something for his money at the Halifax. Management has done wonders for the Halifax, even with all its past record. Every business man knows that a hotel is about as hard a proposition nowadays as can be tackled. (Yet E. L. Macdonald, the manager, has "made good" with the Halifax in every particular. The truth is all in the "know how" and "Mac," as he is familiarly known, seems to make everything count). Personal attention without pretension is what counts. The hotel is the home of leading travelers and a good word for the Halifax is heard at every turn.

Standard Printing Co.

The Standard Printing Co. is one of the oldest publishing houses in the historic county of Pictou. Located in New Glasgow, the most thriving centre of this district it has a fine constituency from which to draw support. Their circulation is the accumulation of nearly half a century and the memories and traditions that surround the paper now called the Standard are interesting and attractive. What is more noticeable now is that only recently the controlling editorial interest in the house was taken up by E. Geoffrey Stairs, son of E. Stairs, head of the Stairs, Son & Morrow house, of Halifax. His family connection with New Glasgow is truly historic, as it was right there at New Glasgow where his uncle, John F. Stairs, fought the early struggles of the Nova Scotia Steel & Coal Co. Young Stairs has never taken advantage of having been born with a silver spoon. He has slaved, practically speaking, in some of the biggest newspaper offices of Toronto, Montreal and larger American cities, so that he might know all the intricate "ins" and "outs" of big newspaper life. He has shown good sense in coming back to his native

Nova Scotia Steel and Coal Co.

Limited

MANUFACTURERS OF

BRIGHT COMPRESSED STEEL SHAFTING

From $\frac{3}{8}$ to 5 Inches in Diameter. Guaranteed Straight and True to within 1/500 of an Inch

Spring, Reeled Machinery, Tire, Toe Caulk. Sleigh Shoe, Angles, Special Sections and all Merchant Bar Steel. - Sheet Steel up to 48 inches wide.

RAILWAY AND ELECTRIC RAILWAY CAR AXLES FISH PLATES, SPIKES AND TRACK BOLTS

Tee Rails, 12, 18, 24, and 28 lbs. per yard

HEAVY FORGINGS A SPECIALTY

"SCOTIA" PIG IRON FOR FOUNDRY USE.

WORKS—TRENTON, N.S. AND SYDNEY MINES, N.S.

HEAD OFFICE - - NEW GLASGOW, NOVA SCOTIA

FURNESS LINES

WEEKLY SAILINGS BETWEEN

LONDON, G. B.
HALIFAX, N. S.

AND

ST. JOHN, N. B.

THE FAST HIGH CLASS STEAMSHIPS

S.S. "ST. JOHN CITY"

S.S. "RAPPAHANNOCK"

S.S. "KANAWHA"

S.S. "SHENANDOAH"

REGULAR FORTNIGHTLY SAILINGS BETWEEN

LIVERPOOL, G. B.
ST. JOHN'S, Nfld.

AND

HALIFAX, N. S.

THE FAST HIGH-CLASS CLYDE - BUILT STEAMSHIPS

S.S. "HALIFAX CITY," CAPT. ALLDRIDGE.

S.S. "EVANGELINE," CAPT. MOORSOM.

*S.S. "ULUNDA," CAPT. CHAMBERS

Will sail regularly between the above ports, taking both freight and passengers. This steamer has excellent accommodation for first-class Passengers, and carries a Stewardess. Through passengers can be booked by all lines. Through freight to all parts.

FOR RATES OF FREIGHT AND PASSAGE APPLY TO
FURNESS, WITHEY & CO., Limited, - AGENTS
UPPER WATER STREET, - HALIFAX, NOVA SCOTIA

ST. JOHN A COMMERCIAL CENTRE

Excellent Facilities for Shipping, Manufacturing and Distributing—The Winter Port Business Important—Retail Stores Modern in Equipment—Some Prominent Houses.

haunts where all the prestige of family and wealth and influence will back him in making a big success of the editorial end of the Standard. Since he took charge new life has sprung into its pages and the personality of the man has become identified with most of the larger movements in New Glasgow. A good public speaker, Mr. Stairs has at once stepped into prominence and there is no telling what may be in store for him. With not a single bad habit to his credit and the few years of much less than thirty in his favor, coupled with an indomitable energy, sound training and a good record, one may look for splendid things from the new editor of the Standard.

The I.C.R.'s Halifax Man.

As soon as a paragraph is written in the press about any railway man whose personality is widely known, a large number of small men rise up and say, "How much did it cost you?" etc. This very thought makes a reference to J. B. Lambkin, the assistant general passenger agent of the I.C.R., located at Halifax, almost a risk, because "Jim," as he is known from coast to coast and in many parts of the old world, never had to pay for any friendliness from the press. He earned it, and could always get more than he wanted. He didn't want this, but the road can benefit from a word about one of the best-liked railway men to be found anywhere. The I.C.R. is lucky in having such a man in charge of their fine, Hollis street offices. Jim Lambkin has made the place not only headquarters for information about the railway, but the city, and in short, the whole country. He has his staff trained as he was, for years in the finely managed C.P.R., to extend the glad hand of cordiality to everyone. Thousands of travellers from all parts of the world drop in to see their personal friend J. B., and it would be idle to say that Jim's host of personal friends would be an asset were it not that outstanding far and above that is his remarkable power to make friends always for the I.C.R. That would be an asset to any up-to-date railway. Whether it is looking after a private car, arranging tickets (through) as the railway men know it, for a large party, or giving personal supervision to sick travellers, peculiar people or foreigners, no matter where from, J. B. Lambkin is to use the vernacular, "Johnny on the spot." He is a general favorite in Halifax and possesses that rare quality of good fellowship combined with dignity and standing in the community. He is in the prime of life and has rare possibilities before him.

It is stated that a Canadian syndicate, headed by E. Hoffman, New York City, purposes building a railway from the American boundary to the southeast of Cardston, Alta., to Dawson City. The company which will be known as the Northern Empire Railway Company, are seeking permission to bond the railway to the extent of \$30,000 per mile. It is expected that preliminary surveys will be started at once.

A city that is fast coming to its own after many vicissitudes is St. John. Energetic business men, in a manufacturing and commercial way in their daily pursuits, have contributed yearly to its advancement and progress. As a winter seaport in Canada it has no equal, and is situated at the mouth of the St. John River, which is navigable for over one hundred miles, having many large tributaries. The beauty of its ever-varying scenery is famous throughout the whole inland water course.

The town in itself is located on an elevated peninsula with the harbor on one side and Courtney Bay on the other. From a health standpoint, St. John is one of the healthiest cities in Canada and is noted for its natural drainage, sanitary precautions and pure water, which cannot be said for many other cities in the Dominion. As regards climate, it is all that could be desired. Winters are only moderately cold and the summers are usually delightfully cool. United States tourists flock into this city by the thousands from the beginning to the end of an always lengthy summertime.

Manufacturing Facilities.

With reference to facilities for manufacturing, the City of St. John is in possession of land which is admirably suited for business and commercial purposes. Further, St. John is the terminus of two great railways, the Canadian Pacific and Intercolonial, also being the Atlantic winter port of the Dominion, it connects the city directly with Europe and the United States. There are also numerous iron, timber and coal-producing sections in the province, all of which add additional facilities to the advancement of the town in general.

Lumber and lumber products contribute one of St. John's chief industries, the town actually containing twelve sawmills.

Iron and metal work is also to the fore. A large rolling mill, a foundry, and some stove, furnace and heater factories are among the local industries. Two large machine shops and boiler works and an important wire nail concern are also located here.

Other industries, which have to do with the welfare and advancement of St. John in general are: Manufacturing of cotton goods, the pulp industry, lime quarries, fruit and produce trade, and the fishing industry.

Taking all in all, the wholesale trade of St. John is an important feature of its welfare and progress. Practically nearly all kinds of wholesale businesses are carried on here, among the most important of which are the grocery and general hardware trades.

Up-to-date facilities are particularly noticeable in St. John's retail sections. No other city in Canada of similar population is better furnished with retail conveniences. Full supplies of the choicest lines are always carried by the large grocery concerns, most of which have the necessary experience, enter-

prise and integrity necessary to carry on a successful business.

Union Foundry & Machine Works.

Formerly known as the Allan Foundry & Machine Works, the Union Foundry was purchased by the present company five years ago and during that time new and improved machinery has been installed and the works are now equipped to turn out marine work, mill work and general machine work as well as iron and brass castings for all purposes. Propellers made by this company are being adopted by harbor and river tugs through the provinces, and everywhere giving superior results. The manager George H. Waring, with his long and varied experience in all kinds of mechanical work, is known throughout all Eastern Canada, which fact gives the public confidence to place their business with this concern.

James Pender & Co.

It was in 1886 that the above enterprise was started and since then this firm has made St. John more widely known throughout the Dominion.

James Pender & Co., Limited, in 1902, succeeded the original house of James Pender & Co., established in 1886. The plant utilized in the industry contains a wire mill, cleaning house for cleaning the rods, rod storage warehouse and an engine and boiler room. A large two-storey building contains the annealing furnaces and wire straightening machines. Adjoining is the toe calk and horsenail warehouse, which connects with the office. The equipment of the works is of the very best character. The products of the firm consist of bright wire nails, coated wire nails, "Bull Dog" wire nails, "Acme" galvanized nails and staples, also, horsenails and toe calks, all these goods are sold throughout the Dominion.

Josiah Fowler & Co.

Josiah Fowler & Co. have been in business for nearly fifty years, and may also be quoted as a pioneer house of its kind in Canada. The firm dates its origin back to the year 1864 when it was established by Josiah Fowler. During recent years the firm has continued steadily to grow and expand and now manufactures axes, springs, axles, edge tools, car springs, etc., all of which are of standard quality and largely in demand with the trade throughout the country. Josiah Fowler & Co.'s full range of products in detail include chisels, carpenters' slicks, draw knives, adzes, axes, hammers, blacksmiths' sledges, axles, springs, etc. The gentlemen identified with the business are Josiah Fowler, president; A. D. Barbour, secretary-treasurer; and Blanchard Fowler, manager. All of the above gentlemen give their closest personal

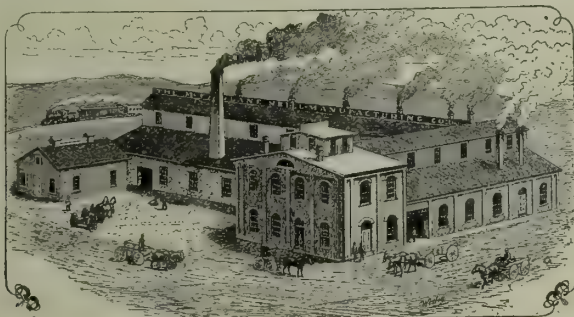
attention and supervision to ensure perfection of the output and economy of perfection.

Maritime Nail Co.

The above firm, manufacturers of nails and wire products, is entitled to be classed among the leading enterprises of the city as, within a comparatively short period, it has built up a reputation and a trade which is extended throughout the Dominion. This enterprise was established in 1894. The plant is contained in a number of buildings which altogether have a floor area of 50,000 square feet. Contained here is the wire, wirenail, horsenail and bale ties cutting departments. Altogether, this establishment may be said to be one of the most perfect and complete of its appointments in the country. The company are manufacturers of wire nails, making wire nails from a quarter-inch in length up to ten inches. They also make in wire products, hay wire, common wire, fence wire, tinmen's wire, oiled and annealed wire in all sizes and wire for binding pulp cut to all lengths. This enterprise, by the success which has attended its efforts, demonstrates the advantages which this city offers for the carrying on of manufacturing successfully here.

Macfarlane-Neill Manufacturing Co.

Among the representative industries of the Maritime Provinces is the well-known manufacturers of Boss lumbering



The Macfarlane-Neill Manufacturing Co.'s Works at St. Mary's, N.B.

tools, the Macfarlane Neill Mfg. Co., Ltd., Fredericton, N.B. This business was established away back in 1865 by Walter Macfarlane, and has developed from small beginnings to one of the largest and best equipped of its kind to be found anywhere. Located in the heart of one of the finest lumbering sections of the Dominion, it is natural that the wants of the lumberman should be easily studied and improvements made from year to year. There is not a line in lumbering tools that has escaped the attention of this firm and to-day the variety is amazing, including cant hook sockets forged in one piece, patent Boss cant hooks, old style peaveys, hog nose mill cant hooks, and a host of others impossible to detail. Handsome catalogues are issued and can be had for the asking.

Probably the greatest achievement of this company was to manufacture a cant hook light enough to be easily handled, yet strong enough to meet the strain. The Boss cant hook is forged of extra quality wrought iron, manufactured with

ARE YOU BUYERS

Or Sellers of

**Mill, Railroad, Mining
Foundry, Steamboat and
Builders' Supplies ?—**

If so please entrust your orders to us. We handle everything in this line. No order too large for the Companies we sell for. See editorial notice in this issue for details.

Estey & Co.,

Offices and Warehouse, 49 Dock St.,
ST. JOHN, N.B.

the best modern machinery and is said to be superior to any similar appliance made anywhere.

Eight years ago the company was re-organized and made a stock company, when M. A. Tweeddale was made manager, and J. A. Winslow president. Many new lines and improved lines have been added and modern methods have given additional "go" to the business, which is among the leaders in these

QUALITY COUNTS

"P-H Crown" Wrought Iron Pipe, made in sizes $\frac{1}{8}$ in. to 4 in. in Standard, also $\frac{1}{4}$ in. to 3 in. in X and XX Heavy—

Best in the World

"Sovereign" Hot Water and Steam Radiators, and **"Sovereign," "Western Junior," "Advance"** and **"Canadian"** Hot Water and Steam Boilers—

Buy Once, Buy Again

"Ontario" Brand Steel Castings, Basic Process, are

Second to None

Anything from 1 lb. to 10,000 lbs. per piece.

"P.M." Brand Horse Shoes, also Refined and Common Merchant Bar Iron, in Rounds, Squares and Flats, are

Sure to Please

"Toronto" Bolts, Nuts, Washers, Rivets, Lag Screws, etc.—

Best in the Market

"Jones" Make of Shovels, Spades and Scoops, the Standard of Canada for over half-a-century.

Prompt Shipments

H. G. ROGERS

St John, N. B.

**Selling Agent for the Maritime
Provinces**

Estey & Co.

This St. John firm is one of the oldest in the Maritime Provinces, and deal largely in the various articles required by mills, foundries, railroads, mines and steamboats.

In railroad supplies, steel rails and fittings, steel tires, car wheels, axles boiler and condenser tubes and jacket steel are among the heavier articles supplied, but there is hardly anything required by a steam or electric railway which they do not supply.

In mill supplies, rubber, leather, bal-

ata and cotton belting, steam packings, friction board, etc., are specialties.

In mining supplies, tool and drill steel, air drill hose, copper sheets and special mining tools.

In foundry supplies, pig iron, ferro silicon, metals of all kinds, black, galvanized and polished sheets for stoves and ranges, brass, copper and iron pipe, yellow metal and bronze in sheets and rods, steel and malleable castings, machine bolts, rivets, emery wheels, etc.

In structural steel, steel girders and columns, steel angles and channels, bridge rods, turnbuckles, steel twist and lug bars for concrete, steel shingles and ceilings and Portland cement. Also ornamental iron work, bank railings, elevator enclosures, etc.

In steamship and lumbermen's supplies, chain of all kinds, including special crane and dredge chain.

Steel shafting and pulleys for all purposes, are sold very largely by this firm.

Rubber goods of all kinds are handled largely by them. In fact, there is hardly anything made in steel, iron or brass or rubber which they do not supply.

Representing, as selling agents, the largest producers along their varied line, no order is too large for them to handle.

Rogers Manufacturing Agency.

Five years ago H. G. Rogers severed his connection with T. McAvity & Sons, St. John, in whose employ he had been for ten years previously, to enter the hardware commission business for himself, and starting with only two or three agencies he has succeeded by assiduous and energetic work, as well as by constant careful attention to business, in adding the names of some of the largest and most prominent manufacturers in Canada to his list.

The following are some of the principal houses Mr. Rogers represents in the Lower Provinces:

Page-Hersey Iron Tube and Lead Co., Guelph and Welland, manufacturers of wrought iron pipe, couplings and nipples.

Taylor-Forbes Co., Ltd., Guelph, hardware specialties, lawn mowers, "Sovereign" radiators, and hot water and steam boilers.

Toronto Bolt & Forging Co., Toronto.

Wortman & Ward Co., London, Ltd., manufacturers of pumps and fittings, "Daisy" barrel churns and washing machines.

D. F. Jones Mfg. Co., Gananoque, shovels, spades, scoops, etc.

Ontario Iron & Steel Co., Welland, manufacturers of steel castings.

Portland Rolling Mills, St. John, manufacturers of merchants bar iron and steel, tacks, small nails and railroad spikes.

Making headquarters at St. John, N. B., Mr. Rogers is well known throughout the three Maritime Provinces, and possessing a splendid connection, as well as holding, as he does, the confidence alike of both his customers and the houses he represents, continued success is assured him.

New Brunswick Wire Fence Co.

The New Brunswick Wire Fence Co., Moncton, N.B., report that during the

past year business has increased notably and another new wire-making machine has been added, thus equipping the plant second to none in the country. Every facility is afforded for turning out work at short notice and there is no end to the variety and beauty of designs for fences and gates. Some of the most unique styles have been made to order to suit customers, which have attracted widespread attention. The system inaugurated by this company, of building fences by contract has been most satisfactory. That is, they take your order at so much a rod and make and erect the fence.

The company's fine system of galvanizing has made many friends. The atmospheric conditions of the different parts of the country have their respective effects upon wire fencing and hence the imperative need of proper galvanizing for certain fences for certain spots. This secret has to be acquired by years of observation. High-priced carbon wires are often supplied to suit special cases. One can scarcely look at a well-kept garden or some charming residence without remarking the beauty of the fences and gates and other ornaments. Ninety per cent. of these in the provinces were erected by the company at Moncton. Not one particle of wood is used in these fences; they are made from steel posts, steel wire and steel clamps. The posts are set in stone, so that they are practically built for a lifetime. C. A. Murray, the president of the company, is one of the leading citizens of the province. The manager, A. C. Chapman, has long since proven his worth as a sterling, capable business man, who has the good will and respect of all who know him.

W. H. Thorne & Co.

One of the most important and oldest wholesale and retail hardware establishments of the city of St. John, is W. H. Thorne & Co. The origin of the firm dates back to the year 1867, when it was founded by W. H. Thorne. The firm now occupy a building, containing five floors, known as the upper building and another structure adjoining, known as the lower store, containing seven floors. This firm also use a four-storey warehouse on Water St. The energies of the house are devoted to the handling, both wholesale and retail, of everything comprised in the comprehensive term of hardware. Their trade extends through the Maritime Provinces and parts of Quebec. The house is in possession of the very best facilities for doing business, being in close touch with first hands and manufacturers in this country, the United States and Europe buying direct in every instance. For a period of over forty years the firm has been identified with the best interests of the city with facilities available and advantages to offer which have consolidated a business which has steadily advanced and which bids fair to yet further expand in the future.

McLean, Holt & Co.

One of the most important and old established enterprises of St. John, and one which has largely contributed, of late years, to the reputation of the city as a favorable manufacturing centre, is

that which was originally founded as long ago as 1880 by the firm of Abrams & Kerr. In 1895 the business was taken over by James McLean, who later associated himself with B. J. Holt, forming the firm of McLean & Holt. Some nine years ago James L. McAvity became a partner, and the title of the firm was changed to McLean, Holt & Co. A few years later James L. McAvity became sole proprietor, the original designation of the firm, however, being still retained. At the present time there is a plant on City Road, which consists of two foundries. New premises on Albion St. include a foundry and fitting shop, office and ware-rooms, pattern shops and plating rooms. In addition to the above, the firm have also a store at 155 Union St. for the transaction of the local trade. This house manufactures all kinds of gray iron railway castings. They also turn out all the steel back brake shoes for all the Canadian work for the American Brake Shoe & Foundry Co., of the United States. A specialty of McLean, Holt & Co. is their "Glenwood" stoves, ranges, furnaces and heaters. Mr. McAvity, the present proprietor, possesses every experience and gives to the details of his industry his closest attention and supervision.

OUR REPRESENTATIVE COMPLIMENTED.

The following paragraph from a recent issue of the New Glasgow (N.S.) Standard, gives an idea of how one of the MacLean Company's representatives at the Maritime Board of Trade Convention is regarded in the Eastern Provinces:

"Charles D. Cliffe, of Montreal, of the MacLean Publishing Company, publishers of Hardware and Metal and the Canadian Grocer, as well as a number of other trade journals, was a welcome visitor to the Standard's office. His mission in the Maritime Provinces is to get information for special articles in the above journals in connection with the meeting of the Maritime Board of Trade in Halifax next week. Mr. Cliffe will also report the meetings for these papers.

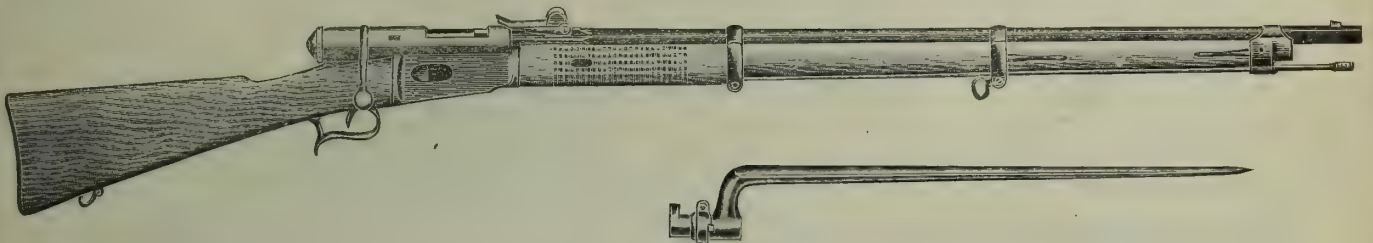
"Mr. Cliffe is the Montreal Editor of Printer and Publisher, perhaps the most interesting of all the MacLean Company's papers to the newspaper men of Canada. He looks after all matters about the press of the Maritime Provinces, and we respectfully request Colonel MacLean to make it possible for Mr. Cliffe to be present at the meetings of the Nova Scotia Press Association at Sydney, Sept. 16. He stayed at the Vendome.

"The commercial interests of the Lower Provinces owe a great deal to the MacLean Publishing Company for their willingness to devote very considerable attention to the trade questions of this section of Canada; and also to a man of Mr. Cliffe's caliber, who can adequately size up conditions here and properly present their claims in a manner commensurate with their worth."

How Many Can You Sell ?

Here is a chance to make money such as you will seldom get, and you should take hold of it with energy.

We have bought 14,000 Swiss Army Rifles. They are repeating rifles, holding 12 cartridges, .41 calibre, in the magazine and one in the chamber. The action is the reliable military



bolt type, and works quickly and smoothly. The barrel is rifled and is sighted for long ranges. The front sight is open and the rear sight adjustable for elevation. A bayonet is provided with each rifle, and is attractive for decorative purposes.

Though these rifles are not new, each is **guaranteed perfect**, and exactly as described.

You should make up your mind to sell **at least 100** of these rifles this Fall. Your **profit** should be **three or four hundred dollars**. Our prices will let you do this :

In cases of 20, \$2.00 each. No charge for packing
In lots of less than 20, \$2.50 each. Packing charged for.

Place your order for these now and secure the greatest money-maker of the year.

Samples can be seen at the addresses below and in the hands of our travellers.

Gaverhill Searmont & Co

Wholesale Distributors

MONTREAL and WINNIPEG

Window and Interior Display

BOAT CONSTRUCTED OF HARDWARE.

S. S. Wetmore, who has won fame for himself and his employer, A. M. Bell, Halifax, for his novel window displays, recently constructed a window showing one of the "All-Red Line" of steamers sailing past a lighthouse on the coast line. The exhibit was part of an "Everything for the June Bride's Kitchen" display, the idea being to bring to the front tinware and kitchen utensils of various kinds.

Only the boat is shown in the illustration, the photo of the window having been a failure. The picture gives a good idea, however, of the construction of the boat, which, by the way, is being reproduced by Mr. Wetmore in another special display during the Halifax Exhibition. The boat was constructed entirely of hardware and tinware wired together, nothing being defaced but two patty pans.

The steamer, which was the main feature of the display, was eleven feet in length, with a beam of 2½ feet, the hull being constructed of 5-ft. crosscut saws, and the balance of kitchen utensils, the total number of pieces used being 402. It had all modern appliances, such as engineers' signals, searchlight, life-raft, winches, etc. Lying near starboard quarter was a coal lighter, 5 feet long, also built of saws and tinware, showing cargo of coal, derrick and blocks, while at the rear of the steamer was situated the premises and pier of the "to-be All-Red Steamship Line," constructed of washboards, tin and enamelware, on which are shown bulletins regarding distance, time used in crossing, and other advantages of the much-talked-of line between Halifax and Blacksod.

Off the port bow was seen a modern-type lighthouse 7 feet high, having a

fog whistle attachment and being situated in a reef of rocks of alum borax. To the right of the lighthouse was placed the cannon, constructed of tea canisters, egg shakers, etc., with swivel attachment for changing position of guns.

The hull of the boat was built of crosscut, tree, ice and brick saws,

winches of wringer rolls, cookey cutters, sliding door rollers, light towers of tea canisters, cake pan, enamel funnel for roofs, mouse trap for light board, saloon of cake closets, upper deck of stove boards, supports of tack hammers, wheel-house of a cake box, rat traps for doors, kettle covering for ports, curtain rods for rail, engineer



The Sumner Company's Fine Store Building at Moncton, N.B.



Boat Constructed of Hardware for Window Display by S. S. Wetmore, Halifax.

signals of glass lemon squeezers and cage spring for handles, binnacle of glass lamp top, door stop for base, tunnel of 7-inch stovepipe, steam pipe of fuse tubes, steam whistle of biscuit cutters, dovets of coil door spring bent to shape, life-raft of rat trap deck, candles as cylinders, steering wheel of pipe collars, clothespins for spokes, patty pans for hubs, overhang for steam of enamel sink baskets, beneath round roasting pan, stanchions of clothespins and stair rods for the rails.

Altogether the display was made up of 652 different articles, as follows:

Steamer	402
Lighter	57
Premises	93
Lighthouse	77
Cannon	23

Total 652

FINE STORE AT MONCTON.

The Maritime Provinces have some splendid hardware stores, one of these being that of Sumner & Co., Moncton a reproduction of whose store is shown

in the accompanying illustration. A large wall of shelf boxes, with a second wall of shelf goods provide space for carrying a large stock, the firm doing both wholesale and retail business. As will be seen their retail store has a very cleanly and attractive appearance, the large case of silverware and cut glass adding materially to the store's attractiveness for women customers. The elevated office, cash carrier system, etc., also help to improve the appearance.

HARDWARE TRADE GOSSIP.

Ontario.

Major J. A. W. Allen hardware merchant, Newmarket, was in Toronto this week.

G. W. Beach's hardware store at Athens, near Brockville, was burglarized Tuesday night and some firearms stolen.

Wm. Vallance, president of Wood, Vallance & Co., Hamilton, returned on

Lee's "merry widow" is made of a big basket and the brim of coils of garden hose, trimmings of feather dusters, oil cans and goodness knows what not, while Mr. Worsell's "merry widow" consists of a coil of rope trimmed with lamp wick and a variety of other articles usually sold in a hardware store.

Quebec.

The assets of E. Archambault & Co., hardwaremen, Montreal, have been sold.

J. M. Robertson, of Jas. Robertson Co., Montreal, has been on a trip to the Maritime Provinces.

J. S. McLernon, of John Round & Son, Montreal, has been on a visit to the Maritime Provinces.

M. J. McLaughlin, of the United States Steel Products Export Co., Montreal, is on a business trip in the West.

Caverhill, Learmont & Co., Montreal and Winnipeg, are offering to the trade a genuine repeating sporting rifle at a price much lower than the common single shot rifle. This weapon has a 32-inch army steel barrel, with walnut stock

provement is general. I think we will keep on gaining all the time from this date onward." Judge Gary said that they had no amalgamations of steel undertakings in view likely to affect industries established in Canada. Although the corporation was looking for more trade, it was not increasing its responsibilities at the present time.

Western Canada.

W. G. McKenzie, hardware merchant, North Portal, Sask., is dead.

G. W. Johnson, Winnipeg, has sold his hardware business to Moore & Son.

Geo. Mulligan, Vancouver, has sold his hardware business to McBride & Co.

The Lundy-McLeod Co., hardware dealers, Edmonton, is succeeded by Lundy & McLeod, W. D. Smith retiring from the concern.

DOWN TO BUSINESS AGAIN.

Rice Lewis & Son, Toronto, have established offices on the second floor of



Interior View of the Sumner Company's Fine Hardware Store at Moncton, N.B.

Friday last from a six weeks' trip to the Pacific Coast.

Thomas Birkett, wholesale hardware merchant, Ottawa, has been nominated as one of the Conservative candidates for the Dominion House for Ottawa City.

Wm. Brooks, of Brooks, Sanford & Co., Toronto, returned this week from a two months' holiday trip to California, coming back by way of British Columbia.

E. Holt Gurney, sales manager of the Gurney Foundry Co., Toronto, leaves next Tuesday for Winnipeg, and before returning will interview a minister and take a honeymoon trip. Congratulations are in order.

Both J. H. Worsell & Son and C. C. Lee, hardware firms of Goderich, had very clever representations of the "merry widow" hat wrought out of materials not usually made use of in a milliner's shop. The crown of C. C.

while the magazine holds 12 shots, and with one in the barrel makes 13 shots in all. The rifle has a bolt action, and is sold complete, with a fine steel bayonet. The calibre is .41. The firm also keeps the cartridges to suit this rifle.

Judge Gary, president of the United States Steel Corporation, is in Montreal on a short holiday trip, and in the course of an interview said that the industrial situation in the United States was improving. He anticipated that the betterment would continue during the fall as the result of the fine crops that are now being harvested all over North America. "We are now doing better," he said, "than we have done during any part of this year, and when we, who have our fingers on the pulse of hundreds of distinct and separate manufacturing industries, and are in touch with thousands of large firms doing business both wholesale and retail, experience a revival not at one point, but at many, it may be accepted that the im-

their wholesale warehouse on Victoria Street, which was undamaged by last week's fire, and business is going on as usual in their jobbing trade. The retail department is, of course, closed pending the renovation of the store and the adjustment of the fire losses.

TRAVELERS' HOTEL IN OTTAWA.

Commercial travelers visiting Ottawa these days are going in larger number than ever to the new Hotel Cecil. The boys find every modern convenience at this hotel and are delighted with the excellent cuisine and prompt service. Walter B. Walby, the proprietor, has been 18 years in the hotel business and has always found the "Knight of the Grip" the best patron of any high-class hotel. For that reason he has, since the opening of the Hotel Cecil, catered particularly to the commercial travelers of the country.—Advt.

HARDWARE^A_N METAL

Established

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JOHN BAYNE MACLEAN - President

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MARITIME BOARD AND C. P. R.

The annual convention of the Maritime Board of Trade, one of the most important meetings of the year in regard to business in the Maritime Provinces, met at Halifax on August 19, 20 and 21, and is reported in detail elsewhere in this issue. The Maritime Board of Trade is composed of representatives of local boards of trade from New Brunswick, Nova Scotia and Prince Edward Island, and as such comprises a body of able and energetic business men, eager for the progress of their own town and province and at the same time of the Dominion of Canada, as can well be gathered together. The work done by the board in past years has been of material influence in developing the resources of the Maritime Provinces in many lines, and the greater part of the resolutions passed by the board have received considerable attention in Parliament.

This year the question of transportation received a great deal of attention and discussion was directed principally to the question of giving running rights over the I.C.R. to the C.P.R., the matter being introduced in a resolution favoring the change brought in by the Halifax Board of Trade.

The resolution engendered some little difference in the convention, as was per-

fectly natural when the circumstances are considered. Halifax's desire for the change embodied in the resolution is perfectly reasonable. The city at present is dependent on the one line, and this line beset by numerous well understood difficulties which greatly hinder its collecting and carrying trade. Another line and particularly the C.P.R., would be of inestimable value to the city and would undoubtedly largely increase its importance as a commercial and shipping centre.

St. John, on the other hand, from which city the opposition to the resolution chiefly came, is already in possession of the short line of the C.P.R. with its consequent advantages and naturally is not anxious to see a change which would tend to carry a vast amount of traffic from St. John to Halifax harbor. If that company had running rights over the Intercolonial, it could send short line trains from St. John via Moncton to Halifax, or, when the Quebec bridge is built, it could use the whole length of the Intercolonial system from Levis to Halifax. In fact, it could turn its cars upon the Intercolonial at the latter's Montreal terminus, and thus use the Government line from beginning to end. Halifax would be willing to have all ways open. But St. John cannot be expected to be very cordial towards a change that would contribute to the building up of a rival seaport, and that would enable traffic to be carried past its own door.

The objection raised by the New Brunswick delegates at the convention was that the proposed change would be fatal to the future of the I.C.R. This is certainly a question that deserves deep consideration, but it seems to have been made more of than was deserving at the convention and the real point of issue scarcely came out in the discussion.

The resolution was finally carried by a majority of 28, on a vote of 76, and this may be taken to pretty well represent the consensus of feeling regarding the matter in the three provinces represented.

IMPORT TRADE BETTER.

The import trade at the port of Montreal has taken a turn for the better, and after falling behind each month the returns for last year, is showing signs of finishing the balance of the season at a favorable comparison with the same period of 1907. This improvement is especially important, when it is remem-

bered that it does not represent the trade conditions of the city of Montreal alone. It represents practically the whole of the Dominion. What happens to the Dominion happens to the port, because the inward and outward trade through the port is such a large proportion of the whole foreign trading of the country, and the returns can be said to be a good gauge of the prosperity of the land. Therefore when Montreal shows an improvement in exports, the whole country is sharing in the general gain.

At present the increased activity is in all lines, so that the improvement may be considered general. It is anticipated that as the revenue collected in Montreal has not fallen below a million a month, the total collections will amount to \$14,000,000, which is about the same figure as was the total for 1906. As last year was an abnormal one, this tie with 1906 is very satisfactory. It must not be forgotten that the season opened up with disadvantages that 1906, or the following year, did not have to contend with, and in addition there has been restricted buying all the way through. When consumers have been frightened, it is a tedious matter to make them regain their confidence again. The fact, therefore, that despite the general restriction in buying the present year is equal to 1906, is a matter for general congratulation, and an object lesson to those who were unaware, or who have forgotten in their extreme timidity, the real solid strength of Canadian trade.

The improvement now showing in the import trade is reflected in the stimulation in the consuming demand that the home industries are feeling in every direction, the industrial activity is greater, while orders going through the wholesale firms are assuming larger proportions every day. Consumers who have been economizing, are now commencing to spend more freely, and in their turn dealers are booking ahead more liberally. The demand generally is improving, and the increase in the customs collections for Montreal is but one indication of a general return to natural conditions.

GYPSUM INDUSTRY OF NOVA SCOTIA.

The gypsum deposits of Nova Scotia are one of that province's large assets. During the year 1907 the quantity of gypsum quarried was 332,345 gross tons. With the exception of a few thousand tons calcined and manufactured into plaster in the province, the whole of this output was exported to the United States.

The value of crude gypsum to the Nova Scotian operators is about one dollar per ton. It is shipped to the various points in the United States, where a duty of 50 cents per ton is imposed. The manufactured product is sent back to Canada, where it pays a duty of 12½ cents per ton.

Were all the gypsum produced in Nova Scotia calcined and manufactured before exportation the province would gain con-

siderably more than one million dollars per annum.

This statement is strengthened by the fact that Nova Scotia and New Brunswick supply all but a fraction of the gypsum imported by the United States.

The analogy between the gypsum of Nova Scotia and the copper and nickel of Ontario is complete. Both provinces are losing millions annually by exporting raw material instead of finished products.

ATTEND THE TORONTO EXHIBITION

Every hardware, stove and tinware dealer within a radius of a hundred miles of Toronto should make it a point to spend a day or two at the Toronto Exhibition.

Cheap rates may be obtained on railroads, and for an expenditure of five or ten dollars any dealer can get ideas which will be worth a hundred dollars or probably a good deal more during the coming year.

The list of exhibitors shows nearly one hundred firms exhibiting lines in which readers of Hardware and Metal are interested. Where else can they get an opportunity of having a hundred manufacturers give a practical demonstration of the merits of the particular lines manufactured?

The wide awake dealer will watch these exhibitors demonstrating their goods to the general public, and will get one of the best possible lessons in salesmanship. He will store up in his mind selling pointers brought out by different firms which he will be able to draw upon for the next twelve months.

Merchants will be helped then in two ways by attending the Toronto Exhibition. They will meet and talk with some of the best salesmen in Canada, men who are calling on the best hardware dealers from coast to coast, and who will esteem it a pleasure to have the opportunity of telling of plans dealers in various parts of Canada have adopted for increasing their sales in their particular line.

Of course, circulars are printed describing these improvements from time to time, but this is not to be compared with seeing and handling the actual goods, and not only judging for yourself the advantage of these improvements, but seeing the effect they have on the general public. And this opportunity of watching just what goods attract and hold the public is in itself an education for does not the retailer's success depend largely on his ability to size up what the people want? In most cases merchants have to buy goods before they have a real opportunity of judging what effect they will produce on your customers, but here the situation is reversed and he can note the interest any particular line arouses before placing an order.

There is still another way in which a trip to the Exhibition would benefit readers, that is by calling on Hardware and Metal staff and you will learn of a dozen different ways in which we can help you that you had never thought of before. We want you to come and see

how your paper is published, and probably we will get more ideas from you than you will from us.

Make your headquarters at the MacLean Publishing Company's office, 10 Front St. East. Have your mail addressed here, meet your friends here and feel that we are anxious to be of any assistance we can to you.

Who Will Exhibit.

Stove Building—Burrows, Stewart & Milne, Hamilton; Bowman Gas Range Mfg. Co., Toronto; Bowes, Jamieson & Co., Hamilton; Canada Malleable & Steel Range Co., Toronto; Clare Bros. & Co., Toronto; Canadian Heating & Ventilating Co., Owen Sound; Doherty Mfg. Co., Sarnia; Detroit Stove Works, Toronto; Gurney-Tilden Co., Hamilton; Guelph Stove Co., Guelph; Gurney Foundry Co., Toronto; Joy Mfg. Co., Toronto; Moore, D., Company, Toronto; Moffat Stove Company, Weston; Pease Foundry Co., Toronto.

Implement and Process Building.—Aylmer Pump & Scale Co., Aylmer; Amherst Foundry Co., Toronto; Bowser, S. F. & Co., Toronto; Berlin Woodenware Co., Berlin; Bird, J. A. & W. & Co., Boston, Mass.; Brantford Cordage Co., Brantford; Ben Hur Mfg. Co., Hamilton; Berlin Art Glass Co., Berlin; Brantford Roofing Co., Brantford; Carborundum Company, Niagara Falls; Chestnut Canoe Company, Fredericton, N.B.; Canada Metal Co., Toronto; Dominion Cartridge Co., Montreal; Dominion Sewer Pipe Company, Swansea; Dennis Wire & Iron Works, London; Lehigh Portland Cement Co., Buffalo; Loudon Machinery Co., Guelph; Martin-Senour Co., Montreal; Macdonald Mfg. Co., Toronto; Montreal Rolling Mills, Montreal; Ontario Wind Engine & Pump Co., Toronto; Pittsburg Perfect Fence Co., Hamilton; James Robertson Company, Toronto; Rice Lewis & Son, Toronto; Ruud Mfg. Co., Toronto; Standard Paint Co., Montreal; Star Iron Company, Montreal; Shurley & Dietrich, Galt; Stratford Mfg. Co., Stratford; J. N. Tallman & Sons, Hamilton; Union Standard Furnace Co., Toronto; Wettlaufer Bros., Mitchell; Hobbs Mfg. Co., Toronto; Hobbs Hardware Co., Toronto; Jones Bros. & Co., Toronto; Jones Register Co., Toronto.

Manufacturers' and Liberal Arts Building.—Boxer Company, Reg. N., Toronto; Carter-Crume Co., Toronto; Copeland-Chatterson-Crain Co., Toronto; Canadian Rubber Co., Toronto; Dunlop Tire & Rubber Co., Toronto; Gowans,

Kent & Co., Toronto; Toronto Show Case Co., Toronto; Metallic Roofing Co., Toronto; E. W. Gillett Co., Toronto; Oneida Community, Niagara Falls.

Machinery Hall.—Canadian Ornamental Iron Co., Toronto; Philip Carey Mfg. Co., Toronto; Dominion Belting Co., Hamilton; Dodge Mfg. Co., Toronto; James Morrison Brass Mfg. Co., Toronto.

Manufacturers' Annex.—Gillette Safety Razor Co., Montreal; Nineteen Hundred Washer Co., Toronto; Nickel Plate Stove Polish Co., Chicago; Snap Company, Montreal; White, Ehrhardt & Co., Toronto.

Transportation Building.—Canada Cycle & Motor Co., Toronto; International Varnish Co., Toronto; Guelph Carriage Top Co., Guelph.

On the Grounds.—F. W. Bird & Son, Hamilton; Dominion Wrought Iron Wheel Co., Orillia; Eureka Planter Co., Woodstock; Steel Trough & Machine Company, Tweed.

Seen on the Grounds.

The Oneida Community, Niagara Falls, have a fine exhibit of traps in Manufacturers' Building.

The Aylmer Pump & Scale Co., Aylmer, are exhibiting for the first time in the Process & Implement Building.

S. F. Bowser & Co., Toronto, have greatly enlarged their exhibit and now occupy space in centre of Process Building.

Dominion Cartridge Co., Montreal, have an exhibit in the Process and Implement Building.

The Martin Senour Co., Montreal, have secured space in the Process and Implement Building, and will show a full line of their paints and will also have on hand some of the attractive and elaborate literature which they get out for the assistance of dealers handling "100 per cent. Pure" line of paints.

The Stratford Manufacturing Co., Stratford, are taking advantage of the Exhibition to introduce to the trade and general public their line of lawn swings, etc. Quite a number of dealers have stocked this line during the last year and have found it a profitable one. All hardware dealers attending the Exhibition will be interested in seeing this exhibit and having a chat with the manager, who will be glad to show the trade just what there is in it for the dealer.

International Varnish Co., Toronto, have an exhibit in the Process & Implement Building.

The Hobbs Manufacturing Co., London, are exhibiting at both the Toronto Exhibition and the London Western Fair, and are anxious to have their friends call at their exhibits.

The Capewell Horse Nail Co., Toronto, have sent out invitations inviting their customers to visit their booth in the Process Building, and intimate that they will have some souvenirs to distribute.

The Montreal Rolling Mills will also have an exhibit in the Process Building and will distribute some valuable souvenirs to hardwaremen who call on them.

Hardware and Metal Markets

(For detailed prices see Current Market Quotations, page 70.)

MARKETS IN BRIEF.

Montreal.

Tin—Unchanged.
Copper—Same quotation.
Lead—Firm.
Spelter—No change.
Pig Iron—Steady.
Turpentine—Cut of 1c.

Toronto.

Turpentine—Lower.
Linseed Oil—Unsteady.
Tin—\$1 lower.
Lead—Firm.
Marlin Rifles—Net price list issued.

MONTREAL HARDWARE MARKETS

Montreal, Aug. 28.—Trade has improved considerably this week, and there is also an encouraging increase in bulk generally. Orders have by no means assumed the individual proportions that jobbers were accustomed to last year, neither is the booking so advanced, but the improvement in trade conditions which is so unmistakably showing itself should soon rectify this. In any case what the orders have lost in quantity, they have largely made up in numbers. The buying caution that has been created by adverse circumstances is hard to overcome. Time can alone accomplish it. Still the fact that orders are now assuming larger proportions shows that dealers have regained, or are regaining, confidence. A record harvest is assured and the realty market—the best of barometers as to trade conditions—is showing greater activity. There is increased inquiry from investors for revenue producing properties, and real estate men are very optimistic in consequence. With money more easily obtained, building construction should this fall make up much of the leeway lost over the whole year. So far as the city of Montreal is concerned there is no doubt as to the improvement in business, and the strength of the port returns indicate how much better trade conditions are in the country generally.

Bookings for fall lines are moving more briskly, and there are indications that the pace will be accelerated very shortly. Additional lines are day by day being added to the list of orders, and the full fall requirements of the trade should shortly be moving. Lamp burners, lanterns, cow ties have been in better demand while snow shovels and weather strips are commencing to move for future delivery. There is now a better call for household utensils, while the stove demand is in good swing. Prices generally are unchanged, but copper goods are much firmer, and possibly there will be an advance if the metal continues to strengthen.

Travelers report prospects as being exceedingly bright in the East but the West is still indefinite. Still there

is every reason, with the magnificent crop now being safely cut, that the consuming demand will make itself felt in no light way, especially when the farmers realize that with their barns full, most of their anxiety for the future is over for the time being. The demand from the Maritime Provinces has all along been good, and at present rifles and ammunition are in great request there.

BUILDERS' HARDWARE — With money more easily obtained, and increasing activity in the realty market, there seems good prospects for a strong fall building season. Estate men are decidedly cheerful over the indications of more active dealings, and this is a hopeful sign for those interested in building operations. At any rate so far as Montreal and district are concerned there is apparently no fear of the demand for hardware falling off. There has been an improvement in the demand this week, especially in lock sets, escutcheons, knobs, bolts and butts.

SPORTING GOODS—Guns, shot, and powder continue to move strongly especially in the direction of the Maritime Provinces. Booking has started in toboggans, skates, hockey sticks and snowshoes for future delivery, but as yet it has no strength. Wads, primers, and hunting knives continue in steady demand.

HOUSEHOLD UTENSILS—With the commencement of the exodus from the country and seashore, household utensils are commencing to move with more vigor. Houses are being opened up and consequently mops, mop wringers, carpet sweepers, are in demand. Pots, pans, food choppers, sad irons and tinware are also moving better.

STOVES AND RANGES—The demand generally is very good, especially for the best class of article. Dealers seem to be pushing stoves and ranges more than they did, evidently recognizing that they are more profitable to sell than many have hitherto believed. To neglect such a good department as the stove and range one, is a great mistake. Stove boards, stove pipes, and stove elbows are also going well.

RAILROAD SUPPLIES — Railroad supplies are feeling the effect of the increased construction work going on. Some fair orders have been placed for hammers, picks and blasting powder. Small tools keep in steady demand.

BOLTS AND NUTS—Bolts and nuts are in fair demand at unchanged prices. The bulk moving seems to be getting heavier. Nails are also in good request at unchanged prices.

FALL LINES—Snow shovels and weather strips are commencing to move for future delivery. Sleigh bells are also in better demand. Lamp burners, lanterns, coal hods, curry combs, cow ties and halters are in fair call but

the orders are on the light side.

ENAMELWARE—Enamelware is in better shape and some good orders have been received. With the finish of the vacation season, these lines will receive a stimulation. The Northwest is also a stronger buyer, and orders for general assorted lines are becoming heavier.

SCREWS—The demand continues fair for all sizes. Discounts are maintained at 85 and 10 off for flat head, bright; 80 and 10 off for round head, bright; 75 and 10 for flat head brass, and 70 and 10 for round head brass.

TORONTO HARDWARE MARKETS.

Toronto, Aug. 27.—Trade is showing a steady betterment and travelers are finding it easier to secure orders both for present and fall delivery. Sorting is being done in larger quantities, and dealers are more willing to specify the goods they want for the fall and early winter trade. Consequently, halters, cow ties, horse blankets and similar lines are selling freely, while axes, snowshoes, sleigh bells, skates, lanterns, lamp burners, etc., are included in most orders and help to swell the volume of business going on jobbers' books. Ammunition is decidedly active and guns and rifles are beginning to show a movement.

BUILDERS' HARDWARE—A better demand is noticed for general building supplies, such as building paper, nails, lock sets, etc., many buildings in course of construction nearing completion, while many new structures are in course of erection. Builders are careful and speculation is being avoided, but many with ready cash available are taking advantage of the fact that laborers are willing to render more service for their wages than when building was more brisk and jobs more numerous. These buildings are helping to keep trade active, and, speaking generally, a high-class of hardware is called for.

HOUSEHOLD GOODS — Carpet sweepers, washing machines, mop wringers, etc., are commencing to sell to people who are moving back from the summer resorts on account of the recent cool weather. Kitchen enamelware is also selling freely with some preserving articles still selling. Lamps, chimneys and burners are other lines coming into demand on account of the shortening daylight. Coal oil heaters, gas fixtures, etc., should also be moving soon.

FALL GOODS—Farmers are beginning to buy lanterns, sleigh bells, horse blankets, halters, cow ties, curry combs and goods of that class, while lumbermen's supplies, axes, cant hooks, etc., are being stocked by dealers. Lumbering, during the coming winter, according to general report, however, will be along conservative lines.

SPORTING GOODS—A change has been made by the Marlin Firearms Company, they having issued on August 20 a special net price list for Canadian deal-

ers, showing some very favorable selling prices. Model 1893, for instance, is quoted at \$17.71, with octagon barrel and \$18.99 with half octagon barrel. Ammunition is selling briskly, with guns and rifles in increasing demand. Skates are being specified more freely.

HEAVY GOODS—A good trade is being done in nails, screws, bolts and nuts, with stocks plentiful. Iron and sheet metals are also selling satisfactorily for this season.

TORONTO METAL MARKETS.

Toronto, August 28.—Practically the same conditions which prevailed a week ago are ruling the market to-day. Early in the week all the metals with the exception of iron were very irregular, perhaps more so than has been the case since the beginning of the month. Towards the close of the week, however, prices firmed up again. Tin took a big drop, but revived in a few days. Lead has gradually been improving; and copper remained quiet, owing to the speculative element. Although the market has been off color, satisfactory business has been done, and metal men are not so very much disappointed at the turn of affairs.

It seems to be a foregone conclusion that there will be no great revival of trade this fall, but rather that the improvement will be gradual. No heavy orders are expected now before next February or March. The Presidential elections are blamed for this in the United States, and apparently there is a sympathetic market feeling throughout Canada.

PIG IRON—More active business is being done locally, and prices appear to be advancing. This does not mean that there is a boom on, or even that there is one in sight. But it does mean that a metal which has been almost dead is able to sit up and take nourishment. Quotations are the same as last week: \$18.75 for No. 2, Canadian Foundry, and \$20.25 for Middlesboro No. 3, Summerlee No. 2 and Cleveland No. 1. The New England States appear to be doing the buying in structural material just now, and a very interesting feature in the steel line is the fact that the railways are inquiring about new cars. Some 20,000 are expected to be ordered by various lines before the end of the year. Iron ore sales are slow and a number of boats are held up at Cleveland and Detroit owing to lack of business. Wire is active, and, in fact, nearly all manufactured lines are good. Canada made during the first half of this year 307,062 tons of pig iron, against 311,046 tons in the second half of last year, and 270,100 tons in the first half. Though there is a very sympathetic feeling throughout the metal world, Canada appears to be in a class by itself. The pig iron industry here is growing, and appears to be growing rapidly.

TIN—Lower at \$32 to \$34 is this metal. Early in the week tin was very irregular, but the past few days it has been firming up again. Pretty active business is being done locally. The pros-

pect is fair for future business. The output of tin last year was less than in 1906, the world's production amounting to \$113,000 tons. Southeastern Asia, of course, supplied the greatest amount, nearly 80,000 tons. America contributed 18,000, and Australia, Europe and Africa the remainder. The Banka sales will increase the quantities offering at each sale about 100 tons each during next year. Present sales in the East have been free, but London operations have been only moderate.

COPPER—Quiet, but firm, at last week's quotations is the copper situation this week. Prices are 14 $\frac{1}{4}$ c to 14 $\frac{1}{2}$ c. Speculation in the primary markets seems to have taken the interest out of the metal. American consumption continues to improve, and the New England manufacturers have placed some good orders for immediate delivery. The copper output for the first half of the year, so far, at least, as Canada and the United States are concerned, was just about double the consumption. Europe imported heavily, but if demand increases on this side of the ocean and prices go up, no doubt a great deal of this stock will be brought back to America.

LEAD—Probably the only metal which has held its own is lead, which has remained unchanged in price from last week.

OLD MATERIALS—Stocks accumulating, with orders rather small, covers this line. Prices are unchanged from a week ago: Heavy copper and wire are 11c; light copper, 9 $\frac{3}{4}$ c; heavy red brass, 10c; heavy yellow brass, 8 $\frac{1}{2}$ c; light brass, 6c; heavy lead, 2 $\frac{3}{4}$ c; zinc, 3c; No. 1 wrought iron, \$9; stove iron, \$10.50; machinery cast iron, \$13.50; rubber 6 $\frac{1}{2}$ c.

MONTREAL METAL MARKET.

Montreal, Aug. 28.—Despite fluctuations in the primary markets, local quotations are unchanged, and with trade showing steady improvement, although the increase may not be great from day to day; the home markets are at present very firm. They are undoubtedly in good shape for the long-anticipated fall revival, and it is to be hoped that this revival, if it is coming at all, will not be long delayed. There is no reason why metals, in common with other products, should not now commence to show signs of stronger business activity. The necessity for conservative buying no longer really exists. Apart from a want of confidence, there is no reason why merchants should not buy with the liberality they used to do. Commercial conditions do not warrant the caution that has been, and is now, observed. It tends to check the very development that users of metals wish to see in operation.

A re-action is not wanted now in the primary markets if only for its effect on the home situation. With inquiries pointing to heavier trade, and a much greater amount of confidence in the future, prospects here are extremely favorable. It would be a great pity if the weakness of the primary markets interfered with this progress. A strong rally in the domestic demand in Europe and

the States would help things immensely.

PIG IRON—Conditions in the States continue to improve. Buying is certainly on the mend, and cutting by independent interests is therefore not so noticeable. The improvement is gradual, but what is better it shows signs of strength and permanency, which, after all, is the main consideration. A good feature is that there is now practically no attempt on the part of buyers to delay shipment on contracts placed some time ago. The increased activity in steel products is not due apparently in any great degree to increased buying by the railroads. In representative lines their buying is no larger than it was, and they are undoubtedly holding back specifications on bridge contracts placed some time ago. It is evident, therefore, that the improvement is due to the greater demand of the smaller consumer, which is a good sign. The large consumer must soon follow the smaller one. Cleveland warrants still maintain their high level of price in the Old Country, and it looks as if nothing would shake this market. The demand keeps its strength, and although indications point to the fact that the Old Country is commencing to feel a trade reaction, there is no reason why pig iron should lose ground to any great extent. It survived one big slump, and it looks strong enough to survive another.

TIN—The situation, so far as the local market is concerned, is unchanged. The metal is still quoted at \$32.50, with steady business moving. The quantity is certainly heavier than it was, and conditions are not at all unfavorable. Of course, the dull season of the year is not yet over, and this has a tendency to keep things back. Taking everything into consideration, tin is not in an unfavorable position. Unfortunately the metal is so much at the mercy of manipulators that the best of prospects may be nipped in the bud by a heavy bulling or bearing movement. In the primary markets tin has been quiet for a time. Prices have fluctuated, and the bull operators in London have not had such a hold upon the market recently. They may regain this at any moment, however.

warrants and securities did not, after all, affect the position of copper very much, and the metal has been held firmly in New York, despite a falling off in the demand. Business seems to be very dull, but the confidence so long held as to the future is still strongly in evidence.

SPELTER—Spelter, if anything, is a little weaker in the primary markets. The demand is none too good, and visible supplies are heavy. There is no doubt that spelter needs the stimulating influence of an advance in other metals before it will assume strength. Locally trade is fair, and quotations are still unchanged.

LEAD—Lead retains its strength, and steady trade is being done. The English market shows, if anything, a better demand, and prices for the whole month have been steadily improving. We continue to quote \$3.70 for imported pig.

OLD METALS—Trade continues stronger, and the outlook looks more promising. Quotations are unchanged. Heavy copper and wire, 11c; light copper, 10 $\frac{1}{4}$ c; heavy red brass, 10 $\frac{1}{2}$ c; heavy lead, 2 $\frac{3}{4}$ c; wrought iron, \$11; No. 1 cast, \$12; No. 2 cast, \$9.

WESTERN CANADA HARDWARE MARKETS

Corrected by telegraph up to 12 noon Friday, Aug. 28, Room 511, Union Bank Bldg. Winnipeg.

Harvesting is in full swing in all three of the Prairie Provinces and it will not be long until the circulation of the crop money will have an effect on business. The general situation is considered most hopeful by the shrewdest business men in the West and trade is still showing a steady improvement.

WIRE—Barbed wire, 100 lbs., \$3.25; plain twist, \$3.40; staples, \$3.40; annealed wire, \$2.90 base; oiled, 10c extra; bright iron, \$3.10 base; brass spring wire, 32c base; plain galvanized wire, 6, 7, and 8, \$3.70; No. 9, \$3.40; No. 10, \$3.70; No. 11, \$3.80; No. 12, \$3.45; No. 13, \$3.55; No. 14, \$4.10.

POULTRY NETTING—57½ per cent.

HORSESHOES—Iron, No. 0 to No. 1, \$4.65; No. 2 and larger, \$4.40; snowshoes, No. 0 to No. 1, \$4.90; No. 2 and larger, \$4.65; steel, No. 0 to No. 1, \$5; No. 2 and larger, \$4.75.

HORSENAILES—MRM cold forged process—No. 3, 36c; 4, 32c; 5, 30c; 6, 28c; 7, 26c; 8, 24c; 9, 23c; 10, 11 and 12, 22c. Discounts 50 and 10 p.c. Capewell brand quotations on application; "C" brand list prices per box 25 lbs.; No. 4, \$5.25; 5, \$4; 6, \$3.50; 7 to 9, \$3.25; 10 to 14, \$3. Discounts on application.

WIRE NAILS—\$3 Winnipeg, and \$2.55 Fort William.

CUT NAILS—Now \$2.90 per keg.

PRESSED SPIKES—½ x 5 and 6, \$4.75; 5-6 x 5, 6 and 7, \$4.40; ¾ x 6, 7 and 8, \$4.25; 7-16 x 7 and 9, \$4.15; ¾ x 8, 9 10 and 12, \$4.05; ¾ x 10 and 12, \$3.90. All other lengths 25c extra, net.

SCREWS—Flat head, iron, 80, 10, 10 and 10; brass, 75c; round head, iron, 80; brass, 70; coach, 65.

BOLTS—Carriage, 3-16 and ¼, 65; 5-16 and ¾, 60; 7-16 and larger, 55; machine, ¾ and under, 60 and 5; 7-16 and over, 55; bolt ends, 52½; sleigh shoe, ¾ and under, 55; 7-16 and over, 45; machine screws, 60; plough bolts, 50; square and hexagon nuts, cases, 2½; small lots, 2½; stove bolts, 70 and 10 per cent.

RIVETS AND BURRS—Iron rivets, 60 and 10; copper: No. 7, 29c; 8, 29½c; 9, 30½c; 10, 31½c; 12, 34c. Copper burrs, No. 7, 39c; 8, 40c; 10, 43c; 12, 46c. Copper rivets and burrs: No. 8, 30½c; 9, 33c per lb.

GREEN WIRE CLOTH—\$1.75 100 sq. ft.

COIL CHAIN—¼, \$7; 3-16, \$5.50; ¾, \$4.90; 7-16 \$4.70; 1, \$4.40; 1½, \$4.20; 2, \$4.05.

SHOVELS—40 and 5 p.c.

HARVEST TOOLS—50, 10 and 5 p.c.

AXE HANDLES—Turned, s.g. hickory, \$3.15; No. 1, \$1.90; 2, \$1.60; octagon, extra, \$2.30; 1, \$1.60.

AXES—Bench, 40 and 5; broad, 5½ to 7½; \$21 per dozen; 7½ to 8½, \$23 per dozen; Royal Oak, per dozen, \$6.25; Maple Leaf, \$8.25; Model, \$8.50; Black Prince, \$7.25; Black Diamond, \$9.25; Standard flint edge, \$8.50; Copper king, \$8.25; Columbian, \$9.50; handled axes North Star, \$7.75; Black Prince, \$9.25; Standard flint edge, \$10.75; Copper King, \$10.50 per dozen.

AUGER BITS—"Irwin" bits, 47½; other lines, 70 and 10 p.c.

BLOCKS—Steel 35; wood, 60 p.c.

HINGES—Light "T" and strap, 65 p.c.

HOOKS—Brush, heavy, per doz., \$8.75; grass, \$4.70.

FILES—Arcade, 75; Black Diamond, 60; Nicholson's, 62½ per cent.

STOVE PIPES—6-inch, \$9.25; 7-inch, \$10.

BUILDERS' HARDWARE, ETC.—50 per cent.

TINWARE. Etc.—Pressed, retinned, 70; plain, 75 and 2½; pieced, 25; japanned ware, 35; Famous enamelled ware, 50; Imperial, 50 and 10, one coat, 60; Premier, 50; Colonial, 50 and 10; Royal, 60; Victoria, 45; White, 70 and 5; Diamond, 50; Granite, 60 p.c.

GALVANIZED WARE—Pails, 37½ p.c. other galvanized lines, 33 1-3 p.c.

SOLDER—21c per lb.

LANTERNS—Cold blast, per doz., \$7; coppered, \$9; dash, \$9.

WRINGERS—Royal Canadian, \$36; B.B., \$40.75 per doz. Churns, 45 and 5.

ROPE—Sisal, 10½; pure manila, 13½c; British manila, 11½c. Lath yarn, 9½c.

BUILDING PAPER—Sunrise, plain, 50c; Surprise, plain, 50c; Lion, plain, 55c; Anchor, plain, 60c; Cyclone, plain, 60c; Victoria, plain 67½c; Triumph, plain, 67½c; Buffalo, plain, 67½c; Anchor, Joliette and Buffalo, tarred, 62½c; Victoria, Triumph and Joliette, tarred, 84c; Cyclone, tarred, 78c; Perfection Sulphite, \$3.75 per 100 lbs.

CORRUGATED IRON AND ROOFING, Etc.—Corrugated iron, 28 gauge, painted, \$3; galvanized, \$4.10; 26, \$3.35 and \$4.35. Pressed standing seamed roofing, 28, \$3.45 and \$4.45. Crimped roofing, 28, painted, \$3.20; galvanized, \$4.30; 26, \$3.55 and \$4.55.

AMMUNITION—Cartridges, rim fire, Canadian, 50; American, 33; pistol sizes, Canadian, 25; American, 5; military, Canadian, 20; American, 10 p.c. advance. Primers, \$1.55. Loaded shells, English and Canadian makes, 12 gauge, black, soft, \$18; 10, \$22.50; 12, smokeless, chilled, English, \$24; Canadian, \$23; 10, smokeless, chilled, English, \$28; Canadian, \$27. Shot: Drop, per 100 lbs., \$6.25; chilled, \$6.60; buck, \$6.95; 28 ball, \$7.30. Powder, F.F., keg, Hamilton, \$4.75; F.F.G., Dupont's, \$5.

BAR IRON—Bar iron, \$2.50; Swedish iron, \$4.95; sleigh shoe steel, \$2.75; spring steel, \$3.25; machinery steel, \$3.50; tool steel, Black Diamond, 100 lbs., \$9.50; Jessop, \$13.

PIG LEAD—\$5.50. Lead pipe, \$7.

SHEET ZINC—Casks, \$8; broken lots, \$8.50.

COPPER—Planished copper, 2½c per pound; tinned, 26½c.

IRON PIPE—Black pipe, ¼-in., \$2.50; ¾, \$2.85; 1/8, \$3.50; ¾, \$4.65; 1, \$6.60;

1¼, \$9.00; 1½, \$10.75; 2, \$14.40; 2½, \$24.40; 3, \$31.50; 3½, \$39.50; 4, \$45.00; 4½, \$52.00; 5, \$58.00; 6, \$75.00. Galvanized: ¼-in., \$3.50; ¾, \$3.80; 1½, \$4.25; ¾, \$5.75; 1, \$8.50; 1¼, \$11.50; 1½, \$13.90; 2, \$18.50; 2½, \$30.50.

FITTINGS—Wrought couplings, 55; nipples, 70; classified malleable fittings, 25; malleable bushings, 50; malleable unions, 55 p.c.

GALVANIZED IRON—Apollo 16-gauge, \$4.15; 18 and 20, \$4.40; 22 and 24, \$4.65; 26, \$4.65; 28, \$4.50; 30-gauge or 10¾-oz., \$5.20; Queen's Head, 20, \$4.60; 24 and 26, \$4.90; 28, \$5.15.

TIN PLATES—I.C. charcoal 20x28, full box, \$9.50; ½ box, \$5; IX full box, \$11.50; ½ box, \$6; IXX, full box, \$13.50; ½ box, \$7.

TERNE PLATES—I.C. plates, \$9.

CANADA PLATES—Half polish, 6 and 7 inch, \$3.25; 8-inch, \$3.50; full polish, 6 and 7 inch, \$4; 8-inch, \$4.25.

LUBRICATING OILS—600 W. cylinders, 80c; Maple Leaf cylinder, \$1 per gal.; 700 A. cylinder, 75c; Sterling cylinder, 55c; 600 A. cylinder, 50c; Capital cylinder, 59c and 54c; Solar red engine, 32c; Atlantic red engine, 29c; heavy castor, 29c; medium castor, 28c; Ruddy harvester, 30c; standard gas engine oil, 36c; Renown engine oil, 38c.

PETROLEUM AND GASOLINE—Silver Star, in bbls., per gal., 20c; Sunlight, 22c; case, \$2.45; Eocene, gal., 24c; case, \$2.60; Penniline, gal., 25c; Silver Light, 22c; Starlight, 20c; Sterling Light, 24c. Engine gasoline, gal., 24c; f.o.b. Winnipeg, cases, \$2.60.

PAINTS AND OILS—White lead, pure, \$6.50 to \$7.50, according to brand; bladder putty, in bbls., 2½c; in kegs, 2½c; turpentine, barrel lots, 65c. Linseed oil, raw, 62c; boiled oil, 3c per gallon advance on these prices.

EDMONTON MARKETS.

Aug. 28.—Barb wire, \$4 per 100 lbs.; plain twist wire, \$4.25; brt. wire staples, \$4.20; poultry netting, 50 p.c.

HORSESHOES—MRM., \$5.15 base; C horse nails, in 25-lb. boxes, No. 4, \$4.95 per box net. In less quantities than 25-lb boxes add 1c per lb.

WIRE NAILS—\$3.55 base.

SCREWS—Flat head, bright, 85 brass, 75; round head, bright, 75 and 10; brass, 70 p.c.

BOLTS—Carriage, 3-16 and ¼, 60 p.c.; 5-16 and ¾, 4-inch and shorter, 55 p.c.; ¾ (longer than 4-inch), 50 p.c.; 7-16 and up, 45 p.c.; machine, ¾ and under, 55 p.c.; 7-16 and over, 45 p.c.; plow, 45 and 5 p.c.; stove, 70 p.c.

GREEN WIRE CLOTH—\$1.85 100 sq. feet.

SHOVELS—First grade, \$11.55; fourth grade, \$7.60 per dozen.

HARVEST TOOLS—50-10 p.c.

BRUSH HOOKS—\$9 per dozen.

FILES—Arcade or Eagle, 70-10-5 p.c.

SOLDER—23c per lb.

LANTERNS—No. 2 cold blast, \$8 doz.

WRINGERS—Royal Can., \$38 per doz.

CHURNS—45 p.c.

ROPE—Sisal, 11½c per lb.; British manila, 12½c; pure manila, 15½c.

The Derry Oak



A neat low-priced Heater in four sizes.

11, 13, 15, 17.

THE CHEAPEST YET.

Nickel Plated Top Ring and Skirting.
Handsome Urn, Dumping Grate
and Ash Pan.

A LEADER FOR FALL TRADE.

Write for Prices or see our representatives.

Revillon Brothers, Ltd.

Wholesale Hardware
EDMONTON, ALTA.

You

are cordially invited when attending "The Toronto Exhibition" to visit our Booth in the "Stove Building" on the Fair Grounds or our "Sales Rooms" at Nos. 36 and 38 Queen Street East.

Our displays will include a full line of both Round and Sectional Cast Iron Boilers for Steam or Hot Water, School Heaters, Warm Air Furnaces, Combination Warm Air and Hot Water Furnaces, Registers, Tin Furnace Fittings Etc., Etc.

Tell your friends who are interested in heating to look us up.

Pease Foundry Co., Ltd.
TORONTO, ONT.

Pease-Waldon Co., Ltd.
WINNIPEG, MAN.

Manufacturers of Furnaces, Combination Heaters, Round and Sectional Boilers for Hot Water or Steam, Registers, &c.

We maintain an engineering department. Ask for our assistance when you have an out-of-the-way heating or ventilating problem to solve.

Fire Escapes

Circular Stairs

Coal Chutes and

Ornamental Iron for Buildings

Are lines which local hardware men should look after. We are pleased at all times to submit tenders on work of this kind.

THE MANITOBA IRON WORKS Limited
WINNIPEG, MAN.

BUILDING PAPER—Plain, 62c per roll; tarred, 82c per roll.

LINSEED OIL—Boiled, 75c; raw, 72c per gal. in barrel lots.

AMMUNITION—Primers, \$1.55 per M.; loaded shells, English and Canadian make, 12 gauge, black, soft, \$19 per M.; 10, \$23.65; 12, smokeless, chilled, English, \$25; 10, \$29; 12, Canadian, \$24; 10, Canadian, \$28; shot drop, \$7.50 per 100 lbs.; chilled, \$7.90; buck, \$8.30; 28 ball, \$8.70; powder, F. F., Hamilton, \$5.25 per keg.

Old lead pipe is rarely pure lead. The makers use large quantities of scrap lead and tin and antimony, therefore, contaminate it to a greater or less extent. As far as the lead pipe is concerned, they improve it by rendering it more non-corrosive.

ROSS BROS.

LIMITED

HARDWARE ONLY

Loaded Shells

EDMONTON, ALBERTA

Kynoch } STOCK COMPLETE
Winchester } PRICES GUARANTEED
Dominion }

BUSINESS OPPORTUNITY

Partner wanted to invest about \$5,000 in the leading hardware business in one of the most prosperous towns in Manitoba. There are three partners in the business now, but two wish to retire to attend to other interests. The third is an experienced hardware man who has not sufficient capital to buy the business himself. Annual turn-over \$40,000 on stock of \$11,000 to \$12,000. Store building, two years old, can be bought on easy terms. Can give best of references from wholesale houses as to volume of business done.

This is a splendid opportunity for the right man.

Fuller particulars on application.

BOX 2, HARDWARE AND METAL
WINNIPEG, MAN.

Trade News From Atlantic to Pacific

Maritime Provinces

Nova Scotia Steel Co.'s Open Hearth Furnaces Again in Operation—Good Contract Awarded to Halifax Hardware Firm.

HALIFAX.

August 24.—The hardware trade is quiet but the dullness is not unexpected at this season of the year. Outside of small orders for builders' supplies there is very little doing. The plumbing trade is quite brisk, and all the firms have their staffs fully employed. Prices are pretty steady in all lines. There continues a good demand for cement, which is quoted at \$2.15 to \$2.20. Wire nails are selling at \$2.35 and cut at \$2.50 base. Turpentine is very low, and is quoted at about 70 cents in barrel lots and 80 cents in smaller quantities.

Tenders for water pipe were opened by the Halifax Board of Works last week as follows: Stairs, Son & Morrow, \$32.95 per ton; Canada Foundry and Iron Company, Londonderry, \$33.90 per ton; P. L. Piers, \$34 per ton; R. L. Wood, Philadelphia, \$38. The Board recommended to the city council the acceptance of the lowest tender, which was Stairs, Son and Morrow.

Hon. W. F. McCurdy, of Baddeck, says that the shipments of gypsum continue steady from St. Ann's, C.B., to Philadelphia. The depression in the United States somewhat affects business but the quarries of the Victoria Gypsum Mining and Manufacturing Company have been able to keep about one hundred men at work this summer, and it is likely that they will be employed all winter at the quarries.

The open hearth furnaces of the Nova Scotia Steel and Coal Company's plant at Sydney Mines were blown in to-day, after having been closed down for two months. The company has received an order for eleven thousand tons of steel plate, which will keep the full staff of the plant busy until next March. The coal output of the collieries of this company is 25,000 tons ahead of that of last year for the same period, and will be further increased later in the season.

The Provincial Government has sent a very fine display of the minerals of Nova Scotia to the Toronto Exhibition. Harry Piers, curator, has left here in charge of the exhibit.

The Board of School Commissioners are asking tenders for the erection of a concrete or brick school building on Chibucto Road. The new building will probably cost \$75,000.

Following the success that attended the recent building of a steel ship at New Glasgow, N.S., it is now likely that a steel steamer will be constructed.

J. H.

Ontario Trade Items

The Westman Hardware Company at London Secure New Premises—Death of a Pioneer Hardwareman at Hamilton

HAMILTON.

August 25.—One of the pioneers and best known hardwaremen in Canada died in Scotland on Tuesday, the 18th instant, in the person of John Procter, of this city. Mr. Procter was spending his vacation at his summer home in Dufftown, Banffshire, Scotland, when he took suddenly ill. He had been in poor health for some years previous, but his end was not expected so suddenly. He was 76 years of age and a native of Dufftown. When a young man he came to Canada and settled in Hamilton. For many years the late Mr. Procter conducted a marine transportation company, which had a line of boats running between here and Montreal. Later on he disposed of his marine interests and in company with the late H. McGivern formed a general hardware business of a wholesale nature. During this time Mr. Procter became recognized as one of the ablest and most affable hardware dealers in Canada, and he developed a large and paying business. His next venture was to dispose of that business and to confine himself entirely to the sale of heavy hardware, such as railway supplies, etc., a business which he carried on until about seven years ago. Among the many big enterprises in which he was interested was the building of the Wellington, Grey and Bruce Railway, and the Hamilton and North-western. In addition to this he was one of the original directors of the Bank of Hamilton and at the time of his death was vice-president of the Hamilton Gas Light Company. Many other commercial interests did the dead tradesman have and his loss will be a serious one to Hamilton.

Mr. Procter was the father-in-law of Oswald G. Carscallen, of the Gurney-Tilden Company, of this city, and two of his sons are prominent throughout Canada. Charles T. Procter is the traveling passenger agent for the Grand Trunk, and James Procter is in the Ontario Crown Lands Department. The body will be brought to Hamilton for interment.

Dundas town council is calling for tenders for the erection of a new High school. James W. Keagey is the architect.

The Hamilton Bridge Works Company is installing a steel arched roof in the Thistle skating rink which will do away with the obstructive posts.

John Paterson of the Dominion Power and Transmission Company, has gone to England to try and float the bonds for the proposed Waterloo and Guelph Railway.

Dundas town council has awarded the contract for building the McMurray St. bridge to Frank Roberts, whose tender was \$3,275. Rowan & Elliot, of St. Catharines, tendered at \$3,225, but it was turned down in favor of the other.

The annual picnic of the firm and employees of Bowes-Jamieson & Company was held last Saturday. The company donated a cup for competition between the molders and mounters.

Building permits totalling \$31,150 were issued during the past week.

LONDON.

August 25.—Jobbers report trade fair, while in retail lines it is rather dull.

The estimated loss to the Westman Hardware Company by the fire on August 18 is \$50,000, but as there is a vast amount of salvage the loss may be somewhat less. The firm will continue in business, having already taken premises on Richmond Street, opposite Carling.

One of the city aldermen predicts hard times for workmen the coming winter. As evidence that many men are out of employment even now he points to the fact that at least two hundred men, presumably mechanics, have applied to him during the past couple of weeks seeking employment on the Fair Grounds during the holding of the Exhibition.

F. T. Y.

CHATHAM.

August 25.—The project of numbering the city—or rather, the houses and stores thereof—has at last been taken up by the council, who last night adopted a scheme proposed by Thos. Wrong. Mr. Wrong undertakes the work, the numbers to be paid for by the ratepayers, the work to be done under the supervision of the city engineer, who has prepared plans for the purpose. This is a work which should have been undertaken years ago, and it is to be hoped the present project will be carried through successfully.

The city tax rate for 1908 is 28½ mills. While this may seem rather heavy, nevertheless Chatham has something to show for it in the way of up-to-date schools, a first-class market, and a practically complete system of pavements and granolithic walks. When, in a few years, the local improvement and other debentures begin to drop off, the city will enjoy these modern improvements and a lower tax rate as well.

Now that the harvest season is drawing to a close, it is generally expected that the hardware stores, which have been open till 9 o'clock during the sum-

CONDENSED OR "WANT" ADVERTISEMENTS.

RATES.

Two cents per word first insertion; one cent per word subsequent insertions.

Five cents additional each insertion where box number is desired.

Contractions count as one word, but five figures (as \$1,000) are allowed as one word.

Cash remittances to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

RULES FOR COPY.

In addressing replies care of **HARDWARE AND METAL** don't fail to give box number.

Replies addressed to **HARDWARE AND METAL** boxes are re-mailed to advertisers every Monday, Wednesday and Friday.

Requests for classification will be followed where they do not conflict with established classified rules.

Orders should always clearly specify the number of times the advertisement is to run.

All "Want" advertisements are payable in advance.

AGENTS WANTED.

This is the problem of many manufacturers who are anxious to get a foothold in Western Canada. It will be easily solved if **HARDWARE AND METAL** is given the opportunity to solve it.

WANTED in every town and village, a representative to take charge of the circulation of our various publications:—Hardware and Metal, Canadian Grocer, Financial Post, Plumber and Steamfitter, Dry Goods Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery, and Busy Man's Magazine. Good financial standing and business connection a strong recommendation. Just the position for a retired business man for his spare time. The MacLean Publishing Company, Limited, Toronto.

LITHOGRAPHY

HIGH CLASS COLOR WORK; Commercial Stationery, Posters. The Hough Lithographing Co. Limited, Office—No. 3 Jarvis St., Toronto, Telephone, Main 1576. Art, Good Workmanship; Business Methods.

SITUATIONS WANTED

HARDWARE CLERK, five years' experience, excellent references, wants position in the west. Box 17, **HARDWARE AND METAL**, Winnipeg, Man. [37]

YOUNG MAN, six years experience, wants permanent position as hardware clerk in good live town of 2000 or over. All references as being good stock keeper and salesman. Apply Box 739, **HARDWARE AND METAL**, Toronto.

HARDWARE CLERK, age 32, at present engaged in Vancouver, desires change, B.C. preferred. First class references. Box 40, **HARDWARE AND METAL**, Winnipeg, Man.

HARDWARE MAN, twelve years experience, wants situation. Travelling west of Winnipeg preferred. Excellent references. Benson, Box 1576, Edmonton, Alta.

BUSINESS CHANCES

FOR SALE—Hardware, stove and tinware business in a good town in Ontario county. Stock about \$5,500; a good yearly turnover. Satisfactory reasons for selling. Apply Box 741, **HARDWARE AND METAL**, Toronto. (37)

HARDWARE STOCK, \$4,000, western Ontario town, large district, tinning and plumbing in connection. Turnover about \$15,000. Box 740, **HARDWARE AND METAL**, Toronto. (35)

MISCELLANEOUS

ADDING TYPEWRITERS write, add or subtract in one operation. Elliott Fisher, Limited, 129 Bay Street, Toronto.

650,000—Not one of the 650,000 retail merchants who have bought a National Cash Register would think of doing business without it. The National Cash Register Co., F. E. Mutton, Canadian Manager, 129 West King Street Toronto, Ont.



Let Us Explain the *Sherwin-Williams* Agency Proposition to You.

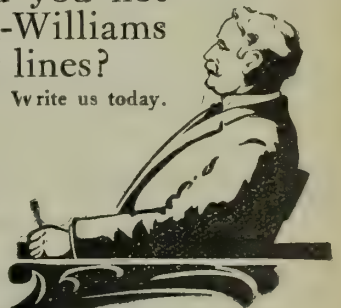
If there were ten lines of paints and varnishes on the market—and you handled a different line each year for ten years—and one line made more money for you than any of the other lines—you would pick out that particular line as the permanent line to handle.

Now then, if we can prove to you, by actual facts and figures, that the Sherwin-Williams Agency Proposition is superior, point for point, to any other paint and varnish proposition on the market, and that it will make you more money in a year than any of the others—would you not want to handle the Sherwin-Williams line in preference to other lines?

Let us explain our proposition to you in full. Write us today.

THE SHERWIN-WILLIAMS CO.

LARGEST PAINT AND VARNISH MAKERS IN THE WORLD
Canadian Headquarters and Plants 639 Centre St., Montreal, Que.
Warehouses: 86 York St., Toronto, and Winnipeg, Man. 407



See the

Model Barn

At Toronto Fair

(West end of Dairy Building)

It is Fire, Lightning, Rust and Storm Proof.

You can make money handling this kind of material.

The Metallic Roofing Co.

LIMITED

Manufacturers

Toronto and Winnipeg

mer months, will return to the old early closing agreement, and once more close at six. Though there has been some talk of one or two firms keeping open, it is scarcely likely that the tacit understanding to resume early closing will be broken. For several years past the hardware trade have enjoyed an exceptional advantage over other merchants in that hardwaremen have had their evenings to themselves; and it is scarcely likely that any up-to-date hardwareman would throw away the manifest advantages of early closing for the sake of a little extra business which he may—or may not—get.

Westman Bros. have made a striking change in the interior arrangements of their store. Down the middle of the store, which was formerly occupied by stoves and ranges, have been placed a couple of light counters, displaying small hardware goods and notions. The arrangement is a good one to help in pushing trade in these articles at a time when hardwaremen find business pretty slack.

Since the fire escape by-law was passed last year, thirty-seven new fire escapes have been erected in Chatham. There are still ten more to be put up. R. Riddell & Sons, who have practically all the contracts, have been steadily at work ever since the Collinwood School disaster last fall. W. E. P.

GUELPH.

August 25.—Geo. Scroggie, of this city, has been awarded the contract for building a teamsters' residence at the Ontario Agricultural College. One for the building of an incubator house has also been awarded to him.

E. B. Welsby, plumber, has made an assignment to his creditors. He has been in business for the last four years in this city, and has made a very creditable showing. He has decided, however, on account of the quietness of the trade, to assign, and accordingly placed his affairs in the hands of Sheriff Allen. The liabilities amount to about \$1,200. The principal creditors are outside firms, the largest being the Gurney Foundry Co., and the James Robertson Co., Toronto.

Trade in the hardware line is very quiet. The farmers are busy getting in their crops, and the country trade is small. The crops around this part seem to be as good as usual, though no bumper ones are reported. There is a small demand for rifles and ammunition, and a few late fishermen are asking for tackle.

J. and C. R. Crowe, of Crowe's Iron Works, and A. and H. Steele, of Steele's Wire Works, are in Toronto this week, attending the annual rifle matches of the Ontario Rifle Association.

A. C. McLaughlin has resigned his position as head of the wholesale department of the Bond Hardware Co., to take a position as manager of the Huntsville Hardware Store. His place will be filled by Harold Mercer, who was formerly the head of this branch.

Ald. H. Mahoney, of firm of Mahoney Bros., plumbers, has returned from a visit to Portland, Maine. A. W.

The Prairie Provinces

Prince Albert Securing Fine Water System—Saskatoon Dealers Find Bargain Counters Profitable.

SASKATOON.

August 22.—The best selling lines with the local hardware men these days are harvest tools and binder twine. During the next week or two threshers' supplies will be in good demand. Most of the hardware men are now preparing for the duck and chicken shooting season which begins next month. Already guns, rifles and ammunition are on display in several stores in anticipation of a good season. A few of the hardware men inaugurated 5c and 10c bargain tables this season and found them to be very profitable.

Prospects for a good stove trade this fall are fairly good and it is expected that the usual trade will be done in stoves and furnaces. While the number of new buildings put up this year is not so large as last, yet the crops throughout the west are better and consequently money is freer. Travellers state that the dealers are inclined to buy from hand to mouth, thus only keeping on hand enough to put them through for the time being, the tendency being to underbuy rather than overstock.

This week the city was visited by a number of members of the Grain Dealers' Association, and the true state of the western crops may be formed from their opinion while passing through the country. There should be a hundred million bushels of wheat harvested in the West this year, was the opinion of Frank O. Fowler, Secretary of the Northwest Grain Dealers' Association. Regarding the quality of the crop it was agreed that taking it all round it was a fair one. The general quality will not reach the top notch, the cause being due to hot, dry weather during July, which had a tendency to shrivel up the grain. In only a few cases were there any traces of injury by frost. J. C. Gage, head of the International Elevator Co., held that prices would be good as the injury by heat does not destroy the grain for milling purposes as does frost. The oat crop was reckoned to amount to eighty millions of bushels.—D. G. R.

British Columbia

New Window Raising Device Being Tested at Vancouver—Novel Refrigerator Box for Shipping Fruit.

VANCOUVER.

August 22.—Building is steadily going ahead, the total value of permits issued last week being \$112,800. Plans have been presented to the building inspector for a six-storey hotel at the corner of Hastings and Howe Streets, to be built by Bauer & Harrison. The architects are Parr & Fee. Plans are also ready for a three-storey apartment house to be built at the corner of Haro and Cardero Streets, in the west end.

Edward Cook has been awarded the contract for the addition to Christ

Church, which will cost \$20,000. This is a stone building.

The Vancouver Stove Works was refused a permit for an extension to its plant on Prior Street. The refusal was based on the opinion of the City Solicitor that private owners of waterfront along False Creek have no right to make extensions on the foreshore, since this ground belongs to the city by virtue of Dominion and Provincial grants.

Barr & Anderson, of this city, have been awarded the contract for the installation of the heating apparatus for the new courthouse here. The figure is \$20,919.14.

This week, W. Sawyers, of Vernon, has his window device on exhibition at Hunter's Hardware Store. Mention was made of this invention last week, the object of which is to take the place of weights. The apparatus is simple, consisting of three small pulleys in a compressed steel case, having a rope passed around each pulley, forming a bind which sustains the sash. There is practically no friction, the tension of the rope passing around the pulleys sustaining the sash. It works exactly as the present system of weights in adjusting the window to any height. Apart from its improvement on existing devices, its cheapness is a great attraction. Weights cost somewhere from \$1.75 to \$2 per window, but Mr. Sawyer's patent costs not more than 50c. If anything goes wrong it can be fixed in a few moments.

Ronald Brown, of the Nelson branch of the Ashdown Hardware Company, has been successful in persuading Miss Moffatt, who was a teacher in the Nelson Public School, that there was enough money in his business to keep at least two, and, as a result, a minister made a trip to the residence of the bride's parents.

V. Sibley, the blacksmith and carriage builder of East Lillooet, B.C., has invented a refrigerator box which will meet the need in the local small fruit business for a method of shipping fruit a long distance in hot weather when the quantity is too small for the employment of a refrigerator car. With this appliance there is no worry as to whether a suitable car for carrying perishable fruit is attached to the train or not. The box may be made any size or shape, and among its particular advantages is that the minimum quantity of ice is used. This is not by any means the first refrigerator invented for shipping purposes, but practical men who have inspected it pronounce it to be the first and only one to overcome the many imperfections of others. It has the distinction of solving the problem of preventing mold on raspberries without the use of preservatives, something other boxes have failed to do. Mr. Sibley's invention has been put to severe and extended tests by parties in the shipping trade, and they admit that it more than meets what is claimed for it. A good offer has been made from Ontario for exclusive Canadian rights, but Mr. Sibley is hesitating as he would like to retain the rights for this Province.—R.B.

Anvils and Vises Machinery Steel Wire Rope

IN STOCK

A. C. LESLIE & CO.,

LIMITED

MONTREAL

Sticks Everything, But is not Sticky

sounds like a paradox, but it's not, it applies to CAEMENTUM, the greatest ADHESIVE ever discovered. It is a LIQUID PORCELAIN not a FISH GLUE.

It is unaffected by HEAT, DRYNESS, MOISTURE and ACIDS. Where workers have to affix GLASS, PORCELAIN or METAL this adhesive is unsurpassed.

Electricians will ask for it. Plumbers and Automobile Men will want it. Why not stock this need?

IT MEANS MONEY TO YOU ALSO.
WHY NOT BE OUR AGENT?

DILLONS LTD., 455 St. Paul Street

MONTREAL

Write to-day, we need you and you need us.



VORTEX HOT BLAST COAL STOVE

For Soft Coal,
Lignite,
Hard Coal,
Wood,
and
lighter fuel.

For sale by

E. T. WRIGHT & CO.

Hamilton, Canada

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IVER JOHNSON SAFETY AUTOMATIC REVOLVER



We point to the difference between the positively and absolutely safe Iver Johnson Safety Automatic Revolver and the imitation near-safeties. They have some device added to them to make them near-safe. The safety feature of the Iver Johnson Safety is the firing mechanism itself—not some spring or button device to pull or press. That is why you can, in perfect safety—not near-safety—kick it, cuff it, knock it, or

HAMMER THE HAMMER

Our advertising has made "Hammer the Hammer" a familiar phrase. Be sure of the Owl's Head on the grip and our name on the barrel. Our guarantee stands back of them.

These are not premium goods. They are sold straight. ADVERTISED in all the big magazines and sportsmens' periodicals, but never sold by mail where a dealer will supply the demand.

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IVER JOHNSON SINGLE BARREL SHOTGUNS AND TRUSS BRIDGE BICYCLES



Hammer the Hammer



BOLTS and NUTS

We can supply all kinds of Bolts and Nuts. If standard sizes, we have them in stock. If specials required, submit samples and we can make them.

Say "M.R.M." when you order Bolts and Nuts and you will be sure to get the best. Quality and workmanship guaranteed.



The Montreal Rolling Mills Co.

BUILDING AND INDUSTRIAL NEWS

For additional items see the correspondence pages. Information is solicited regarding building and industrial news, the incorporation of companies, establishment or enlargement of mills, factories or foundries, municipal water works and sewerage systems, railway or mining news, etc

Industrial Development.

The Cooke Lumber Co. will erect a saw mill at Nelson, B.C.

There is a proposal to erect another grain elevator at Milestone, Sask.

The Hagen Shirt & Collar Co., of Berlin, will erect a four-storey building.

Douglas, Piper & Johnson, flax millers, will establish a flax mill at Saskatoon.

An addition will be built to the spike mill of the Hamilton Steel & Iron Co. at Hamilton.

The Hall Company, Limited, Hanley, Sask., have decided to erect an elevator at Tugaskie.

G. P. Clapp and J. Eatough, of Montreal will establish a tack and nail factory at Galt.

The B. C. Copper Co.'s smelter at Phoenix, B.C., is treating 14,000 tons of ore a week.

The Belleville Brass Works report orders coming in well. Thirty-five men are employed.

Carew's sawmill, Lindsay, recently burned, will be ready for operation about September 1.

Daysland, Alta., will have a pump factory. The building will be erected by Wendt & Hancock.

The Peterborough Furniture Co. are considering the erection of a new building in Ashburnham.

Thomas Gall, Kincairdine, was awarded the contract of building the extension to the Hunter foundry.

Tolton Bros., Guelph, manufacturers of agricultural implements, will build an addition to their works.

The Arnold Spring & Hinge Co., employing 100 hands, are asking for inducement to locate at Weston, Ont.

Clark & Adams have the contract for the warehouse on the dock at St. John, N.B. The contract price is \$15,642.

The New York pulp mill, to be erected at Norman, Ont., will get exemption from taxes. Work will commence on it at once.

The Manitoba Gypsum Company, Winnipeg, have been granted a permit for the building of a \$3,000 addition to their mill.

There is a probability of the Soo rail mills opening up again to fill some contracts for the N.T.R. Commission and the C.P.R.

A big find of copper has been made at the McGowan mine, near Parry Sound, and it is likely a smelter will be built at that place.

The Ymir Mining Company is to spend \$30,000 in development work and improvements about the Premier mine of Ymir district.

The Collier-Cunningham Co. and the Diamond Caulk Horseshoe Co., Peterboro, expect to employ 25 men in their new factory on September 1.

Negotiations are on between a new

cement block machinery manufacturing concern and Brantford, relative to locating a factory at that place.

The Peterborough Show Case Co. have secured factory premises in that city, and in addition to show cases will build door fixtures and cabinet ware.

The Drummond concern, with mines, smelters and foundries at Fort William, Londonderry and Annapolis, propose building a smelter at Bathurst, N.B.

The Builders' Supply Co., St. Catharines, has the contract for building the new Whitman & Barnes factory at that place. The structure must be ready by October 10.

The J. H. Hanson-Tilley Co., Montreal, will take over the manufacturing business of Joseph H. Hanson, and will manufacture refrigerators, screen doors, windows, etc.

Pembroke Town Council have passed a by-law to give the Garry Brooks Company a fixed assessment for a number of years and to raise \$1,000 to purchase a building site for the company.

It is reported that a wealthy syndicate of Belgians has purchased 10,000 acres at the head of Pitt Lake, B.C. After the land is reclaimed it is the intention to erect a big flax mill.

Municipal Undertakings.

Work on Fort William's sewerage system extension has been commenced.

Ottawa's new waterworks pumps were given a satisfactory test recently.

The Natural Gas Co. promise to supply Calgary with natural gas by Christmas time.

Calgary ratepayers have passed a by-law authorizing the extension of the sewerage system.

The Halifax city council will borrow \$35,000 to carry out improvements to sewers and permanent walks.

The Chilliwaik, B.C., township council have been empowered to borrow \$17,000 for drainage construction.

The contract for 4,200 feet of cast iron water pipe for Oak Bay, B.C., has been awarded to W. G. Winterburn.

Two Chatham gas companies are likely to be given franchises for a pipe line to Blenheim for the purpose of creating competition.

Tenders for water mains at Moncton, N.B., were awarded to D. T. LeBlanc at a cost of \$481.76. The Sumner Co.'s tender for pipe at \$34.40 per ton was accepted.

A sedimentation basin, in connection with the Saskatoon waterworks, will be constructed and tenders will soon be called for the work. A new engine and generator will be added to the plant.

The Concrete Engineering & Construction Company, Toronto, have been awarded the contract for laying the sewers at Preston and the Canadian

General Electric the contract for the pumping apparatus.

Railway Construction.

The Yarmouth Street Railway's extensions will be completed by November 1.

The C.N.R. have decided to build the 550-mile gap in the system between Sudbury and Port Arthur. Surveyors are now going over the ground.

The open hearth furnaces of the Nova Scotia Steel plant at Sydney were blown in on August 27. Orders are already in hand which will keep the mill going until March next.

Arrangements have been completed for the extension of the B.C. Electric Railway Company's lines up the Capilano Valley to the second canyon. The line is to be in operation by next spring.

A force of about 3,550 men is at present employed by Foley, Welch & Stewart on the G.T.P. grade west of Edmonton, a large proportion of these being between the city and the Pembina River.

The work of connecting the Niagara, St. Catharines and Toronto line with the T., H. and B. Railway at Welland will be gone on with as soon as the Government approves of the plan for the bridge, which it now has in its possession. The cost will be about \$25,000.

The contract for the new branch line of the Canadian Northern, known as the Rapid City extension, sixty miles in length, from Holboro to a point forty miles west of Rapid City, has been awarded to the Northern Construction Company. Work will be proceeded with at once.

Building Notes.

E. S. Rutledge is building a \$2,400 residence at Fort William.

The Government will erect an immigrant hall at Wilkie, Sask.

The ratepayers of Calgary have carried a by-law to raise \$20,000 for a public library.

The Icelandic Lutherans, of Winnipeg, Man., will erect an academy there at a cost of about \$20,000.

The Fergus (Ont.) School Board will ask the Council for \$2,900 for the public and \$1,900 for the high school.

Tenders will be called early next month for the construction of the Bell Telephone Co.'s new building at Toronto.

A building permit has been issued to Ross A. Patillo, Brantford, for the erection of a frame dwelling at a cost of \$1,100.

The Portage Exhibition Association, Portage la Prairie, Man., will erect a new racing stable, paddocks and grand stand, at a cost of nearly \$10,000.

A by-law has been passed by the ratepayers of Brownlee, Sask., to raise \$8,000 for the erection of a public school.

F. A. & G. A. Mann have been awarded the contract for the erection of the new fire hall at Saskatoon, for the sum of \$14,100.

A sanitarium will be erected at Brokenhead River, thirty-five miles east of Winnipeg, Man., on the National Transcontinental Railway.

News of the Paint Trade

LUMINOUS PAINT.

Nearly everyone has heard of luminous paint—the sulphide of calcium—but it is probable that comparatively few persons know much about the behavior of this interesting compound, says an exchange.

When of good quality it is quite white, as seen by reflected light, but the light that is emitted by it in the dark immediately after exposure to the direct rays of the sun is quite blue and the emitted light is of a lavender hue directly after subjection to the action of ordinary diffused daylight. Both of these colors, however, in a dark room rapidly fade into a white light that is more luminous. A great luminosity is produced by a short and near exposure to an ordinary artificial light or by being placed near a window about sunset on a rainy day. The direct rays of a bright full moon falling on it for several moments have very little effect, making it barely visible in a dark room.

After ten seconds' exposure to good diffused daylight which is as effective as an exposure of ten hours, this substance will give out a practical light for ten or twelve hours, and its luminosity will not entirely disappear in less than thirty hours. This great difference in the times required for the absorption and the emission of light is quite remarkable and makes it seem as if the light emitted were many times greater than that absorbed.

When luminous paint of poor quality is removed from light to darkness, the light emitted by it fades rapidly and in a few minutes becomes of a dull reddish or smoky color, much like that of the moon during total eclipse.

A temperature of 400 degrees will not put calcium sulphide in a luminous condition, though after exposure to light an increase in temperature of 20 degrees will make it much more luminous. That this is not a conversion of heat into light is shown by the fact that if kept at a high temperature it will become nonluminous in a shorter time. As might be expected, a lowering of temperature of ether or other volatile liquid will diminish the luminosity.

This luminous condition is not conveyed from particle to particle like heat. If a quantity of the dry powder be exposed to the light all day on breaking through the surface the interior will be found to be nonluminous, the light having affected the outer portion to a depth of perhaps a sixty-fourth of an inch. If a bottle partly filled with the dry powder be revolved in the light until the whole mass has become luminous, and then be set away in the dark, the interior loses its light as rapidly as the surface, but in doing so does not help the surface to glow any longer or more brightly.

The luminous property of this substance is known to have remained unimpaired for more than five years.

If you want to stock the VARNISH that will bring customers back to your store for more VARNISH, and tell their friends where to get good VARNISH, that VARNISH is undoubtedly

Elastilite Varnish

For Outside or Inside Use

In Tins only, $\frac{1}{2}$ Pints to 1 Gallon.

Manufactured only by

The Imperial Varnish & Color Co.

LIMITED

TORONTO, CANADA.

Stocks at

VANCOUVER, B.C. IMPERIAL VARNISH & COLOR CO. Ltd. 542 Beatty St.
WINNIPEG, MAN., c/o MASON & HICKEY, 108 Princess St.

DECORATING A METAL CEILING.

A Wisconsin correspondent of that journal who desires to know the proper method of preparing a steel or galvanized iron ceiling for decorating, so that the paint will not flake or peel off; also, what kind of paint should be used, is thus answered in a recent issue of the Painters' Magazine.

Metal ceilings are usually prepared by the manufacturers, who give them a coat of dipping paint that dries hard enough to enable them to stack the sheets on top of one another and box them for transportation. This is done to keep them from rusting, and unless they are abraded in fastening them on the ceilings they need no other treatment before painting, but a good washing with naphtha to remove grease and dirt. When, however, sheet steel or galvanized metal has been put up without any previous preparation or shop coating, it is necessary to use a special priming in order to avoid the risk of peeling of the paint from the metal. For galvanized metal apply the following solution before painting: One ounce each of copper nitrate, copper chloride and salamoniac are dissolved in one-half gallon of water, and when this is effected add one ounce of commercial or crude hydrochloric acid. The solution must be made in an earthen or glass jar or bottle, not in tin cans or other metal. Any druggist can furnish the ingredients or make the solution for it. Apply to the metal with a soft brush and let stand for at least 12 hours, when a grayish film will have

formed. Go over this with the duster, then go ahead with any good oil paint that you wish to use, and you need not apprehend any risk of peeling. If the metal be sheet steel the best preparation is to remove grease or dirt with naphtha. The first coat of paint should be semi-flat in order to have it adhere well. A priming made from keg lead with any desired coloring matter, ground in oil, thinned with equal parts of coach japan, rubbing varnish and turpentine, will give the desired result. Any other paint, glossy or flat, will adhere well to this coating.

KEEP WINDOW CLEAN.

Before you ever arrange a display in the widow attend to the window pane. No matter how clean a looking display you have it will never look so from the outside if the window is dirty. Besides this, remember that a passer-by can see a dirty window before he gets to it. Dirty windows bespeak dirty goods and you'll never get clean people to enter a dirty appearing store. So remember if you forget to clean that window before arranging a display, your whole effort with the feature will be lost. For those who desire an extra fine polish on their pane, here is something that will make it look like day. Prepared chalk, nine ounces; white bole, one-half ounce; jeweler's rouge, one-half ounce; water, five ounces; alcohol, three ounces. Mix thoroughly. Apply with a soft rag, and rub off with another soft, dry one.

PAINT AND OIL MARKETS

TORONTO.

Toronto, August 28.—Nothing out of the ordinary is being done in the paint line this week. Prices generally are unchanged. Turpentine is more unsteady, but white and red lead, and glass and putty are a little on the active side. Prospects for the trade look as though things will loosen somewhat after the Exhibition, when business generally resumes its normal channels and jobbers and householders are at home once more.

English vermilion is now sold in 30-pound bags at 90c and in less quantities at 95c.

LINSEED OIL—Prices are shaky on this line. Most of the houses continue to sell at last week's quotations, 53c for raw and 56c for boiled in less than ten-barrel lots, and 51c and 54c in more than ten barrels. One house, however, is selling at 52c and 55c for single barrels and one cent less for five-barrel lots.

TURPENTINE—Three prices are being asked by various houses this week. One standard house is selling at 58c for single barrels and 57c for two-barrel lots. The association is asking 55c and 56c. While another firm is quoting at 53c and 54c. Of course the various firms say there is a difference in the grade of turps offered and in the method of handling. Stocks in the south have not been sold so rapidly as was expected, and some 8,000 barrels of old stock remain on the docks at Jacksonville.

WHITE LEAD—This line is showing some little activity. Prices remain unchanged. Genuine is at \$6; decorators 5.75 and No. 1, \$5.50. Red lead continues at \$4.50 for genuine in cask lots.

GLASS AND PUTTY—Both these lines are improving as the season advances. Quotations on glass remain the same as last week. Putty is going well, too. Standard is at \$1.65 for bulk in barrels and \$1.90 for bladders in barrels; special is at \$1.45 and \$1.70 and pure linseed oil putty is selling at \$1.80 and \$2.05.

STAINS AND VARNISHES—Pure orange shellac at \$1.95 and pure white at \$2 continue to be the quotations on these lines, with fair business being done.

PETROLEUM—This line is selling well at the old quotations and prices are the same as last week. Prime white petroleum is at 13½; water white, 15c; and Pratt's astral, 17½. Benzine is 15½c per gallon in barrel lots and motor gasoline is 17c. All prices are ex Toronto.

MONTREAL.

Montreal, August 28.—The improvement in trade noted last week continues. There is increased activity all the way round, and things seem to be shaping for a good fall season. There is still the same amount of caution observable in

the buying, but this will take time to overcome. On the whole, orders are inclined to become more bulky, which is a good sign. The most noticeable feature of the week is the improvement in the demand for putty. Prices are unchanged, with the exception of turpentine, which is now quoted 1c lower.

TURPENTINE—With the inquiry continuing light, and no scarcity in supplies, turpentine has been cut 1c. This has been anticipated, as shading on good round lots has been in evidence for some time. We quote, therefore, 58c for single barrels.

LINSEED OIL—Linseed oil is steady and unchanged. Trade is fair, and with an improvement in the demand higher prices would probably result. We continue to quote: Raw, 1 to 4 barrels, 50c; 5 to 9 barrels, 49c; boiled, 1 to 4 barrels, 53c; 5 to 9 barrels, 52c.

GROUND WHITE LEAD—The demand has become very steady, and the advance in quotations seems to have made the market firm. The tendency undoubtedly appears to be for higher quotations. We quote Government Standard \$5.40, No. 1 \$5.15.

RED LEAD—The demand is fair, and the article, like ground white lead, is very firm in tone. We continue to quote. Genuine red lead, in casks \$4.75; in 100-lb. kegs, \$5; in less quantities, at \$5.75 per 100 lbs.; No. 1 red lead, casks, \$4.50; kegs, \$4.75, and smaller quantities, \$5.50.

COLORS—Coach and car colors continue in better demand. Inquiries point to heavier business shortly. Venetian red, oxides and golden ochres are also moving in better quantity.

VARNISHES—The improvement in varnishes noted last week continues. This indicates in itself increased activity among other branches of industry in which varnishes are freely used. Carriage, house furniture and implement varnishes are being greatly stimulated.

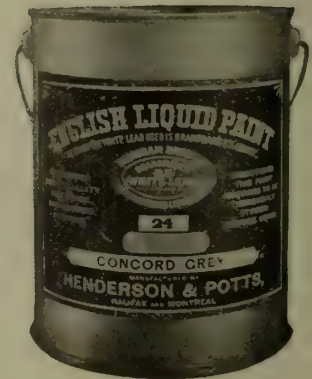
WHITE ZINC—The English market in zinc is much firmer and a strong advance has taken place. Owing to good stocks here, however, the advance will not be felt for some time. The demand continues on the quiet side, and we continue to quote: V.M. Red Seal, 7½c; Red Seal, 7c; French V.M., 6c; Lehigh, 5c; white zinc, ground in oil, pure, 8½c; No. 1, 7c; No. 2, 5¾c.

PUTTY—With the cooler weather, putty has become greatly stimulated. Inquiries seem to show more activity among users of putty, and good trade seems opening up. We continue to quote: Pure linseed oil putty, bulk, 800-lb. cask, \$1.75; in 25-lb. iron drums, \$2.05; in 25-lb. tins (3 in a cast), \$2.15; bladder putty, in barrels, \$1.95.

COLORS FOR SHOW CARDS.

The best colors to use for show card purposes are either water or japan colors, says an exchange. Colors ground in oil are not suitable for use on show

SELL ONE CAN of THIS PAINT



and you'll win a steady
paint customer.

The paint itself is its own
best advertisement.

BRANDRAM-HENDERSON,
LIMITED

Montreal

Halifax

St. John

Winnipeg

Marshall-Wells Co., Winnipeg

Distributors for Western Canada

The Best Selling Wall Finish IS MURESCO

That's the verdict of scores of Canadian painters. And the fact that sales of Muresco are already more than 60% ahead of last year is a most excellent indication that the trade are finding it a fast-selling, good-profit-making line. Are you in the swim? - You are entitled to a share of Muresco prosperity.

Don't Hesitate—The profit is really good.

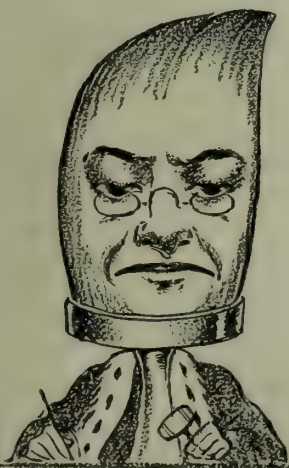
Sit down now and write for color cards and prices

Benjamin Moore & Co., Limited

New Office and Works: West Toronto, Canada.

New York, Chicago, Cleveland, Carteret, N. J.

If you are not handling Trip-L-Body White write us for price and sample. It is superior to white lead in every way



Judge for Yourself

We're putting the case up to you, Mr. Paint Dealer. It's an important case, **Pure Paint vs. Poor Paint** and we want you to decide it on your sober judgment. The question for you to decide is—**which will you handle? Which will you recommend to your customers?** Excuse the suggestion of graft—but on your decision rests the prosperity or poverty of your paint business; the satisfaction or disappointment of your patrons—and you'll never be able to get very far away from your decision. Make the future certain for satisfaction and prosperity, decide **now** in favor of

Martin-Senour Paint

100 PER CENT PURE

Put yourself in the path of prosperity. Your decision will be heartily endorsed by your great paint buying public. The arguments are all in favor of Pure Paint. Pure means good—goodness grows and gathers followers. The customer who once uses Martin-Senour Paint is a willing witness for its goodness. The building painted with it stands forth a silent salesman for the dealer who sold the paint.

If you decide that you'd like more good paint business and the profit it brings, and want to know how we can help you get it—write today for the real way.

THE MARTIN-SENOUR CO., Ltd.,

PIONEERS OF PURE PAINT

MONTREAL

CHICAGO



The Winnipeg Paint & Glass Co., Ltd.,
Winnipeg

The Maritime Paint & Varnish Co., Ltd.,
Halifax, N. S.

cards or price tickets. Prepared colors are recommended whenever they are handy. They are put up in bottles or jars ready for immediate use. All colors can be had in this form. A very good and serviceable show card paint may be made out of dry water colors. The following will make up a very good assortment of colors: Vermilion, ultramarine blue, chrome yellow, lamp-black, and flake white, also some good gum arabic mucilage to use as a binder. Pure gum arabic in its natural state is excellent, and when dissolved will flow easier for clean and even lettering. However, good mucilage will answer, and is generally used. Mix any color desired, by adding enough mucilage to make it the consistency of thick dough, add whitening or flake white to any color you wish to be of a lighter shade; then grind the same by using a palette knife with a flexible blade or other similar means which may be at hand.

In place of a marble slab to rub or grind the paint on, a square piece of glass or large dinner plate makes a good substitute on which to mix the colors. After mixing thoroughly to about the consistency of a thick paste, it will be ready for use. Mix each color as needed in the same way, and place separately in saucers, tin cups or round tin boxes about an inch deep and two or three inches in diameter. If you use the latter do not fill them more than two-thirds full, and place them in a low set box, so they may be always ready and still covered, free from dust when not in use. Do not make up too much at a time; small lots are better and will last considerable time. Always see that your paint is thick enough for a firm and even stroke. When too thick, thin with water.

LETTER BOX.

Scrap Glass.

Geo. A. White, Trenton, asks if there is any glass or bottle works or other company buying broken glass.

Inquiry in Toronto reveals the fact that broken window glass is not a marketable commodity while broken bottles are bought in limited quantities by the Diamond Flint Glass Co., Dovercourt Road, Toronto.—Editor.

Butchers' Blocks.

The Vancouver Scale and Butchers' Supply Co. ask the names of manufacturers of hard maple butchers' blocks.

The Columbia Handle & Lumber Co., London, and W. C. Edwards & Co., Ottawa, are makers of these goods.—Editor.

Metal Weather Strip.

The Latchford Hardware Company ask for the address of the Chamberlain Metal Weather Strip Company.

A Toronto office is maintained at 319 Yonge St. The company, however, say they do not sell to hardware merchants as they find it necessary to put up all their own strip.—Editor.

Trade Announcements

Catalogues, booklets and other printed matter issued by manufacturers, jobbers, etc., for distribution to the retail trade will be reviewed in this department. Senders of catalogues, etc., for review should draw attention to new lines and retailers, when sending for samples, etc., should mention this paper to show that they are in the trade.

"Eastlake" Metallic Shingles.

What the "Eastlake" metallic shingles, manufactured by the Metallic Roofing Co., Toronto and Winnipeg, have done to prove their worth, is set forth in a neat little yellow booklet with an odd-pictured cover sent out by the company. The booklet contains a statement of facts about the "Eastlake" galvanized steel shingles, which have been in use 25 years and which now cover 800 grain elevators in different parts of Canada. The superiority of metal over wood shingles is set forth, and a description of the process of the manufacture of "Eastlake" shingles is given. Many interesting points are made. The booklet will be sent on request to anyone.

Rifles and Shotguns.

The Marlin Firearms Co., New Haven, Conn., has issued a catalogue descriptive of Marlin repeating rifles and shotguns. The catalogue is arranged in three sections. The first part is designed for quick reference for those who desire details of the arms in brief form; the second part gives more complete information in regard to guns and ammunition, which should be useful to the novice sportsman, and the third part gives some hints helpful to shooters in general. A very complete index is contained in the catalogue, and a sporting scene in colors is depicted on the front cover. Copies of the booklet may be had for the asking.

Rivals Methuselah.

"Goods are not made as wear-resisting as they were in the good old days," say a number of people to-day; but a little pamphlet issued by McClary's, London, sets forth in its pages a contradiction to this assertion. The title of the pamphlet is "17 Years," and the booklet contains a letter from a woman who bought one of McClary's stoves seventeen years ago, and which now needs its first repair. Pictures of the casting and the stove are shown, and the inference is drawn that if this one casting lasted 17 years, the indications are that the rest of the stove will last 1,700 years. The point seems well taken.

The production of turpentine and rosin developed rapidly in India during 1906-7. The profits for the year amounted to \$11,333. The government having put the industry on a paying basis, the enterprise will be turned over to individuals. The tapping of trees, however, will be retained under government control.

**THE
CANADA
PAINT CO.'S**

**BENZINE
BLACK**

JAPAN

A quick, air-drying Black Japan. Very popular for foundries, machinery and smokestacks. Also for underground gas and water pipes. Useful for marine, boiler and girder work.

The contents of package, when not in use, must be carefully corked or sealed, to prevent evaporation. Keep from excessive cold or heat. Special Varnishes and special Japans for special work are made by the Canada Paint Company. (See catalogue.)

**THE
CANADA
PAINT CO.
LIMITED
MANUFACTURERS
MONTREAL-TORONTO
WINNIPEG**

RAMSAY'S

CREOSOTE SHINGLE STAINS

Do you know that here is a money maker that only requires your attention? Are you aware that in times past thousands of gallons of Creosote Stains have been brought into Canada at high prices and at high duties, just because it could not be made here?

Are you aware that although it may not be difficult to make Shingle Stains, it is mighty difficult to make right Shingle Stains?

Do you know that after careful watching and experimenting

RAMSAY'S

Creosote Shingle Stains are now pronounced better and cheaper than any imported or manufactured stains in this country?

Do you know that these stains are coming more and more in demand? You should know all about them. You may have enquiry for them to-morrow. Write for our samples and prices at once. Don't pay high prices for imported goods. It isn't necessary. It means loss.

Write us about

SHINGLE STAINS

A. RAMSAY & SON CO.

MONTREAL

Est'd 1842

Paint Makers

The Best Prepared Paint

is

NEW ERA PAINT

It's not the highest priced by any means; but the quality is there all the same. Any man who knows what good paint is will come to this conclusion by merely comparing New Era results with the results from any other brand.

PRICES AND DISCOUNTS UPON REQUEST

Standard Paint and Varnish Works Co.

WINDSOR, - ONTARIO LIMITED

SUNLIGHT GOLD PAINT

Patented 1906.

BEST ON THE MARKET.

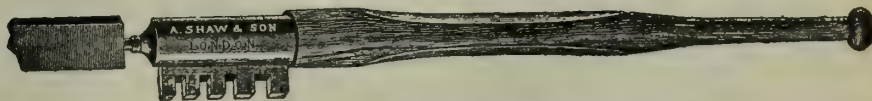
THE CANADIAN BRONZE POWDER WORKS

R. E. Thorne & Co.
TORONTO VALLEYFIELD MONTREAL.

McCaskill, Dougall & Co.

Manufacturers

RAILWAY, CARRIAGE AND BOAT VARNISHES.
HIGH-GRADE FURNITURE and HOUSE VARNISHES
MONTREAL.



GLAZIERS' DIAMONDS OF PROVED WORTH

Having a Century's Reputation for Reliability.

MADE BY

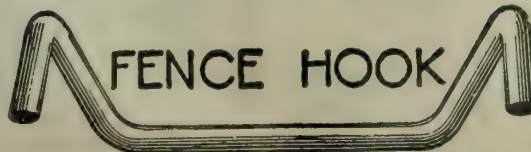
A. SHAW & SON, London, Eng.

CANADIAN AGENT

GODFREY S. PELTON, - 201 Coristine Building, Montreal

GALVANIZED FENCE HOOK

For Fastening Wooden Picket or Wire Fences



WIRE NAILS, COILED SPRING BARB and PLAIN FENCE WIRE, OILED and ANNEALED, CLOTHES LINE WIRE, STAPLES, etc.

The Western Wire and Nail Co., Limited, - London, Ont.

"Brantford" "Roofing"

**Brantford
"Asphalt"
Roofing**

SELLS EASIEST

The neat appearance of Brantford "Asphalt" Roofing makes a favorable impression at the start. A close inspection of its quality "clinches" the sale.

Brantford "Asphalt" Roofing consists of pure wool felt thoroughly saturated with asphalt. Rolls are protected with patent metal ends. Never sticks together in the roll. Ask for samples.

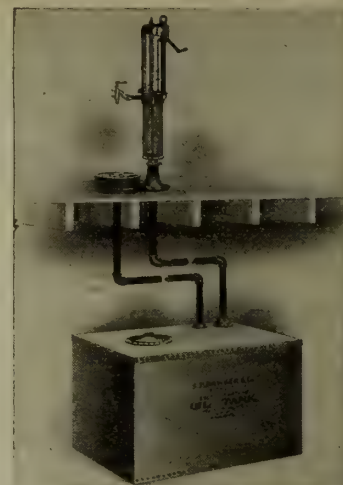
Brantford Roofing Co., Limited
BRANTFORD, - CANADA

SELLING AGENTS:

Chas. A. Sullivan -	P.O. Box 1053, Montreal, Que.
General Supply Co. of Canada, Limited	{ 219-221 Bank Street, Ottawa
	{ 147 Bannatyne Avenue East,
	Winnipeg, Man.
J. S. Mitchell & Co.	Sherbrooke, Que.
Fleck Bros., Limited -	Vancouver, B.C.
Imperial Export Co.	Toronto

You Can Double Your Profits on Oil

The amount of money you lose with those old fashioned oil tanks eats away at least half—sometimes all—of your profits.



CUT 15-CELLAR OUTFIT FOR NON-LUBRICANTS

But you can protect your profits, double them and more, by handling your oils in Bowser Self-measuring Oil Tanks. The reason is simple: the Bowser stops EVERY kind of loss. Send for catalogue V. and find out how to double your profits.

S. F. Bowser & Co.
LIMITED

66-68 Fraser Avenue, - TORONTO



The most
profitable
SHEARS
for you to
handle,
are the
shears
which
never fail
to prove
their high
quality

Clauss Shears
Are Perfect in Quality

They are made by a secret process which is unequalled for producing clean cutting, durable scissors and shears.

Many Styles for Many Purposes
But every style full of quality.

DISCOUNTS ON REQUEST

The Clauss Shear Co.
Toronto, Ontario

1858

1908

CONFIDENCE

The backbone of all business.

CHARACTER

Is essential in everything.

THE NEW GLASGOW STANDARD
Published over fifty years in Pictou County

Reaches Pictou Town, New Glasgow, Stellarton, Westville, Trenton, River John, etc. Also throughout Pictou, Antigonish and Guysboro' Counties.

This reliable newspaper enjoys the confidence of the solid reading and buying people of famous old Pictou County, because of its assured character.

Every business house wishing trade from eastern Nova Scotia should write for our contract rates.

STANDARD PRINTING CO., Ltd.

NEW GLASGOW, N.S.

J. H. WILSON,
Business Manager.

E. GEOFFREY STAIRS,
Managing Editor.

The Most Successful Resister of Wear and Tear Is

ELASTICA No. 2

It is a very elastic and durable finish for all inside woodwork that is subject to any considerable wear and tear—such as hallways, bathrooms, kitchens, window-sills, bar fixtures, etc. It produces a beautiful and lasting lustre over natural, painted or grained woods; and, by cutting down with pumice stone and water, an excellent smooth dull finish is obtained. Elastica No. 2 dries free from dust in 7 to 9 hours, and hardens sufficiently to admit of being rubbed in about three days. It will not scratch or mar white.

Sealed Cans Only.

Prices Gladly Quoted.

INTERNATIONAL VARNISH CO., Limited
TORONTO, CANADA

Manufacturers of Lacqueret, Elastica, Gutta Percha, and Flatline Floor Finishes, and Flatline Cabinet Finish.

Branch of the Standard Varnish Works,

NEW YORK,

CHICAGO,

LONDON, ENG.,

BERLIN,

BRUSSELS.



ISLAND CITY Paint^{and} Varnish Works

The STRONGEST and BEST DRY COLORS manufactured are produced at our works on St. Patrick St., Montreal. They are superior in every respect to any imported.

The largest users know that by buying Dry Colors "made in Canada" they save the duty, and they also know that satisfaction is assured when they get

"Island City" Pure Chrome Yellows
 "Island City" Pure French Greens
 "Island City" Pure Vermilions
 "Island City" Pure Permanent Reds
 "Island City" Pure Prussian Blues

P. D. DODS & COMPANY, LIMITED
 264 St. Patrick St., MONTREAL

SAY, MR. HARDWAREMAN,

Are you prepared to meet all emergency calls for roofing material?
You can make no mistake in carrying

Black Diamond Tarred Felt—Joliet Cyclone Sheathing— Genasco Ready Roofing

Might as well "Do It Now," as our prices are right.

ALEX. McARTHUR & CO., Limited

82 McGill Street, MONTREAL

F. J. COX, Winnipeg is our Sole Agent for the Northwest Provinces

CURRENT MARKET QUOTATIONS.

August 29, 1918

These prices are for such quantities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

ANTIMONY.

Cookson's per lb. 0 09½
Hallett's " " 0 09

BOILER PLATES AND TUBES.

Montreal Toronto
Plates, ½ to ¾ inch, per 100 lb. 2 40 2 40
Heads, per 100 lb. 2 65 2 65
Tank plates, ¾ inch. 2 60 2 50
Tubes per 100 feet, 1½ inch. 8 25 9 00
" " 2 " 8 25 8 50
" " 3 " 12 00 12 10
" " 3½ " 15 00 15 30
" " 4 " 19 25 19 45

BOILER AND T.K. PITTS.

Plain tinned and Spun, 40 per cent. off list.

BABBIT METAL.

Canada Metal Company—Imperial genuine 60c; Imperial Tough, 60c; White Brass, 50c. Metallic, 35c; Harris Heavy Pressure, 25c; Heronles, 25c; White Bronze, 15c; Star Frictionles 14c; Alluminoid, 10c; No. 4; 9c. per lb.
James Robertson Co.—Extra Monarch, 60c; Monarch, genuine, 5c; Monarch Crown, 40c; Swastika babbitt metal, 25c; King, 22c; Fleur-de-lis, anti-friction, 20c; Thurber, 15c; Philadelphia, 12c; Canadian 10c. per lb.

BRASS.

Rod and Sheet, 14 to 30 gauge 0 22
Sheets, 12 to 14 in. 0 24
Tubing, base, per lb. 5-16 to 2 in. 0 28
Tubing, iron pipe size, 1 inch base. 0 22
" seamless base 0 22
Copper tubing, 3 cents extra.

COPPER.

Casting ingot, Per 100 lb. 14 50 14 25
Cut lengths, round, bars, ½ to 2 in. 23 00
Plain sheets, 14 oz. 21 00
Plain, 16 oz. 14x48 and 14x50 21 00
Tinned copper sheet, base 24 00
Planished base. 30 00
Braziers (in sheets), 4x6 ft., 25 to 30 lb. each, per lb., base. 0 23 0 24

BLACK SHEETS.

Montreal Toronto
10 gauge 2 50 2 55
12 " 2 50 2 60
14 " 2 40 2 35
17 " 2 40 2 45
18 " 2 40 2 45
20 " 2 40 2 45
22 " 2 45 2 50
24 " 2 55 2 65
26 " 2 60 2 80

CANADA PLATES.

Ordinary, 52 sheets 2 45 2 80
All bright " 3 50 3 80
Galvanized—Dom. Crown. Ordinary.
18x24x52 4 45 4 35
" 60 4 70 4 60
20x28x80 8 90 8 70
" 90 9 40 9 20

GALVANIZED SHEETS.

Colborne Crown Gorbals
B.W. Queen's Fleur-de-Lis Gordon
16-gauge Head de-Lis Crown Best
22-24 " 3 85 3 80 3 75 4 05
28 " 4 20 4 05 4 15 4 30
28 " 4 45 4 30 4 35 4 65
Less than case lots 10 to 25c. extra.

Apollo Brand.

24 gauge, American 3 70
26 " 3 95
28 " (equal to 26 English) 4 40
10½ oz. " 28 4 70
25c. less for 1,000 lb. lots.

IRON AND STEEL.

Montreal Toronto.
Canadian foundry, No. 2 18 75
Middlesboro, No. 3 pig iron. 18 00 20 25
Summerlee, No. 2 " 20 00 20 25
Carron No. 1 22 50
Carron, special 20 75
Carron, soft 18 50
Cleveland, No. 1 18 00 20 25
Clarence, No. 3 18 00 19 50
Radnor, charcoal iron. 32 00 32 00
Angles 2 60 2 65
Common bar, per 100 lb. 1 90 1 95
Forged iron 2 05 2 15
Refined " 2 15 2 25
Horneshoe iron 2 15 2 25
Band iron, No. 10 gauge base 2 00 2 20
Mild steel 1 90
Sleigh shoe steel 1 90 2 15
Iron finish machinery steel (domestic) 2 00 2 15
Iron finish steel (foreign) 2 25
Reeled machinery steel 2 85 3 00
Tire steel 1 95 2 25
Sheet cast steel 0 15 0 16
Toe calk steel 2 40 2 75
Mining cast steel 0 07½ 0 08
High speed 0 60 0 65
Capital to 1st steel 0 60
B.P.L. tool steel 0 10½
Black Diamond tool steel 0 08½
Corona tool steel 0 06½
Silver tool steel 0 12½

INGOT TIN.

Lamb and Flag and Straits—56 and 28-lb. ingots, 100 lb. \$32 50 33 00

TIN PLATES.

Charcoal Plates—Bright
M.L.S., Famous (equal Bradley) Per box.
I.C., 14 x 20 base \$6 00
I.X., 14 x 20 " 8 50
I.XX, 14 x 20 base 7 50

Raven and Vulture Grades—

I.C., 14 x 20 base 5 00
I.X " 6 00
I.X X " 7 00
I.X X X " 8 00

'Dominion Crown Best'—Double

Coated, Tissued. Per box.
I.C., 14 x 20 base 5 50 5 75
I.X, 14 x 20 " 6 50 6 75
I.XX, 14 x 20 " 7 50 7 75

'Allway's Best'—Standard Quality.

I.C., 14 x 20 base 4 50
I.X, 14 x 20 " 5 25
I.XX, 14 x 20 " 6 00

Bright Cokes.

Bessemer Steel—
I.C., 14 x 20 base 4 00
20x28, double box 8 00

Charcoal Plates—Terne.

Dean or J. G. Grade—
I.C., 20x28, 112 sheets 7 25 7 50
I.X, Terne Tin 9 00

Charcoal Tin Boiler Plates.

Cookley Grade—
X X, 14x56, 50 sheet box. } 6 75 7 00
" 14x60, " }
" 14x65, " }
Tinned Sheets.
72x30 up to 24 gauge, case lots 7 50
" 26 " 8 00

LEAD.

Montreal Toronto
Imported Pig, per 100 lb. 3 70 3 75
Bar, 4 10 4 15
Sheets, 2½ lb. sq. ft., by roll. 5 00 5 00
Sheets, 3 to 6 lb. " 4 75 4 75
Cut sheets to per b., extra.

SHEET ZINC.

5-owt. casks 6 35 6 50
Part casks 6 50 6 75

ZINC SPELTER.

Foreign, per 100 lb 5 10 5 25

COLD ROLLED SHAFTING.

9-16 to 11-16 inch. 0 06
¾ to 1-7-16 " 0 05½
1-7-16 to 3 " 0 05
Montreal, 30 and 2. Toronto, 30 and 5.

OLD MATERIAL.

Dealers buying prices: Montreal Toronto

Heavy copper and wire, lb. 0 11 0 11
Light copper bottoms 0 10½ 0 09½
Heavy red brass. 0 10½ 0 10
" yellow brass 0 09 0 08½
Light brass 0 06 0 06
Tea lead 0 02½ 0 02½
Heavy lead 0 02½ 0 03
Scrap zinc 0 02½ 0 03
No. 1 wrought iron 11 00 9 00
Machinery cast scrap, No. 1 12 00 14 00
Store plate 10 00 10 50
Malleable and steel 9 00 8 00
Old rubbers 0 06½ 0 06½

PLUMBING AND HEATING

BRASS GOODS, VALVES, ETC.

Standard Compression work, 85 per cent.
Cushion work, 50 per cent.
Fuller work, 70 p.c.; No. 0 and 1 basin cocks, 75 p.c.
Flatway stop and stop and waste cocks 60 and 10 per cent.; roundway, 50 and 10 p.c.
J.M.T. Globe, Angle and Check Valves, 50; Standard, 60 per cent.
Kerr standard globes, angles and checks, 60 p.c.; high grade, 55 p.c.
Kerr Jenkins' disc, standard valves, 60 and 10 p.c.
Kerr copper alloy disc standard globe, angle and check valves, 60 p.c.
Kerr standard radiator valves, 70 p.c.; Jenkins disc and quick-opening hot-water radiator valves, 75 p.c.
Kerr brass, Weber gate valves, 50 p.c.; I. B.M. Weber gate and swing check valves, 65 and 5 p.c.
Kerr N. P. Union elbows, 75 and 5 p.c.
J.M.T. Radiator Valves 55; Standard, 60; Patent Quick-Opening Valves, 70 p.c.
Jenkins' Valves—Quotations on application to Jenkins Bros., Montreal.
No. 1 compression bath cock, net 1 75
No. 4 " " " 1 70
No. 7 Fuller's 2 00
No. 4½ " " " 2 10
Patent Compression Cushion, basin cook, hot and cold, per doz., \$16.20
Patent Compression Cushion, bath cook, No. 2208 2 35
Square head brass cocks, 50; iron, 60 p.c.
Thompson Smoke-test Machine \$35.00 net

BOILERS—COPPER RANGE.

Copper, 30 gallon, \$33, 20 per cent.

BOILERS—GALVANIZED IRON RANGE

30-gallon Standard, \$4.50; Extra heavy, \$7.50

COPPER LINED BATH TUBS.

Steel clad copper lined, 25 per cent.

CAST IRON SINKS.

16x24, \$1; 18x30, \$1.15; 18x36, \$1.95.

ENAMELED BATHS, SINKS, ETC.

List issued by the Standard Ideal Company on August 1 1908, now governs prices.

HEATING APPARATUS.

Stoves and Ranges—45 to 50 per cent.
Furnaces—45 per cent.
Registers—70 per cent.
Hot Water Boilers—50 and 10 per cent.
Hot Water Radiators—65 p.c.
Steam Radiators—55 and 2½ per cent.

Wall Radiators—50 and 5 p.c. Specials—40 p.c.

LEAD PIPE

Lead Pipe, 30 p.c. off.
Lead waste, 30 p.c. off.
Caulking lead, 4½c. per pound.
Traps and bends, 50 per cent.

IRON PIPE.

Size (per 100 ft.)	Black.	Galvanized
1 inch	2 03	2 86
1½ "	2 25	3 08
2 "	2 63	3 49
2½ "	3 56	4 71
3 "	5 11	6 76
3½ "	6 97	9 22
4 "	8 37	11 07
4½ "	11 16	14 76
5 "	17 22	23 57
6 "	23 40	30 95
8 "	29 45	38 95
10 "	33 48	44 28

Malleable Fittings—Canadian discount 37½ per cent.; American discount 25 per cent.
Cast Iron Fittings 65; Standard bushings 60; headers, 60; flanged unions 60, malleable bushings 60; nipples, 75 and 10; malleable lipped unions 60 p.c.

SOIL PIPE AND FITTINGS

Medium and Extra heavy pipe and fittings, up to 6 inch, 70 per cent.
7 and 8-in. pipe, 40 per cent.
Light pipe, 60 p.c.; fittings, 70 p.c.

OAKUM.

Plumbers per 100 lb. 4 50 4 75

STOCKS AND DIES.

American discount 25 per cent.

SOLDERING IRONS.

1-lb. to 1½ per lb. 0 35 0 40
2-lb. or over " 0 30 0 32

SOLDER.

Bar, half-and-half, guaranteed 0 19 0 19
Wiping Montreal Toronto 0 18 0 18

PAINTS, OILS AND GLASS

BRUSHES

Paint and household, 70 per cent.

CHEMICALS.

In casks per lb.
Sulphate of copper (bluestone) 0 08
Litharge, ground 0 06½
" flaked 0 05½
Green copperas (green vitrol) 0 01
Sugar of lead 0 09

COLORS IN OIL.

Venetian red, 1-lb. tins pure. 1 00
Chrome yellow " 0 16
Golden ochre " 0 10
French " 0 18
Chrome green " 0 13
French permanent green " 0 13
Signwriters' black " 0 15
Marine black, 25 lb. irons 0 04½

GLUE.

Domestic sheet, in barrels 0 06½
French medal " 0 10

PARIS WHITE.

In bbls 1 00

PARIS GREEN.

Barrels 0 24½
25-lb. drums 0 28½

PIGMENTS.

Orange mineral, casks 0 09
" 100-lb. kegs 0 09½



No. 5573.

Rubbell Lamp Guards

The Greatest Lamp Protection — The Least Light Obstruction

NOTE THE SCREW CAP—unsurpassed for simplicity.

All intersecting wires are electro welded.

APPROVED BY THE UNDERWRITERS.

The R. E. T. PRINGLE CO., Limited

MONTREAL and WINNIPEG

PREPARED PAINTS.

	Quart cans
Barn (in bbls.)	0 90
Sherwin-Williams paints	1 60
Canada Paint Co.'s pure	1 40
Standard F. & V. Co.'s "New Era"	1 30
Bent. Moore Co.'s "Ark" E'd	1 25
Moore's pure linseed oil, H.C.	1 35
Brandram-Henderson's "English"	1 40
Ramsay's paints, Pure, per gal.	1 30
Thistle	1 10
Martin-Senour 100 p.c. pure	1 60
Senour's Floor Paints	1 35
Jamieson's "Crown and Anchor"	1 40
Jamieson's floor enamel	1 75
Island City pure paints	1 40
Sanderson Pearcy's, pure	1 25
Robertson's pure paints	1 25

PUTTY.

Bulk in bbls.	1 65
Bladders in bbls.	1 90
25-lb. tins.	2 00
Bulk in 100-lb. irons.	1 90

SHINGLE STAINS.

In 5-gallon lots	0 75
------------------	------

TURPENTINE AND OIL.

Prime white petroleum per gal.	0 13
Water white	0 15
Pratt's astral	0 17
Castor oil, per lb.	0 09
Motor Gasoline single bbls.	0 17
Benzine, per gal single tins.	0 15
Turpentine, single barrels	0 56
Essex Genuine	0 50
Linseed Oil	0 53
boiled	0 53

WHITE LEAD GROUND IN OIL. Per 100 lb.

	Montreal	Toronto
Genuine govern't standard	5 40	6 00
Decorators' Pure	5 60	5 75
No. 1 Canadian	5 15	5 50
Munro's Select Make White	6 00	6 15
Elephant Genuine	6 00	6 15
Tiger Pure	5 75	5 75
Essex Genuine	5 90	5 90
Brandram's B. B. Genuine	6 75	6 90
"Anchor," pure	5 50	5 65
Ramsay's Pure Lead	5 65	5 90
Ramsay's Exterior	5 25	5 50
"Crown and Anchor," pure	5 50	5 65
Island City pure lead	5 50	5 90
Sanderson Pearcy's	5 50	5 90
Robertson's O.P., lead	5 69	5 90

RED DRY LEAD.

Genuine, 560 lb. casks, per cwt	4 50	4 75
Genuine, 100 lb. casks	5 00	5 25

WINDOW GLASS

	Size United	Double
	inches	Star
Under 26	\$4 25	\$6 25
26 to 40	4 15	6 75
41 to 50	5 10	7 50
51 to 60	5 35	8 00
61 to 70	5 75	9 75
71 to 80	6 25	11 00
81 to 85	7 10	12 50
86 to 90		15 00
91 to 95		17 50
96 to 100		20 50

F.O.B. Toronto 20 p.c. Broken boxes 50 p.c.

WHITING.

Plain, in bbls.	0 60
Gilders bolted in barrels	0 90

WHITE DRY ZINC.

Extra Red Seal, V.M.	0 07
----------------------	------

WHITE ZINC IN OIL.

Pure, in 25-lb. irons	0 08
No. 1	0 07
No. 2	0 05

SHELLAC VARNISH

Pure White, in barrels	2 00
Pure Orange	1 90
No. 1 Orange	1 55

VARNISHES.

	Per gal. cans
Carriage, No. 1	1 50
Pale durable body	3 50
"hard rubbing	3 00
Finest elastic gearing	3 00
Elastic oak	1 50
Furniture, polishing	2 00
Furniture, extra	1 15
No. 1	0 90
"union	0 85

Light oil finish	1 30
Gold size Japan	2 00
Brown Japan	1 00
No. 1 brown Japan	0 95
Baking black Japan	1 35
No. 1 black Japan	0 90
Benzine black Japan	0 70
Crystal Damar	2 50
No. 1	2 25
Pure asphaltum	1 40
Oleothol	1 50
Lightning dryer	0 75
Elastate varnish, 1 gal. can, each	2 00
Granite floor varnish, per gal.	2 50
Maple Leaf coach enamels; size 1	1 20
Sherwin-Williams' kopal varnish, gal.	2 50
Canada Paint Co.'s sun varnish	2 00
"Kyanize" Interior Finish	2 40
"Flint-Lac" coach	1 80
B.H. Co.'s "Gold Medal," in cases	2 50
Jamieson's Copalene, per gal.	2 50
Flt. line floor finish, per gal.	3 01
Elastica exterior finish, 1 gal. can	4 25

MISCELLANEOUS.
Stovepipe varnish, 4 pints, \$3 per gross.
Boeswax, per lb., 40 cents.
Pine tar, half pint tins, 70 cents per doz.
Plaster of Paris, per bbl., \$2.25.

BUILDERS' HARDWARE

	BELLS.
Brass hand bells, 60 per cent.	
Nickel, 55 per cent.	
Gongs, Bargeant's door bells	5 50
American, house bells, per lb.	0 35
Peterboro' door bells, 50 and 10 off new list.	

	BUILDING PAPER, ETC.
Tarred Slater's paper, per roll	0 70
O. K. paper, No. 1, per roll	0 75
O. K. paper, No. 2	0 70
Plain Fibre, No. 1, per 400 ft. roll	0 45
Tarred Fibre, No. 1, per 400 ft. roll	0 55
Plain Surprise, per roll	0 35
Kenns sized Fibre, per roll	0 40
Asbestos building paper, per 100 lbs.	4 10
Heavy straw, plain & tarred, per ton	37 50
Same in Ma. itine Provinces	42 50
Carpet Felt, per 50 lbs.	1 40
Barrow wool roofing felt, per 100 lb.	1 80
Pitch, Boston or Sydney, per 100 lbs	0 70
Pitch, Scotch, per 100 lbs.	0 65
Heavy Fibre, 32' & 60', per 100 lbs.	3 00
2 Ply Ready Roofing, per square	0 80
3	1 05
2 Ply complete, per roll	1 25
3	1 45
Liquid Roofing Cement, brls., per gal	0 15
tins	0 20
Crude Coal Tar, per barrel	3 50
Refined Coal Tar, tins, per doz.	1 01
Refined Coal Tar, per barrel	4 51
Shingle varnish, per barrel	4 50
Cans and Nails, per lb.	0 07
Mop cotton, per lb.	0 15

Wrought Brass, net revised list.
Cast Iron Loose Pin, 60 per cent.
Wrought Steel Fast Joint and Loose Pin,
65 and 10 per cent.

	CEMENT AND FIREBRICK.
Canadian Portland	1 85
Belgium	1 60
White Bros. English	2 00
" Lafarge" cement in wood	3 40
"Iron Clad" cotton	2 11
Iron Clad" paper	2 15
wood	2 25
Fire brick, Scotch, per 1,000	27 00
" English	21 00
" American, low	23 00
" high	27 50
Fire clay (Scotch), net ton	4 95
Paving Blocks per 1,000	
Blue metallic, 9"x4"x3", ex wharf	35 00
Stable pavers, 12"x6"x2", ex wharf	50 00
Stable pavers, 9"x4"x3", ex wharf	36 00

DOOR SETS.
Peterboro, 50 and 10 per cent.
DOOR SPRINGS.
Torrey's Rod, per doz.

Coil, 9 to 11 in.	1 75
English	0 95
" "	2 00
Chicago and Belland Coil 9 1/2 per cent.	4 00

ESCUTCHEONS.

Discount 50 to 60 per cent.

Peterboro, 45 and 10 per cent.

ESCUTCHEON PINS.

Steel, discount 45 per cent.

Brass, 50 per cent.

HINGES.

Blind, discount 50 per cent.

Heavy T and strap, 4-in. 100 lb. net.

" " 5-in. " " " 7 25

" " 6-in. " " " 7 00

" " 8-in. " " " 6 75

" " 10-in. and larger " " " 6 50

Light T and strap, discount 65 p.c.

Screw hook and hinge—

under 12 in. per 100 lb. " " " 4 75

over 12 in. " " " 3 75

Crate hinges and back flaps, 65 and 5 p.c.

Chest hinges and hinge hasps, 65 p.c.

SPRING HINGES.

Spring, per gro., No. 5, \$17.50 No. 10, \$18;

No. 20, \$10.80; No. 120, \$20; No. 51,

\$10; No. 59, \$27.50.

Chicago Spring Butt and Blanks 12 1/2 percent.

Triple End Spring Butts, 30 and 10 per cent.

Chicago Floor Hinges, 37 1/2 and 5 off.

Garden City Fire Hinges, 12 1/2 p.c.

"Chief" floor hinge, 50 p.c.

CAST IRON HOOKS.

Bird cage, per doz. 0 50

Clothes line, No. 61, " " " 0 70

Harness, " " " 0 60

Hat and coat, per doz. 1 10

Chandelier, per doz. 0 50

Wrought hooks and staples

1-5 1/2 x 5 " " " 2 65

5-16 x 5 " " " 3 30

Bright wire hooks, 60 p.c.

Bright steel gate hooks and staples, 40 p.c.

Crescent hat and coat wire, 60 per cent.

Screw, bright wire, 65 per cent.

KNOB.

Door, japanned and N.P., doz 1 50

Bronze, Berlin, per doz. 2 75

Bronze, Genuine, " " " 3 25

Shutter, porcelain, F. & L.

screw " " " 1 30

White door knobs, per doz. 2 00

Peterboro knobs, 50 and 10 per cent.

Porcelain, mineral and jet knobs, net list.

KEYS.

Canadian 50 and 10 per cent.

LOCKS.

Peterboro, 50 and 10 per cent.

Russell & Erwin, steel rim \$2.50 per doz

Eagle cabinet locks, discount 30 per cent

SAND AND EMERY PAPER.

B. & A. sand, discount, 35 per cent

Emery, discount 35 per cent.

Garnet (Rurton's), 5 to 10 per cent. advance

SASH WEIGHTS.

Sectional, per 100 lb. 2 00

Solid " " " 1 50

SASH CORD.

Per lb. " " " 0 31

BLIND AND BED STAPLES.

All sizes, per lb. 0 07

TOOLS AND HANDLES.

ADZES.

Discount 22 1/2 per cent.

AXES.

Single bit, per doz. 6 00

Double bit, " " " 10 00

Bench Axes, 40 per cent.

Broad Axes, 25 per cent.

Hunters' Axes 5 50

Boys' Axes 6 25

Splitting Axes 7 00

Handled Axes	7 00	9 00
Red Ridge, boys', handled	5 75	
hunters	5 25	

BITS.

Ford's auger bits, 30 and 10 per cent.	
Irvine's auger, 47 1/2 per cent.	
Gilmour's auger, 60 per cent.	
Rockford auger, 50 and 10 per cent.	
Jennings' Gen. auger, net list.	
Gilmour's car, 47 1/2 per cent.	
Clark's expansive, 40 per cent.	
Clark's gimlet, per doz	0 65
Diamond, Shell, per doz	1 00
Nail and Spike, per gross	2 25

BUTCHERS CLEAVERS

German	per doz. 7 00	9 00
American	12 00	18 00

CHALK.

Carpenters' Colored, per gross	0 45	0 75
White lump	0 60	0 65

CHISELS

Warnock's, discount 70 and 50 per cent.

P. S. & W. Extra, discount, 70 per cent.

CROSSCUT SAW HANDLES.

S. & D., No. 3	per pair 0 13
S. & D., " 5	0 11
" & D., " 6	0 18
Boynton pattern	0 20

CROWBARS.

3 1/2 c. to 4 c. per lb.

DRAW KNIVES.

Coach and Wagon, 75 and 5 per cent.

Carpenters' 75 per cent.

DRILLS.

Miller's Falls, hand and breast, net list.

North Bros., each set, 50c.

DRILL BITS.

Morse, discount 37 1/2 to 40 per cent.

Standard, discount 50 and 5 to 55 per cent.

FILES AND RASPS.

Great Western, Diston's, Arcade, Kearney & Foot, American, J. Barton Smith, McClellan, Eagle and Globe, in ordinary quantities, 70 and 10 per cent.; Nicholson 66 1/2 p.c.; Black Diamond, 60 and 10 p.c. Jowitt's, English list, 27 1/2 per cent.

GAUGES.

Stanley's discount 50 to 60 per cent.

Winn's, Nos. 26 to 33 each 1 65

HANDLES.

Second growth ash fork, hoe, rake and shovel handle, 40 p.c.

Extra ash fork, hoe, rake and shovel handles, 45 p.c.

No. 1 and 2 ash fork, hoe, rake and shovel handles, 50 p.c.

White ash whiffletrees and neckyokes, 35 p.c.

All other ash goods, 40 p.c.

All hickory, maple and oak goods, excepting

carriage and express whiffletrees, 40 p.c.

Hickory, maple, oak carriage and express whiffletrees, 45 p.c.

HAMMERS.

Maydole's, 5 to 10 per cent.

Canadian, 25 to 27 1/2 per cent.

For Over Thirty Years

Paterson's goods have represented the highest standard of quality, both in material and manufacture.

AMATITE READY ROOFING. — Mineral surfaced.
Needs no painting.

WIRE-EDGED READY ROOFING. — Over half a million rolls used in Canada.

BEST TARRED WOOL ROOFING FELT.

PURE COAL TAR ROOFING PITCH.

PLAIN AND TARRED BUILDING PAPERS.

The Paterson Manufacturing Co., Limited

TORONTO MONTREAL WINNIPEG

PLANES.
Wood bench, Canadian, 40, American, 25 p.c.
Wood, fancy, 7/4 to 40 per cent.
Stanley planes, \$1.55 to \$3.60, net list prices.

PLANE IRONS.
English per doz. 2 00 5 10
Stanley 2 1/2 inch, single 24c., double 39c.

PLIERS AND NIPPERS.
Button's genuine, 3 1/2 to 40 per cent.
Button's imitation per doz. 5 00
Berg's wire fencing 1 72 5 50

PUNCHES.
Saddlers per doz. 1 00 1 85
Conductor's 3 00 15 00
Finners, solid per set 0 72
" hollow per inch 1 00

RIVET SETS.
Canadian, discount 35 to 37 1/2 per cent.

RULER.
R wood No. 68, 2 foot d.z. 1 00
Ivory, No. 1282, 2 foot, each 3 50

SAWS.
Atkins, hand and crosscut, 25 per cent.
Diston's hand, discount 12 1/2 per cent.
Diston's Crosscut per foot 0 35 0 55
Hack, complete each 0 75 2 75
" frame only each 0 50 1 25

S. & D. solid tooth circular shingle, concave and band, 50 per cent.; mill and ice, drag, 30 per cent.; cross-cut, 35 per cent.; hand saws, butcher, 35 per cent.; buck, New Century \$6.25; buck, No. 1 Maple Leaf, \$5.25; buck, Happy Medium, \$4.25; buck, Watch Spring, \$4.25; buck, common frame, \$4.00.

Spear & Jackson's saws—Hand or rip, 26 in., \$12.75; 28 in., \$14.25; panel, 18 in., \$8.25; 20 in., \$9; tenon, 10 in., \$9.90; 12 in., \$10.90; 14 in., \$11.50.

SAW SETS.
Lincoln and Whiting 4 75
Hand Sets, Per cent. 4 00
X-Cut Sets 7 50
Maple Leaf and Premium saw sets, 40 off.
S. & D. saw swages, 40 off.

SCREW DRIVERS.
Sargent's per doz. 0 65 1 00
North Bros., No. 30 per doz. 16 80

SHOVELS AND SPADES.
Canadian, 45 per cent.

SQUARES.
Steel, No. 14, 75 and 2 1/2, doz. \$23 00
Iron, No. 492, 1 85
" 493 2 45
" 494 3 25

TAPE LINES.
English as skin, No. 921, 66 ft., doz. 2 85
Universal as skin, No. 714, 66 ft., doz. 3 00
Lufkins, linen, No. 414, 66 ft., each 0 94
" steel, No. 264, 66 ft., each 3 15
Chesterman's, linen, No. 1822, 66 ft. ea. 1 10
" steel No. 1820, 1 70

TROWELS.
Diston's, discount 10 per cent.
S. & D. discount 45 per cent.
Berg's, brick, 924x11 4 00
pointing, 924x5 2 10

FARM AND GARDEN GOODS

BELLS.
American cow bells, 634 per cent.
Canadian, discount 50 per cent.

BULL RINGS.
Copper, \$2.00 for 2 1/2-inch

CATTLE LEADERS.
Nos. 32 and 33 per gross 7 50 8 50

BARN DOOR HANGERS.
Stearns wood track doz. pairs 4 50 6 00
Zenith 9 00
Atlas, steel covered 5 00 6 00
Perfect 8 00 11 00
New Milo, flexible 6 50
Steel, track, 1 x 3-16 in (100 ft) 9 25
" 1 1/2 x 3-16 in (100 ft)

Double strap hangers, doz. sets 6 40
Standard jointed hangers, 6 40
Steel King hangers 6 25
Storm King and safety hangers 7 00
rail 4 25
Chicago Friction, Oscillating and Big Twin Hangers, 5 per cent.

HARVEST TOOLS.
50 and 10 per cent.
sidewalk and stable scrapers, 40 off.

HAY KNIVES.
Net list.

HEAD HALTERS.
Jute Rope, 1-inch per gross 9 00
" " " " 10 00
" " " " 12 00
Leather, 1-inch per doz. 4 00
Leather, 1 1/2 5 20
Web 2 45

HOES.
Garden, 50 and 10 per cent.
Planter per doz. 4 00 4 50

HORSE COUPLERS.
Time Savers, per doz 1 and 1/2 inch 3 31

LAWN MOWERS.
Taylor Forbes Co.—8 in. wheel 3 knives, 12 in., \$5.25; 9 in. wheel, 3 knives, 12 in., \$6.75; 9 in. wheel, 5 knives, 12 in., \$7.75; 10 1/2 in. wheel, 4 knives, 12 in., \$8.50; 10 1/2 in. wheel, 4 knives, 12 in., ball bearing, \$10.00 50 per cent. Dated April 1, f.o.b. Guelph.
D. Maxwell & Sons—8 in. open wheel, 3 knives, 12 in. \$3.75; 8 in. open wheel, 4 knives, 12 in. sizes, \$2.85; 9 in. wheel, 3 knives, 12 in. sizes, \$2.95; 9 in. wheel, 4 knives, 12 in. sizes, \$3.05; 10 1/2 in. wheel, 4 knives, 12 in. sizes, \$4; 10 1/2 in. wheel, 5 knives, 12 in. ball bearing, \$5.70.

SCYTHES.
Per doz. net 6 25 9 25
Canadian, discount 40 per cent.

SNAPS.
Harness, German, 25 per cent.
Lock, Andrews' 4 50 11 00

STABLE FITTINGS.
Warden King, 25 per cent.
Dennis Wire & Iron Co., 33 1/2 p.c.

WOOD HAY RAKES.
40 and 10 per cent.
S. & D. lawn rakes, Dunn's, 40 p.c.

HEAVY GOODS, NAILS, ETC.

ANVILS.
Wright's, 80-lb. and over 0 10 1/2
Hay Budden, 80-lb. and over 0 09 1/2
Brook's, 80-lb. and over 0 11 1/2
Taylor-Forbes, prospectors 0 05
Columbia Hardware Co., per lb. 0 09 1/2

VISES.
Wright's 0 13 1/2
Berg's, per lb. 0 12 1/2
Brook's 0 12 1/2
Pipe Vise, Hinge, No. 1 3 50
" No. 2 5 50
Saw Vise 4 50 5 00
Blacksmiths', 60; parallel, 45 per cent.

BOLTS AND NUTS.
Carriage Bolts, common (\$1 list) Per cent.
" " " and smaller, 60, 10 and 10
" " " 7-16 and up 60
" Norway Iron (\$3 list) 60
Machine Bolts, 1/2 and less 60, 10 and 10
Machine Bolts, 7-16 and up 60
Plough Bolts 55, 5 and 10
Blank Bolts 60
Bolt Ends 60
Sleigh Shoe Bolts, 1/2 and 5/8 60 and 10
" 7-16 and larger 55 and 5
Coach Screws, cone point 70 and 12 1/2
Nuts, square, all sizes, 4 1/2 per lb. off
Nuts, hexagon, all sizes, 4 1/2 per lb. off.
Stove Rods per lb. 5 1/2 to 60.
Stove Bolts, 87 and 12 1/2.

CHAIN.
Proof coil, per 100 lb. 1 in., \$6.00; 5-16 in., \$4.85; 3/4 in., \$4.25; 7-16 in., \$4.00; 1/2 in., \$3.75; 9-16 in., \$3.70; 5/8 in., \$3.65; 3/4 in., \$3.60; 1 in., \$3.45; 1 1/4 in., \$3.40.
Halter, kennel and post chains, 40 to 40 and per cent.; Cow ties, 40 per cent.; Tie out

chains 65 per cent.; Stall fixtures, 35 per cent.; Trace chain, 45 per cent.; Jack chain iron, 50 per cent.; Jack chain, brass, 50 per cent.

HORSE NAILS.
M.R.M. cold forged process, list Feb. 1, 1908, \$2.45 per box base.
"O" brand, list March 2, 1908, \$2.75 per box, base sizes 10 to 14, 10 per cent.
Capewell brand, quotations on application.

HORSESHOES.
M.R.M. brand: iron, light and medium, No. 1 and smaller, \$3.75; No. 2 and larger, \$3.50; snow pattern No. 1 and smaller \$4.00, No. 2 and larger, \$3.75; "X.L.", new light steel, No. 1 and smaller, \$4.10; No. 2 and larger, \$3.85; "X.L." featherweight steel, No. 0 to 4, \$5.25; Special countersunk steel No. 0 to 4, \$5.50 pkg; toe-weight, all sizes, \$6.00. F.o.b. Montreal. Extras for packing.

Toecalks Standard Blunt No. 1 and smaller, \$1.50; No. 2 and larger, \$1.25. Sharp No. 1 and smaller, \$1.75; No. 2 and larger, \$1.50 per box. Sharp. Put up in 25 lb. bxs.

HORSE WEIGHTS.
Taylor-Forbes, 4 1/2 c. per lb.

NAILS.
Cut. Wire.
2d 3 80 3 25
3d 2 85 2 95
4 and 5d 2 70 2 65
6 and 7d 2 80 2 55
8 and 9d 2 45 2 40
10 and 12d 2 40 2 35
16 and 20d 2 35 2 30
30, 40, 50 and 60d (base) 2 30 2 25
F.o.b. Montreal. Toronto 5 cents higher.
Out nails, Toronto 20c. higher.
Miscellaneous wire nails, 75 per cent.
Coopers' nails, 33 1/2 per cent.

PRESSED SPIKES.
Pressed spikes, 1/2 diameter, per 100 lbs., \$3.00

RIVETS AND BURS.
Iron Rivets, black and tinned, 60, 10 and 10.
Iron Burs, discount 60 and 10 and 10 p.c.
Copper Rivets, usual proportion burs, 35 and 12 1/2 per cent.
Copper Burs only, 22 1/2 p.c.
Extras on Coppered Rivets 1-lb. packages 1c. per lb.; 1-lb. packages 2c. lb.
Tinned Rivets, net extra, 3c. per lb.
Coppered Rivets, net extra, 2 1/2 c. per lb.

MOLERS.
Wood, F.H., bright and steel, 85 and 10 p.c.
" E.H., bright, 80 and 10 per cent.
" F.H., brass, 75 and 10 per cent.
" F.H., " 70 and 10 per cent.
" F.H., bronze, 70 and 10 per cent.
" E.H., " 65 and 10 per cent.
Drive Screws, dia. 85 and 10 per cent.
Bench, wood per doz. 3 25
" iron 4 25
Set, case hardened, dia. 60 per cent.
Square Cap, dia. 50 and 5 per cent.
Hexagon Cap, dia. 45 per cent.

MACHINE SCREWS.
Flat head, iron and brass, 35 per cent.
Fillister head, iron, 30; brass, 25 per cent.
TACKS, BRADS, ETC.

Carpet tacks, blued, 75 p.c.; tinned, 80; (in kegs), 40; out tacks, blued, in dozens only, 75; 1/2 weights, 60; Swedes out tacks, blued and tinned, bulk, 80 and 15 dozens, 75; Swedes, upholsterers', bulk, 85 and 10; brush, blued and tinned, bulk, 70; Swedes, gimpy, blued and tinned, bulk, 75 and 12 1/2; zinc tacks, 35; leather carpet, tacks, 35; copper tacks, 45; copper nails 50; trunk nails, black, 65; trunk nails, tinned and blued, 85; clout nails, blued and tinned 65; chair nails, 35; patent brads, 40; fine finishing, 40; lining tacks, in papers, net; lining tacks, in bulk, 15; lining tacks, solid heads, in bulk, 75; saddle nails, in papers, 10; saddle nails, in bulk, 16; tufting buttons, 22 line in dozens only, 60; zinc glaziers' points 75 and 12 1/2; double pointed tacks, papers, 90 and 10 double pointed tacks, bulk, 40; clinch point shoe rivets, 45; cheese box tacks, 85; trunk tacks, 80 and 10.

WROUGHT IRON WASHERS.
Canadian, discount 50 per cent.

SPORTING GOODS.

CARTRIDGES.
"Dominion" Rim Fire Cartridges and C.B. caps, 50 and 7 1/2 per cent.; Rim Fire B.B. Round Caps, 60 and 2 1/2 per cent., Centre Fire, Pistol and Rifle Cartridges, 30 p.c.; Centre Fire Sporting and Military Cartridges, 2 1/2 and 5 p.c. Primers, 100, 15 p.c. 250, 20 p.c.

LOADED SHELLS.
"Crown" Black Powder, 15 and 5 p.c.; "Sovereign" Empire Bulk Smokeless Powder 30 and 5 p.c.; "Regal" Ballistite Dense smokeless Powder, 30 and 5 p.c.; "Imperial" Empire or Ballistite Powder, 30 and 5 p.c.

EMPTY SHELLS.
Paper Shells, 10 and 10; Brass Shells, 55 and 5 p.c.

WADS.
Best thick brown or grey felt wads, in 1-lb. bags \$0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges 0 29
Best thick white card wads, in boxes of 500 each, 10 gauge 0 35
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges 0 20
Thin card wads, in boxes of 1,000 each, 10 gauge 0 25
Chemically prepared black edge grey cloth wads, in boxes of 250 each—Per M
11 and smaller gauge 0 68
9 and 10 gauges 0 70
and 8 " 0 90
5 and 6 " 1 10
Superior chemically prepared pink edge, best white cloth wads in boxes of 250 each—
11 and smaller gauge 1 15
9 and 10 gauges 1 40
7 and 8 " 1 65
6 and 9 " 1 90

SHOT.
Ordinary drop shot, AAA to dust \$7.50 per 100 lbs. Discount 20 per cent; cash discount, 2 per cent, 30 days; net extras as follows subject to cash discount only: Chilled, 40 c.; buck and seal, 80c.; no. 28 ball, \$1.20 per 100 lbs.; bags less than 25 lbs., 4c. per lb.; F.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax, and freight equalized thereon.

TRAPS (steel.)
Game, Newhouse, discount 30 and 10 per cent, Game, Hawley & Norton, 50, 10 & 5 per cent Game, Victor, 70 per cent.
Game, Oneida Jump (B. & L.) 40 & 2 1/2 p.c.
Game, steel, 60 and 5 per cent.

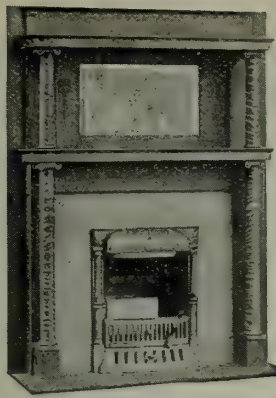
SKATES.
Skates, discount 37 1/2 per cent.
Empire hockey sticks, per doz. . . 3 00 3 50

CUTLERY AND SILVERWARE.

RAZORS.
per doz.
Elliot's 4 00 18 00
Boker's 7 50 11 00
" King Cutter 13 50 18 50
Wade & Butcher's 3 60 10 00
Lewis Bros. "Klean Kutter" 8 50 10 50
Henckels 7 50 20 00
Clausen automatic safety 37 00
Clausen perfect stropper 16 00
Berg's 7 50 20 00
Clausen Razors and Stroppers, 50 per cent

KNIVES.
Farriers-Stackey Bros., doz 3 50
Clausen, 50 and 25 per cent.

PLATED GOODS.
Hollowware, 40 per cent. discount.
Flatware, staples, 40 and 10, fancy, 40 and 5.
Hutton's "Cross Arrow" flatware, 42 1/2; "Singapore" and "Alaska" Nevada silver flatware, 42 p.c.



Mantels That Produce Profit

That's the kind of mantels we manufacture. Every design artistic and up-to-date. Material of the best quality, put together with the highest grade of workmanship. Have you got our price list? Every up-to-date hardwareman should have it on his desk. Send for a copy to-day.

The Barton Netting Company, Limited

38 Ouelette Ave., Windsor, Ontario

Mantels, Grates, Tiles, Fire-place Furnishings, Mosaics, Gas and Electric Lighting Fixtures, Etc.

SCISSORS.
Claus, steel scissors and shears, 60; Japan, 65; tailors, 40; pruning, 70. Seymour's, 50 and 10 per cent.

HOUSE FURNISHINGS.

APPLE PARERS.
Hudson, per doz., net 5 75

BIRD CAGES.
Brass and Japanned, 40 p.c.

COPPER AND NICKEL WARE.
Copper boilers, kettles, teapots, etc. 45 p.c.
Copper pitta, 33 per cent.

KITCHEN ENAMEL WARE.
White ware, 75 per cent.
London and Princess, 50 per cent.
Canada, Diamond, Premier, 50 and 10 p.c.
Pearl, Imperial, Crescent and granite steel, 80 and 10 per cent.
Premier steel ware, 40 per cent.
Star decorated steel and white, 25 per cent.
Japanned ware, 45 per cent.
Hollow ware, tinned cast, 35 per cent. off.

KITCHEN SUNDRIES.
Asbestos mats, 50 p.c.
Can openers, per doz. 0 40 0 75
Mincing knives per doz. 0 50 0 80
Duplex mouse traps, per doz. 0 65
Potato mashers, wire, per doz. 0 60 0 70
" wood " 0 50 0 60
Vegetable slicers, per doz. 2 25
Universal meat chopper No. 1. 1 15
Enterprise chopper, each 1 30
Spiders and fry pans, 50 per cent.
Star A1 chopper 5 to 32 1 35 4 10
" 100 to 103 1 35 2 00
Kitchen hooks, bright 0 60
Toasters, 50 p.c.

LAMP WICKS.
Discount, 60 per cent.

LEMON SQUEEZERS.
Porcelain lined, per doz. 2 20 5 60
Galvanized " " 1 87 3 85
" " " 2 75 2 90
King, glass, " 4 00 4 50
All glass " " 0 50 0 90

METAL POLISH.
Tandem metal polish paste, 6 00

PICTURE NAILS.
Porcelain head, per gross 1 35 1 50
Brass head, " 0 40 1 00
Tin and gilt, picture wire, 75 per cent.

SAD IRONS.
Mrs. Potts, No. 55, polished, per set 0 90
" No. 50, nickel-plated, " 0 85
" handles, japanned, per gross 9 25
" " nickled, " 9 75
Common, plain, " 4 25
" plated, " 5 50
Asbestos, per set, 1 50

TINWARE.

CONDUCTOR PIPE.
2-in. plain or corrugated, per 100 feet, \$3.30; 3 in., \$4.40; 4 in., \$5.80; 5 in., \$7.45; 6 in., \$9.90.

FAUCETS.
Common, cork-lined, 35 per cent.

SAVETROUGHS.
10-inch, per 100 ft. 3 30

FACTORY MILK CANS.
Discount off revised list, 35 per cent.
Milk can trimmings, discount 35 per cent.
Creamery Cans, 45 per cent

LANTERN.
No. 2 or 4 Plain Cold Blast, per doz. 6 75
Lift Tubular and Hinge Plain, " 5 00
Japanning, 50c. per doz. extra.
Fram globes, per doz., \$1.20.

OILERS.
Kemp's Tornado and McClary's Model galvanized oil can, with pump, 5 gallon, per dozen 10 92
Davidson oilers, 40 per cent
Zinc and tin, 50 per cent.
Coppered oilers, 20 per cent. off.
Brass oilers, 50 per cent. off.
Malleable, 25 per cent

PAIS (GALVANIZED).
Dufferin pattern pais, 45 per cent.
Flaring pattern, 45 per cent.
Galvanized washtubs 40 per cent.

PIECED WARE.
Discount 35 per cent off list, June, 1899.
10-qt. flaring sap buckets, 35 per cent.
6, 10 and 14-qt. flaring pails 35 per cent.
Copper bottom tea kettles and boilers, 30 p.c.
Coal hods, 40 per cent.

STAMPED WARE.
Plain, 75 and 12½ per cent. off revised list.
Retinned, 72½ per cent. revised list.

SAP SPOUTS.
Bronzed iron with hooks per 1,000 7 50
Eureka tinned steel, hooks 8 00

STOVEPIPES.
5 and 6 inch, per 100 lengths 7 64 7 91
7 inch, 8 18
Nestable, discount, 40 per cent.

STOVEPIPE ELBOWS.
5 and 6-inch, common, per doz. 1 32
7-inch, " 1 48
Polished, 15c per dozen extra.

THERMOMETERS.
Tin case and dairy, 75 to 75 and 10 per cent.

TINNERS' SNIPS.
Per doz. 3 00 15 00
Claus, discount 35 per cent.

TINNERS' TRIMMINGS.
Discount, 45 per cent.

WIRE.

ANNEALED CUT HAY BAILING WIRE.
No. 12 and 13, \$4; No. 13½, \$4.10; No. 14, \$4.25; No. 15, \$4.50; in lengths 6' to 11', 25 per cent.; other lengths 20c. per 100 lbs. extra; if eye or loop on end add 25c. per 100 lbs. to the above.

BRIGHT WIRE GOODS.
Discount 60 per cent.

CLOTHES LINE WIRE.
No. 7 wire solid line, No. 17, \$4.90; No. 18, \$5.00; No. 19, \$5.20; 6 wire solid line, No. 17, \$4.45; No. 18, \$4.60; No. 19, \$4.80. All prices per 1000 ft. measure; 6 strand, No. 18, \$2.60; No. 19, \$2.90. P.O.b. Hamilton, Toronto, Montreal.

COILED SPRING WIRE.
High Carbon, No. 2, \$2.95; No. 11, \$3.50; No. 12, \$3.20.

COPPER AND BRASS WIRE.
Discount 50 per cent.

FINE STEEL WIRE.
Discount 25 per cent. List of extras
In 100-lb. lots: No. 17, \$5 — No. 18, \$5.50 — No. 19, \$6 — No. 20, \$6.65 — No. 21, \$7.1 — No. 22, \$7.30 — No. 23, \$7.65 — No. 24, \$8 — No. 25, \$8.30 — No. 26, \$8.50 — No. 27, \$10 — No. 28, \$11 — No. 29, \$12 — No. 30, \$13 — No. 31, \$14 — No. 32, \$15 — No. 33, \$16 — No. 34, \$17. Extras net-tinned wire, Nos. 17-25, \$2—Nos. 26-31, \$4—Nos. 32-34, \$5. Coppered, 75c.—oil, 10c.—in 25-lb. bundles, 15c.—in 5 and 10-lb. bundles, 25c.—in 1-lb. hanks, 25c.—in ¼-lb. hanks, 38c.—in ¼-lb. hanks, 50c. packed in casks or cases, 15c.—bagging or papering, 10c.

FENCE STAPLES.
Bright, 2 80 Galvanized, 3 20

HAY WIRE IN COILS.
No. 13, \$2.70; No. 14, \$2.80; No. 15, \$2.95; f.o.b., Montreal.

GALVANIZED WIRE.
Per 100 lb.—Nos. 4 and 5, \$3.95 — Nos. 6, 7, 8, \$3.40 — No. 9, \$2.90 — No. 10, \$3.45 — No. 11, \$3.50 — No. 12, \$3.05 — No. 13, \$3.15 — No. 14, \$4.00. Base sizes, Nos. 8 to 9, \$2.35 f.o.b. Cleveland in car lots. List for cut and straightened wire per 100 lbs. Extras for cutting.

LIGHT STRAIGHTENED WIRE.
Gauge No. Over 20 in. 10 to 20 in. 5 to 10 in.
0 to 5 \$0.50 \$0.75 \$1.25
6 to 9 0.75 1.25 2.00
10 to 11 1.00 1.75 2.50
12 to 14 1.50 2.25 3.50
15 to 16 2.00 3.00 4.00

SMOOTH STEEL WIRE.

No. 0-9 gauge, \$2.40; No. 10 gauge, 6c extra; No. 11 gauge, 12c extra; No. 12 gauge, 20c. extra; No. 13 gauge, 30c. extra No. 14 gauge, 40c. extra; No. 15 gauge, 55c. extra; No. 16 gauge, 70c. extra. Add 60c. for coppering and \$2 for tinning.

Extra net per 100 lb.—Oiled wire 10c., spring wire \$1.25, bright soft drawn 15c., charcoal (extra quality) \$1.25, packed in casks or cases 15c., bagging and papering 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb hanks, 50c., in ¼-lb. hanks 75c., in ¼-lb. hanks 15c.

POULTRY NETTING.
2-in. mesh, 19 w. g., 60 and 5 p.c. off. Other sizes, 60 and 5 p.c. off.

WIRE CLOTH.
Painted Screen, in 100-ft. rolls, \$1.70, per 100 sq. ft.; in 50-ft. rolls, \$1.75, per 100 sq. ft.

WIRE FENCING.
Galvanized barb, 3 00
Galvanized, plain twist, 3 35
Galvanized barb, f.o.b. Cleveland, \$2.75 for small lots and \$2.60 for carlots

WIRE ROPE.
Galvanized, 1st grade, 6 strands, 24 wires, ½, \$5; 1 inch \$16.50.
Black, 1st grade, 6 strands, 19 wires, ½, \$5 1 inch \$15.10. Per 100 feet f.o.b. Toronto

WROUGHT STAPLES.
Plain 2 75
Coopers, 45 per cent. 2 50
Poultry netting staples, 40 per cent.
Bright spear point, 75 per cent.

WOODENWARE.

BROOMS.
Broeck's 4 string, 2 55 3 40
Nelson's, 2 25 3 65
" bamboo, 2 95 3 95

CHURNS.
No. 0, \$9; No. 1, \$9; No. 2, \$10; No. 3, \$11; No. 4, \$13; No. 5, \$16; f.o.b. Toronto Hamilton, London and St. Marys, 30 and 30 per cent.; f.o.b. Ottawa, Kingston and Montreal, 40 and 15 per cent.

CLOTHES PINS.
Cane's, 5 gross loose, per case, 0 60
" 4 " packages, per case 0 70

CLOTHES REELS.
Davis Clothes Reels, 40 per cent.

FIBRE WARE.
Star pails, per doz. \$ 3 00
0 Tubs, " 14 00
1 " " 12 00
2 " " 10 00
3 " " 8 50

ICE CREAM FREEZERS.
White Mountain, 50 p.c.

LADDERS, EXTENSION.
3 to 6 feet, 12c. per foot; 7 to 10 ft., 13c.
Wagoner Extension Ladders, 40 per cent.

MOPS AND IRONING BOARDS.
" Best " and " 900 " mops, 1 25
Folding ironing boards, 12 00 16 50

REFRIGERATORS.
Discount, 40 to 50 per cent.

SCREEN DOORS.
Common doors, 2 or 3 panel, walnut stained, 4-in. style, per doz. 8 00
Common doors, 2 or 3 panel, grained only, 4-in., style, per doz. 8 30
Common doors, 2 or 3 panel, light stair per doz. 10 55

WASHBOARDS.
Cane's, per doz. 1 10 3 35

WASHING MACHINES.
Round, re-acting per doz. 60 00
Square " 63 00
Eclipse, per doz. 64 00
Dowsell " 79 00
New Century, per doz. 75 00
Daisy, " 54 00
Stephenson, 74 00

WOODEN PAIS.
Cane's wire hoop, 2-hoop 1 90
" 3-hoop 2 95

WOODEN TUBS.

Cane's wire hoop, per doz., No. 0, \$11; No. 1 \$9; No. 2, \$7.50; No. 3, \$6.50.

WRINGERS.

Royal Canadian, 11 in., per doz. 35 00
Royal American, 11 in. 35 00
Eze, 10 in., per doz 36 75

MISCELLANEOUS.

AXLE GREASE.
Ordinary, per gross 6 00 7 00
Best quality 10 00 12 00

BELTING.
Extra, 60 per cent.
Standard, 60 and 10 per cent.
No. 1, not wider than 6 in., 60, 10 and 10 p.c.
Agricultural, not wider than 4 in., 75 per cent
Lace leather, per side, 75c.; cut laces, 80c.

BOOT CALKS.
Small and medium, ball per M 2 25
Small heel 4 50

CARPET STRETCHERS.
American per doz. 1 00 1 50
Bullard's, 6 50

CASTORS.
Bed, new list, 55 to 57½ per cent
Plate, discount 52½ to 57½ per cent

PULLEYS.
Hothouse per doz. 0 55 1 00
Axle, " 0 22 0 33
Screw " 0 22 1 00
Awning " 0 35 2 50

PUMPS.
Canadian cistern 1 40 3 00
Canadian pitcher spout 1 80 3 16
Berg's wing pump, 75 per cent.

ROPE AND TWINE.
Sisal 0 19½
Pure Manila 0 12½
" British " Manila 0 10
Cotton, 3-16 inch and larger 0 21
" 5-32 inch 0 25
" 1 inch 0 28
Russia Deep Sea 0 16
Jute, 0 08
Lath Yarn, single 0 08½
" double 0 09
Sisal bed cord, 48 feet, per doz. 0 65
" 60 feet, 0 81
" 72 feet, 0 95

Twine.
Bag, Russian twine, per lb. 0 27
Wrapping, cotton, 3-ply 0 25
" 4-ply 0 29
Mattress twine per lb. 0 33 0 45
Staging " " 0 27 0 35

BINDER TWINE.
500 feet, sisal 0 08½
500 " standard 0 08½
550 " " manilla 0 08½
600 " " 0 11½
650 " " 0 13
Car lots, ½c. less; 5-ton lots, ½c. less.
Central delivery.

SCALES.
Gurney Standard, 35; Champion, 45 p.c.
Burrow, Stewart & Milne — Imperial Standard, 35; Weigh Beams, 35; Champion Scales, 45.
Fairbanks Standard, 30; Dominion, 50
Richelieu, 50.
Warren new Standard, 35; Champion, 45 Weigh Beams, 30.

STONES—OIL AND SOYTHE.
Washtie per lb. 0 25 0 37
Hindostan " " 0 08 0 10
" slip " " 0 13 0 20
" Axe " " 0 10
Deer Creek " " 0 10
Deerlick " " 0 25
" Axe " " 0 15
Lily white " " 0 42
Arkansas " " 1 50
Water-of-Ayr " " 0 10
Soythe per gross 3 50 5 00
Grind, 40 to 90 lb. per ton. 30 00 29 00
" under 40 lb. 24 00
" 900 lb. and over 28 00

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They are great sellers. Their non-rusting, self sharpening **steel** knives cut the food—not crush it. Simple and easily cleaned, made in four sizes to suit the needs of every user from the cottager to the large hotel.

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THE GALT ART METAL CO., Ltd., Galt, Ontario



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We Would Like to Sell You

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Every Lamp carefully tested, and guaranteed to give full rated Candle Power at the voltage for which it is labelled.

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It is a well-established fact, that if you can get the best class of people to use your goods, the **MASS** of the people will speedily follow suit. Consequently, it is a very wise policy for manufacturers to **HELP RETAIL DEALERS** by advertising their products to the best class of consumers. The most reliable advertising medium by which a manufacturer may talk to the **LEADING PEOPLE** of every community in Canada, is the **BUSY MAN'S MAGAZINE**. Its circulation is primarily a **QUALITY** circulation. Every reader is in the **"GOOD BUYER"** class. There is positively no other publication which so **THOROUGHLY** covers the Canadian field from one ocean to the other. If you are a manufacturer it will pay you to investigate.

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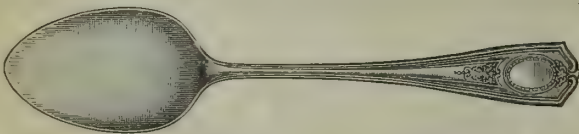
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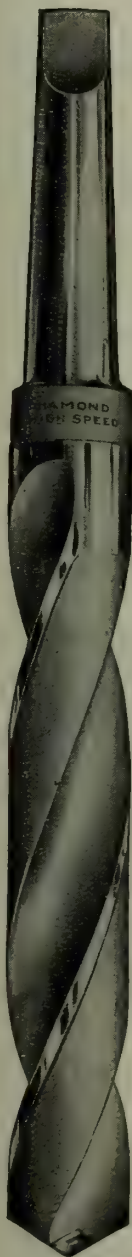
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They will do as much for you, and to convince you, all we ask is a trial order.

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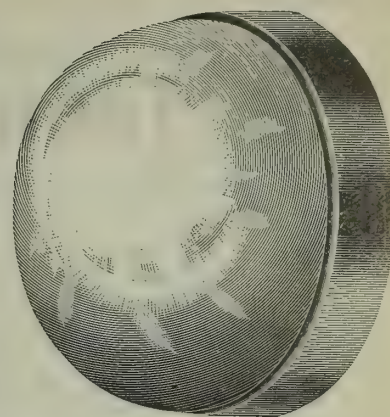
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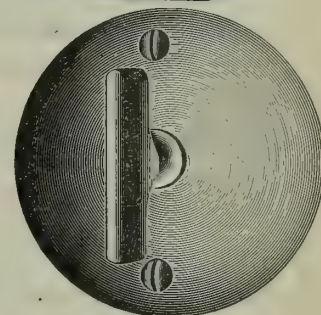
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**A very hand-
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Easy to
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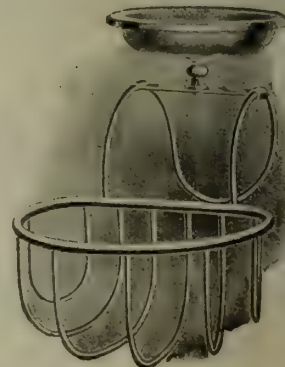
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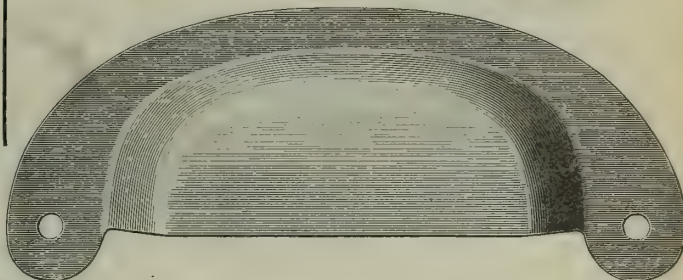
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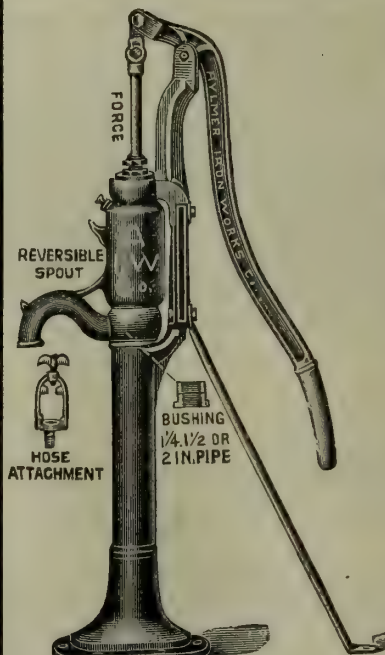
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MODEL 1908 will be made

in 12, 16, 20 and 28 gauge. We shall continue to manufacture and supply our popular Model 1900, with patented hinge pin, and our unequalled small framegun. Model 1905.

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To every man who uses Fire Bricks.

We handle the best makes of Scotch Fire Bricks, and our prices are right, but there are occasions when you must have more refractory materials, and then please remember that we are the Canadian representatives of the

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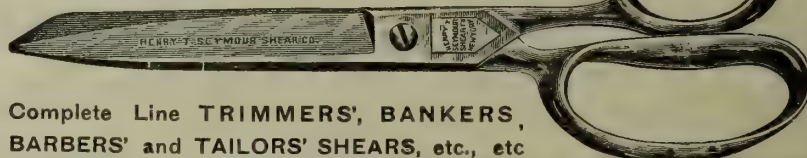
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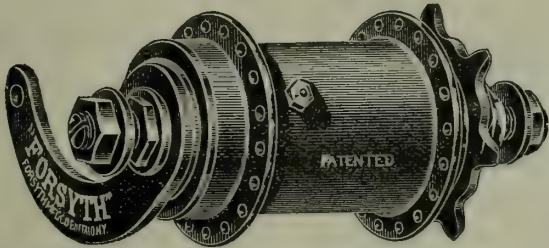
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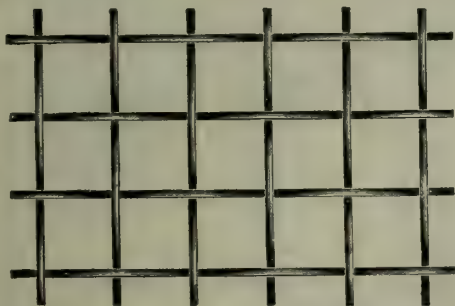
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Dominion Works, Port Hope, Ont.

Wm. Stairs, Son & Morrow, Limited, Halifax, N.S.
Heavy and Shelf Hardware

INCLUDING THE FOLLOWING:

Bar Iron, Boiler Plate, Tin Plates, Sheet Zinc, Ship Chandlery

AGENTS FOR

ALLAN, WHYTE & CO.'S WIRE ROPES,
DODGE WOOD SPLIT PULLEYS,

IMPERIAL COTTON DUCK,
SCOTIA READY MIXED PAINTS.

General Offices and Warehouses, - - 174 to 196 Lower Water Street

“Seeing is Believing”

¶ As the Ross Sporting Rifle represents the best in modern rifle manufacture, the highest grade materials and minute accuracy in workmanship, it is to your interest to learn fully about this Canadian Rifle—

¶ The Ross Straight Pull 303 Sporting Model M is one of our leaders to retail at \$26. The barrel is the celebrated Ross high pressure, non-fouling, gun-barrel steel — The breech action is dependable.

Our representatives are now demonstrating the merits of this rifle—It places you under no obligation to drop us a line to make sure you will be on their calling list.

Our advertising policy is co-operative.

THE ROSS RIFLE CO., - QUEBEC

Brantford Screw Co.

LIMITED

— MAKERS OF —

Machine Bolts

Wood Screws Carriage Bolts

Machine Screws Tire Bolts

Stove Bolts Rivets and Wire

BRANTFORD - ONTARIO

KERR'S GLOBE AND GATE VALVES

STRICTLY
HIGH GRADE.
TESTED &
PACKED



THE KERR ENGINE CO. LIMITED

VALVE AND HYDRANT MANUFACTURERS
WALKERVILLE, ONT.

Your Handle Trade

will stay with you and increase mightily if you handle

Still's Lumberman's Favorite Handles

The shape of these excellent handles is after the famous Gilmour Pattern. Moreover, they are all made of the cleanest and toughest hickory we can get hold of.

*LIST AND DISCOUNTS
gladly sent upon request.*

J. H. Still Manufacturing Co.

Limited

ST. THOMAS, ONTARIO

The Peterborough Lock Manufacturing Company, Limited

Peterborough, Ont.

Manufacturers of all kinds

Rim and Mortise Locks,
Inside, Front Door, and
Store Door Sets, also full
line High-class Builders'
Hardware.

*Sold by all Leading Jobbers
in the Dominion.*



Cylinder Night Latch, No. 103.

LUFKIN MEASURING TAPES

Steel, Metallic, Linen, Pocket, Ass Skin,
Pat. Leather, Bent Leather, Etc.

ARE THE BEST AND MOST POPULAR TAPES IN THE WORLD.
YOUR STOCK IS NOT COMPLETE WITHOUT THEM.

LUFKIN RULE CO., of Canada, Ltd.

Windsor, Ont.

London Office and Warehouse—24 and 26 Holborn.

For sale by ALL PROMINENT CANADIAN HARDWARE JOBBERS.



Est. 1868.  Inc. 1895.

Black Diamond File Works

G. & H. Barnett Co.

PHILADELPHIA

Twelve  Medals

Awarded
By JURORS at
International Expositions
Special Prize
Gold Medal at Atlanta, 1895

Copy of catalogue sent free to any interested file user upon application.



"It holds, where others fail"

WE WANT YOU TO TRY



Sheet and Spiral Packing

Long Fibre Asbestos and Rubber
Perfectly Combined

Manufactured in Canada solely by

THE GUTTA PERCHA & RUBBER MFG. CO.
of TORONTO, LIMITED


HEAD OFFICES,

47 Yonge Street, Toronto.

Branches: Montreal, Winnipeg, Calgary, Vancouver

Burman No. 17 Horse Clipper

Enclosed Gear Type



Specification—6 ft. Flexible Shaft; The Burman Clipping Head; total weight, packed, 35-lbs.; size of case, 26 in. x 11 in. x 8 in.

All gears are machine cut from solid metal.

B. & S. H. THOMPSON & CO., Ltd.
AGENTS
381-383 St. Paul Street, - MONTREAL

ADVERTISEMENTS WE LIKE TO LOSE

Most firms dislike losing business. It usually means the customer is dissatisfied and that is a serious matter. We have just received a letter, however, which is an

EXCEPTION TO THE RULE

R. H. Tetlock, of Unionville, Ont., sent us the following advertisement:

FIRST-CLASS set of tinnerns' tools complete with benches, cheap if sold at once. For particulars write Box 54, Unionville

He instructed us to insert it four times. After three insertions he wrote us as follows, under date of Feb. 4, 1908:

"Please discontinue my ad., 'Tinnerns' Tools for Sale,' as I have sold satisfactorily, through the assistance of your valuable paper."

The advertisement cost 80 cents for the three insertions.

Surely it was a good investment.

Hardware and Metal
Montreal Toronto Winnipeg

BOSS Lumbering Tools.

NEVER Surpassed in Any Country !

Never take a chance on inferior lumbering tools.

The **Cant Hook** which will stand **any** strain and at the same time is **light** enough to be easily handled is the **Boss**.

Remember to order by the brand **Boss**.

We use the very finest materials and the latest modern machinery, and **back** all goods by our guarantee.

McFarlane's Forged Steel Socket Peaveys will please your customer and bring pleasing profit to you.

McFarlane's Lumberman's Steel Loading Blocks please all users.

We have been making these lines **since 1865**. Isn't it natural that **we** should know how and be a little ahead of junior competitors?

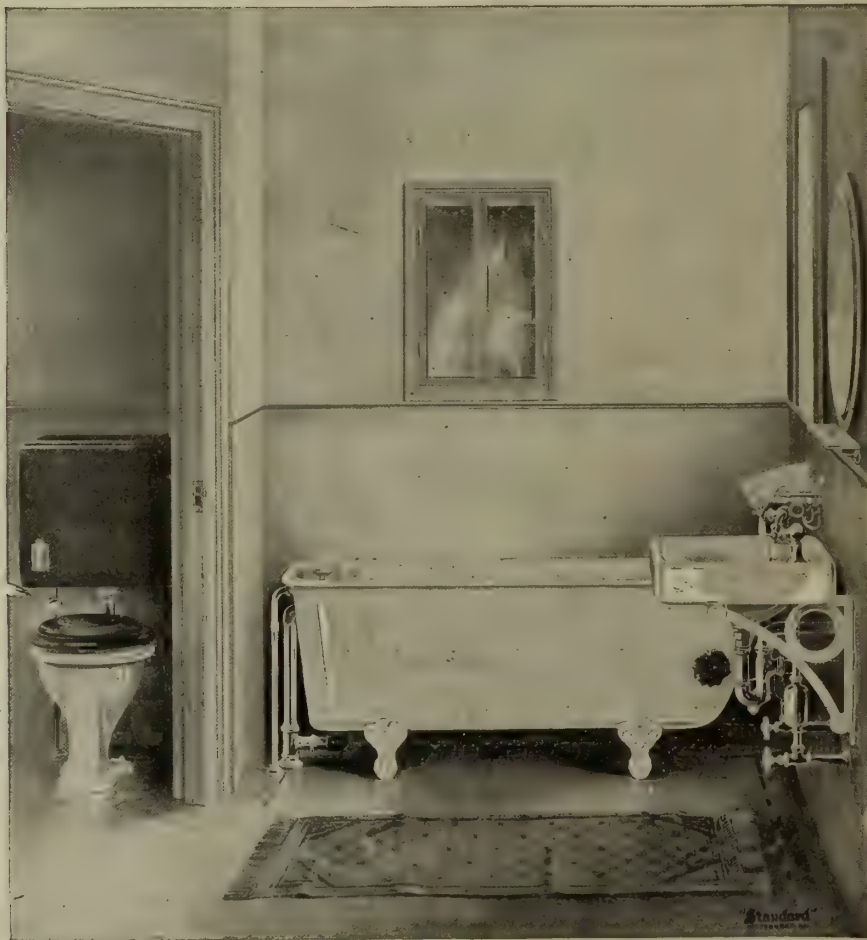
We make also **Horse Hames** and **Hame Trimmings, Handles, Harvesting Tools** and **Drop Forgings** of all kinds.

To-day is the day to write for a catalogue. If your nearest jobber does not keep these goods write us direct.

The McFarlane Neill Manufacturing Co.
St. Mary's, N. B. Limited

The Oldest and Largest Mercantile House in Nova Scotia

Dealing in HEAVY and SHELF HARDWARE, SHIP CHANDLERY, FISHING SUPPLIES
WROUGHT and CAST IRON PIPE, BRASS and COPPER TUBING, COPPER and
YELLOW METAL SHEETS and BARS, CEMENT, Etc. Import orders a specialty, also a full
line of PLUMBERS' and STEAM FITTERS' Supplies.



Above shows one of our complete Bath Rooms.

Wm. Stairs, Son & Morrow, Limited
Halifax, N. S.

CIRCULATES EVERYWHERE IN CANADA

Also in Great Britain, United States, West Indies, South Africa and Australia.

HARDWARE AND METAL

A Weekly Newspaper Devoted to the Hardware, Metal, Paint, Heating and Tinsmithing Trades in Canada.

THE MACLEAN PUBLISHING COMPANY, LIMITED, PUBLISHERS.

MONTREAL, 232 McGill St.

TORONTO, 10 Front St. East.

WINNIPEG, 511 Union Bank Building.

LONDON, ENG., 88 Fleet St., E.C.

VOL. XX.

PUBLICATION OFFICE: TORONTO, SEPTEMBER 5, 1908

NO. 36.

EMERSON'S

CARVERS
CASED GOODS
TABLE CUTLERY

TRADE MARKS
THE MURRAY
THE INVICTA
EL DORADO
CAMBRIDGE & CO.
ENGLAND
SHEFFIELD

BUTCHERS'
HUNTING &
POCKET KNIVES

CUTLERY.

For Sale By Leading Wholesale Houses.

CORRUGATED IRON

with this brand
means you are getting a



Soft, Light, Uniform Iron

John Lysaght, Limited
Makers
Bristol, Newport and Montreal

A. C. Leslie & Co., Ltd.
Montreal
Managers Canadian Branch



"SOVEREIGN" STOVE PIPE DAMPERS

These are the finest stove pipe dampers on the market, made in four sizes—5, 5½, 6 and 7 inches, packed in barrels containing from 40 to 60 dozen. These dampers have strong wooden or iron spring handles. They are undoubtedly the

Best and Cheapest

Write us to-day for list and discounts.

TAYLOR-FORBES COMPANY, LIMITED

Head Office and Works: CUELPH, ONT.

TAYLOR-FORBES CO., Ltd., 122 Craig St. West,
MONTREAL, QUE.

H. G. ROGERS, 53½ Dock St., ST. JOHN, N.B.

W. A. MACLENNAN, VANCOUVER, B.C.

J. B. H. RICKABY, VICTORIA, B.C.

Don't Wait for Something to Turn Up. Try a "WANT AD."

METALS

Bar Iron, Machinery and Tire Steel
Sleigh Shoe Steel

Swedes and Lowmoor Iron

Angles, Channels and Tee Bars

Sheet Tin, Canada Plate

Boiler Plates, Heads and Tubes

Bessemer Sheets in all gauges and sizes.

Apollo Galvanized Sheets in all gauges and sizes

Sheet Zinc

Pipe-Fittings and Valves

Logging Chains, Boom Chains

Cant Hooks and Peavies

and all Lumbering Accessories

LET US HAVE YOUR SPECIFICATIONS,
OUR PRICES WILL CONVINCE YOU.

RICE LEWIS & SON, Ltd.

King and Victoria Sts.
Atlantic Avenue

Toronto

THE White Mop Wringer

This Trade Mark



Does
Perfect
Wringing
with
Perfect
Ease.

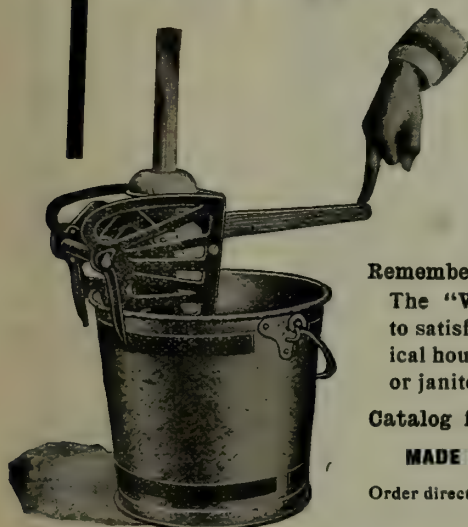
Remember—

The "White" wrings
to satisfy the most crit-
ical house keeper, maid
or janitor.

Catalog for the asking

MADE IN CANADA.

Order direct or of your jobber.



THE White Mop Wringer Co.

FULTONVILLE, N.Y.

Your Handle Trade

will stay with you and increase
mightily if you handle

Still's Lumberman's Favorite Handles

The shape of these excellent
handles is after the famous
Gilmour Pattern. Moreover, they
are all made of the cleanest
and toughest hickory we can get
hold of.

LIST AND DISCOUNTS
gladly sent upon request.

J. H. Still Manufacturing Co.

Limited

ST. THOMAS, ONTARIO

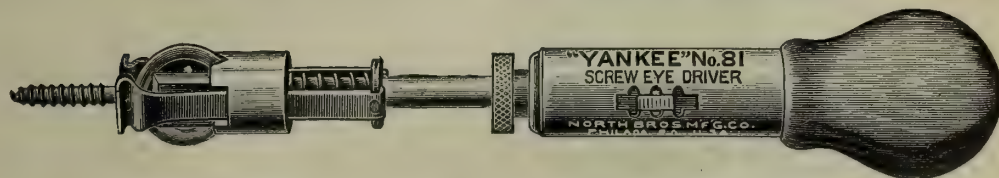
"YANKEE TOOLS"

SOME NEW STYLES—HAVE YOU SEEN THEM?

are the
NEWEST
CLEVEREST
and
QUICKEST
SELLING
TOOLS
and are
WITHOUT
EQUAL
in
QUALITY
and
EFFICIENCY
in
PRACTICAL
USE



"Yankee" Nos. 110, 111, 115, Ratchet Screw Driver, with Screw Holder Attachment.



"Yankee" Nos. 80, 81, Ratchet SCREW EYE Driver.



"Yankee" No. 65, Magazine Ratchet Screw Driver.



ASK YOUR JOBBER ABOUT THEM

OUR "YANKEE" TOOL CATALOG
TELLS ALL ABOUT THESE AND
SOME OTHERS, AND IS MAILED
FREE ON APPLICATION TO—

NORTH BROS. MFG. CO., Philadelphia, Pa., U.S.A.



Pink's Lumbering Tools

Made in Canada

The Standard Tools
in every province
of the Dominion,
New Zealand,
Australia, Etc.

We manufacture all
kinds of lumber
tools.

Light and Durable.

Send for catalogue
and price list.

Long Distance
Phone No. 87

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

Canada Plates

IN STOCK

Common

18 x 21 x 60 Sheets
18 x 24 x 52 "
18 x 24 x 60 "
18 x 24 x 75 "
20 x 28 x 41 "

All Bright

18 x 21 x 60 Sheets
18 x 24 x 52 "
20 x 28 x 41 "

Close Prices

Orders Solicited

M. & L. Samuel, Benjamin & Co.
Toronto, Ontario



Send for the
WISS GIRL

The handsomest show window display ever offered to the hardware and cutlery trade.

The Wiss Girl Display is a beautiful 50 inch display sign lithographed in colors absolutely life-like. We also send a lot of little signs 15 inches high—exact reproduction of the big sign.

You can make up a beautiful window within ten minutes.

This display is so attractive it will bring people into your store.

Free to ~~WISS~~ Dealers

Put in a Wiss Stock even if you have other shears on hand. Wiss Shears and Scissors cost you no more than ordinary shears—which you cannot sell to tailors, dressmakers or workers who use shears constantly and must have the best.

Send for catalogue, discounts, etc., our special introductory offer.

LEWIS BROS., LIMITED

MONTREAL

TORONTO OTTAWA CALGARY VANCOUVER



Winchester Rifles



Winchester Automatic
351 Caliber.



Model 1907—Take-Down, 20 inch round nickel steel barrel, plain trigger, pistol grip stock of plain walnut, not checked, rubber butt plate, weight about $7\frac{3}{4}$ pounds, number of shots 6.

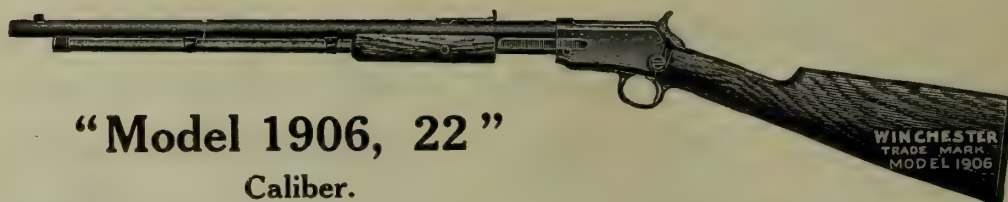
Sporting sizes of ammunition in all calibers.



"Model 1894"

"Standard Model" can be supplied with Round or Octagon Barrel, for black or smokeless powder cartridges, or carbines with 20 inch barrels.

Don't forget the smaller sizes of ammunition, such as B.B. Caps,
22 short and 32 short.



"Model 1906, 22"
Caliber.

Has 20 inch round barrel, take-down, light weight, sporting front and adjustable open rear sight, length over all $35\frac{3}{4}$ inches, rubber butt plate, magazine holds 15 cartridges, weight 5 lbs.

If you have not got our No. 8 Sporting Goods Catalogue a post card will bring one to you.

WOOD, VALLANCE & CO., Hamilton, Ont.

BRANCHES:

GEO. D. WOOD & CO.,
Winnipeg, Man.

WOOD, VALLANCE & LEGGAT, LIMITED,
Vancouver, B.C.

WOOD, VALLANCE HARDWARE CO., LIMITED,
Nelson, B.C.

TORONTO OFFICE,
94 Bay St.

HARDWARE AND METAL

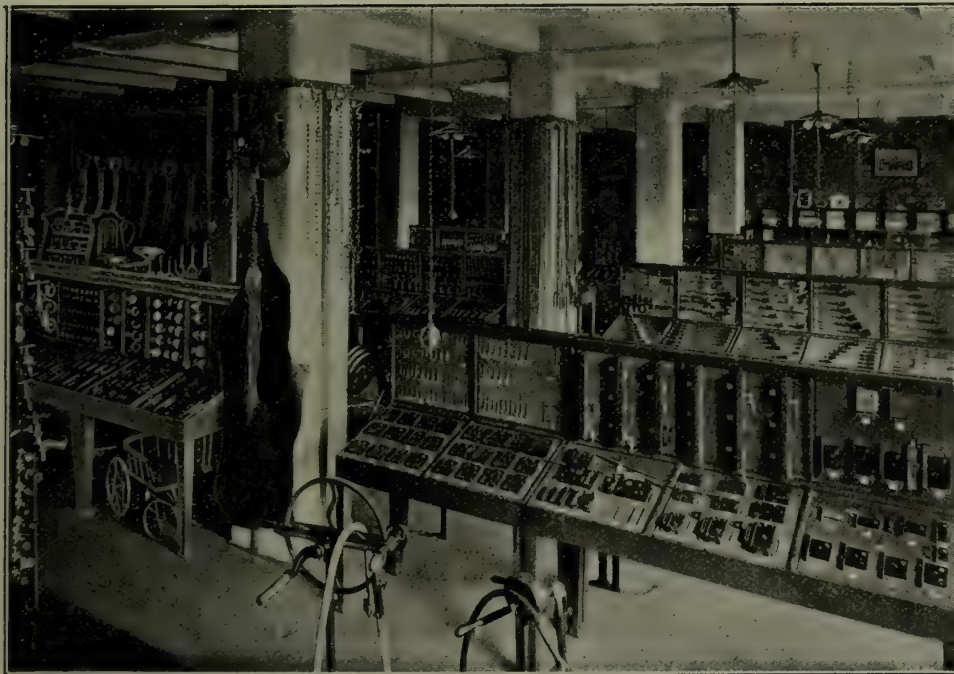
H. S. HOWLAND, SONS & CO. LIMITED

HARDWARE MERCHANTS

Only
Wholesale

138-140 WEST FRONT STREET, TORONTO.

Wholesale
Only



Section of Sample Room—looking East.

*Our
Warehouse
is opposite
the
Union Station*

*Call and
see us
when in
Toronto*



Section of Sample Room—looking West.

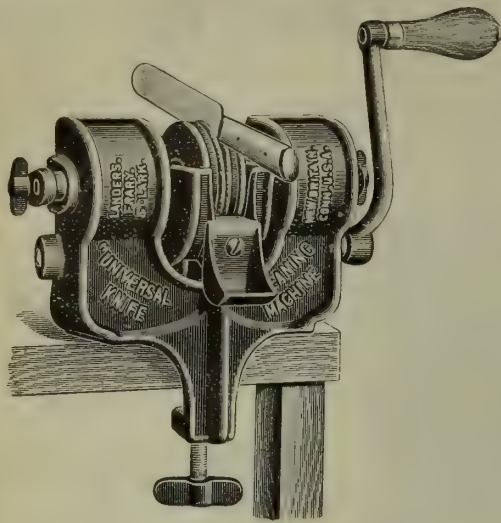
H. S. HOWLAND, SONS & CO., LIMITED

Opposite Union Station

Our Prices are Right

GRAHAM NAILS ARE THE BEST

We Ship Promptly

**"UNIVERSAL" KNIFE CLEANER**

SOMETHING NEW

"Universal" Knife Cleaner

—AND—

"Universal" Alcohol Stove

The "Universal" Knife Cleaner has been long wanted by the housewife. With this cleaner she can have her steel-bladed knives cleaned thoroughly in one-quarter the time it takes her when using awkward knife boards, bath-brick and other devices used in the kitchen. Knives are cleaned very easily and without soiling the hands. To clean a knife, turn handle away from you and at the same time draw the blade slowly towards you. Repeat until knife is sufficiently cleaned.

The "Universal" Alcohol Stove is by far the best stove on the market. It will do more work and give more heat than stoves three times its size. For all general household purposes, such as making coffee, tea, heating water or milk, heating flat-irons and for use with a small frying-pan for cooking meals in camp it can't be beaten. A quart of water will boil furiously in six minutes.

**"UNIVERSAL" ALCOHOL STOVE**

Write for Prices.

Ask our travellers to quote and show you samples.

Cuts and printed matter mailed on request.



FROTHINGHAM & WORKMAN, Ltd.

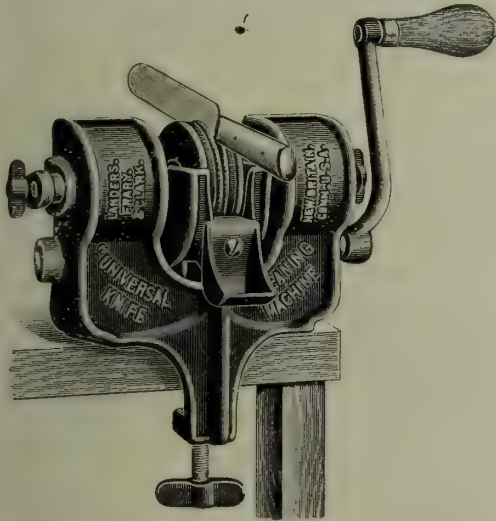
WHOLESALE HARDWARE AND IRON MERCHANTS

MONTREAL, - CANADA

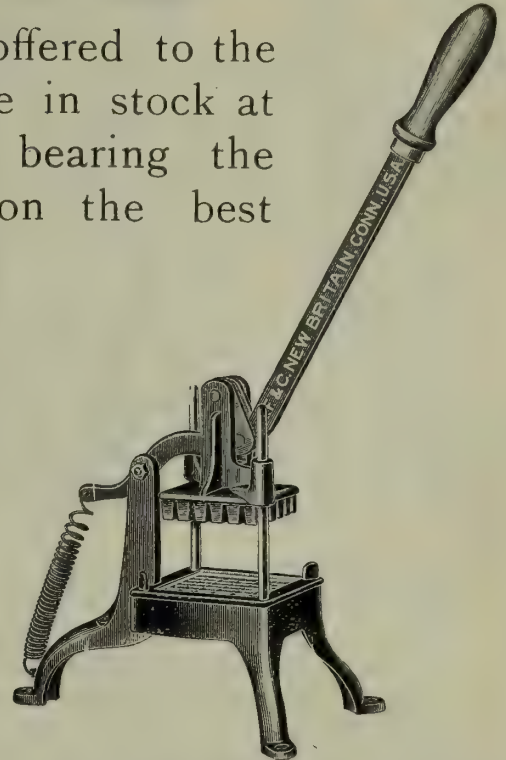


Three New "Universal" Goods

that are household necessities, are offered to the trade for the first time this fall, and are in stock at our warehouses. Like all articles bearing the **"Universal"** name they are built on the best mechanical lines and work perfectly. They are made primarily for family use and being moderate in price, should have a large sale by the general hardware trade.



The **"UNIVERSAL"** Knife Cleaner is the best family size machine yet produced. It should find ready sale at \$3.00 each and afford a good profit.



The **"UNIVERSAL"** French Fried Potato Slicer, No. 1, cuts potatoes in well shaped square sticks. It is strongly built and works easily. Retails at a good profit at \$3.50 each.



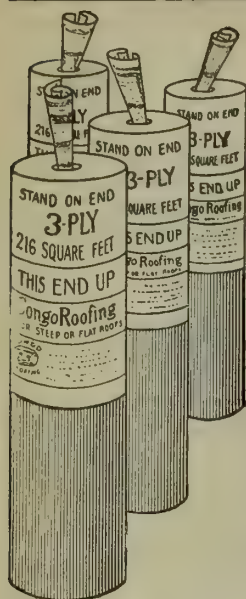
The **"UNIVERSAL"** alcohol vapor stove is a beauty and should be found in every household. It burns ordinary wood alcohol. You can make a good profit on it at \$3.00 each.

Write for descriptive circulars or prices, or ask our travellers about them

Caverhill Searmont & Co

Wholesale Distributors

MONTREAL and WINNIPEG



A Guarantee Bond

INSIDE EACH ROLL OF

CONGO

NEVER LEAK ROOFING

A GOOD many roofings carry guarantees. Most of these are not worth the paper they are written on. They are full of provisos that no one can live up to, *and you have only the manufacturers' word behind them.*

We looked into this proposition some time ago, and determined that we would offer a guarantee with every roll of Congo that would *mean something.* We therefore went to the National Surety Company, a corporation with over \$2,000,000 of assets and arranged with it to furnish with every roll of Congo a *genuine Surety Bond.*

It *guarantees* that our three-ply Congo Roofing will last *ten years*, if the directions are followed—and the Surety Company stands behind that guarantee to the limit of its resources.

It therefore protects you absolutely. It substitutes absolute knowledge for guess work.

If we went out of business to-morrow it would make no difference. The Surety Company is behind us.

We mean to show the public that we have confidence in the *durability* of Congo, and that we are willing to back this confidence up in a way that no other manufacturer ever dared to.

We can afford to make this strong guarantee because we know Congo will last the full period of the guarantee, and more. It has always given better satisfaction and all round service than any other ready roofing made.

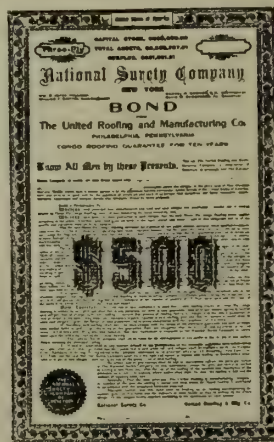
This bond is the broadest and most liberal proposition ever offered in the roofing business. It means we have faith in Congo.

It protects you absolutely.

If you are looking for a water-tight roofing that needs about as little care as a roofing could get along with and give satisfactory service, *backed by a guarantee that means something,* Congo is what you want. It is made of the very best materials that can be secured, and is the most pliable waterproof roof-covering on the market.

We do not ask you to take our word for this, but will gladly send you free samples on request. If you have these before you and consider that behind the roofing is not only our reputation but a surety bond, we know that you will not fail to purchase Congo. Write at once and let us send you Samples.

SPECIAL NOTICE—If any Congo rolls that you purchase do *not* contain Guarantee Bonds, write us at once, telling us where and from whom they were purchased, and we will at once mail you the missing bonds.



Fac-Simile of Guarantee Bond

UNITED ROOFING AND MANUFACTURING CO., Successor to **BUCHANAN-FOSTER CO.** Philadelphia, Pa.

H. S. Howland, Sons & Co., Toronto,
S. Hayward Co., St. John, N.B.

Starke Seybold Ltd., Montreal,
Geo. E. Smith & Co., Halifax, N.S.
E. G. Prior & Co., Ltd., Victoria, B.C.

Mechanics Supply Co., Quebec,
Miller-Morse Hard. Co. Ltd., Winnipeg,

Eclipse Roofing and Sheathing Paper

A Profitable Line for Hardware Dealers
and General Stores



ECLIPSE ROOFING is waterproof and odorless; fire resisting; steam, acids, smoke, gases or condensation do not change it; hot or cold weather or sudden changes will not affect it; it is elastic and pliable, consequently easy to lay; it is suited to any style roof, steep or flat, and is superior to steel, iron or tin roofing; it remains unaffected by weather for years; it contains no coal tar and is therefore non-volatile; it is long lasting, cannot blow off and can be walked on without damage; it is ready for use when shipped and is always neat and attractive in appearance; each roll contains nails and cement for making joints and full instructions for laying.



Put up in Rolls Especially for Dealers

—SAMPLES FREE—

Advertising matter sent with all stock orders

ASK FOR PARTICULARS

The Canadian Fairbanks Co., Limited
MONTREAL

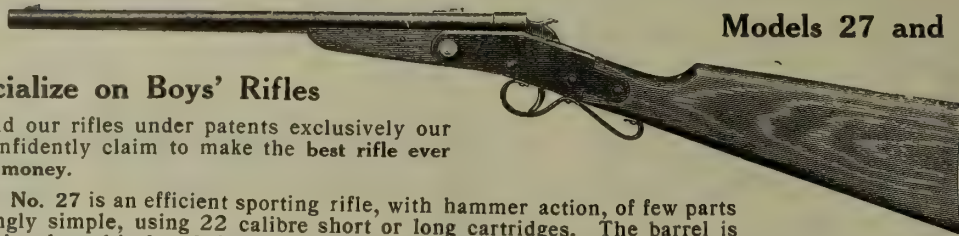
ST. JOHN

TORONTO

WINNIPEG

CALGARY

VANCOUVER

Quick
Sellers**HAMILTON (22 Calibre) RIFLES**Money
Makers

Models 27 and 027

We Specialize on Boys' Rifles

We build our rifles under patents exclusively our own and confidently claim to make the best rifle ever built for the money.

MODEL No. 27 is an efficient sporting rifle, with hammer action, of few parts and exceedingly simple, using 22 calibre short or long cartridges. The barrel is bronze, rifled and steel jacketed, finished in blue black gun finish. Breaks down for loading and ejecting shells. Flat stock and forearm of gun of gum wood. A beautiful model, symmetrical and well balanced. Barrel is 16 inches long, length of rifle over all, 30 inches. **Price \$2.00.**

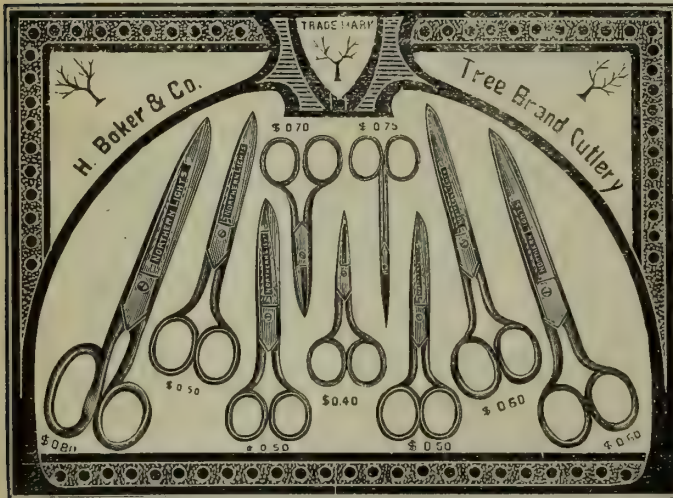
MODEL No. 027 is exactly like No. 27, except the stock and forearm, which are of genuine walnut, turned and beautifully finished. **Price \$2.25.**

Other models are Nos. 15 at \$2.00, 19 at \$2.50 and 23 at \$3.50, each a winner in its class.

Our continuous advertising in the boys' papers will bring the business to you, as every boy will want one and should have a stock on hand. Write for catalogue and net trade prices.

THE HAMILTON RIFLE CO., Box 202, PLYMOUTH, MICH., U.S.A.

THIS IS A GENUINE MONEY-MAKER FOR YOU !



THESE CELEBRATED

"Northern Lights" Scissors

SELL WHEREVER DISPLAYED

This beautiful Cabinet given away **FREE** with an order for nine half-dozen of these celebrated Scissors as illustrated. Cabinet comprises Bent Manicure, Bent Nail, Lace and Regular Ladies' Scissors, from 4½ in. to 7 in. Every pair guaranteed. Prices range from 40 cents to 80 cents per pair.

Ask your jobber to supply you with a trial order.

McGILL CUTLERY CO., Reg'd

P.O. Box 366, Montreal

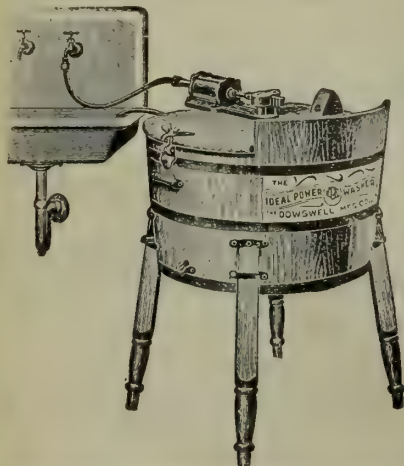
A PAIR OF MODERN LABOR SAVERS

The machine that runs itself

Their Equal Not Made Yet.

and

The next thing to it



Perfectly Simple and Simply Perfect

The Leaders of a trade winning line of up-to-date and exclusive styles of Washing Machines, Wringers and Churns, of National Reputation, Undisputed Popularity and Superior Quality, that have been extensively advertised and a demand created.

DEALERS

This line is a powerful asset and one you cannot well afford to overlook.

The Dowswell Mfg. Co. Ltd.

HAMILTON, - ONT.

W. L. Haldimand & Son, 36 St. Dizier St., Montreal, Que.
Eastern Agents.



New Century Style "B"

DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines. These enquiries come from Wholesalers, Manufacturers and Retail Dealers, who usually intimate they have looked through Hardware and Metal, but cannot find any firm advertising the line in question. In the majority of cases these firms are anxious to secure the information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay them to advertise in larger space.

BUYER'S GUIDE

Canada's Manufacturers Industrial Blue Book

1909—SUBSCRIPTION ONLY—1909

THE MANUFACTURERS' LIST CO.,
Publishers
MONTREAL and TORONTO

CEMENT.

The Hanover Portland Cement Co.,
Limited,
HANOVER, ONTARIO
Manufacturers of the celebrated
"Saugeen Brand"
OF PORTLAND CEMENT.
Prices on application. Prompt shipment.

CLIPPERS.

PRIEST'S CLIPPERS
Largest Variety,
Toilet, Hand, Electric Power
ARE THE BEST.
Highest Quality Grooming and
Sheep-Shearing Machines.
WE MAKE THEM.
SEND FOR CATALOGUE TO
American Shearer Mfg. Co., Nashua, N.H., U.S.A.
Wiebusch & Hilger, Limited, special New York
representatives, 106-110 Lafayette Street.



CHECK BOOKS

"PLIC BOOKS"

For making carbon copies of your letters
and orders. Write for information.

THE CARTER-CRUME COMPANY, Limited
445-447 King St. W., Toronto, Ont.

FEED COOKERS



FEED COOKERS

A good line to handle.
Write us for full particu-
lars and prices.

James & Reid, Perth, Ont.

FLOOR SPRINGS.

The Best Door Closer Is . . .
NEWMAN'S INVINCIBLE FLOOR SPRING
Will close a door silently against any pressure of
wind. Has many working advantages over the ordin-
ary spring, and lasts twice the wear. In use through-
out Great Britain and the Colonies. Gives perfect
satisfaction. Made only by
W. NEWMAN & SONS,
Hospital St. - Birmingham

GALVANIZING.

GALVANIZING
Work and Prices Right
ONTARIO WIND ENGINE & PUMP
CO., Limited
Toronto, Ont.

GALVANIZING AND TINNING
The CANADA METAL CO.
Toronto, Ontario.

HARDWARE SPECIALTIES

We lead in Asbestos Fire-proof Stove-
pipe Thimbles, Air-tight Heaters, Drums,
Gas Stove Cookers and Heaters Combined,
New Success Toasters, Ash Sifters, &c.
Send for our Specialty Catalogue.

THE COLLINS MFG. CO.,
34 Adelaide St. West, TORONTO

METAL STAMPING.

STEEL STAMPINGS

We design stampings to replace castings of all
kinds. Send sample for estimate.

ACME STAMPING and TOOL WORKS
HAMILTON, ONT.

RIVETS & STEEL PRODUCTS

The **PARMENTER & BULLOCH CO., Ltd.**
GANANOQUE, ONT.

Iron and Gopher Rivets, Iron and Copper Burrs,
Bifurcated and Tubular Rivets, Wire Nails,
Copper and Steel Boat and Canoe Nails,
Escutcheon Pins, Leather Shoe and Overshoe
Buckles, Bit Braces, Fellow Plates.

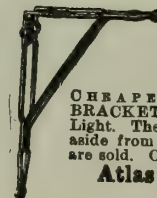
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On Admiralty List.

Pulley Blocks and Cargo Gins.
Large variety of patterns. Single, Double,
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Rope. Fitted with Galvanized or Gun
Metal Sheaves, Patent Roller Sheaves, or
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supplied to H.M. Government. Also Cargo
Gins and Ships' Fittings of all kinds.
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Will Hold Up a Shelf

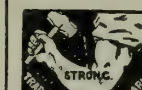
That's what a shelf bracket's for.
For this purpose there can be
NOTHING BETTER, NOTHING
CHEAPER than the **BRADLEY STEEL**
BRACKET. It is well Japanned, Strong and
Light. The saving on freight is a good profit
aside from the lower price at which the goods
are sold. Order direct or through your jobbers
Atlas Mfg. Co., New Haven.

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GALVANIZED Steel Tanks
No Rusting
Leaking
AGENTS WANTED
Stock Tanks, Steel Cheese Vats,
Threshers' Tanks, Steel Hog
Troughs, Water Troughs, Feed
Cookers, Grain Boxes, Coal
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The Steel Trough & Machine Co.
TWEED, ONT. Limited



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ARMSTRONG CUTTING-OFF TOOLS

are correctly designed and the blades
are bevel rolled from special Self-
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shaping. 7 sizes each. Write for Catalog

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My patent rotary ventilator is
backed by a guarantee. It is the
best ventilator on the market. Write
for particulars, handsome booklets
of testimonials and information
mailed free.

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WIRE WORK.

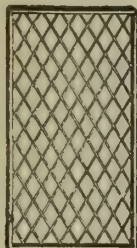
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We have added a tinning plant, estimates
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Shelves, etc., also manufacturers of Wire Guards,
Fencing and Railings.

PARTRIDGE & SONS Proprietors

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General and special Wire Hardware
Write us for prices
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"If It's Made of Wire We Make It"



Let us quote you when in need of
**Wire Cloth, Coal and Gravel Screen-
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Guards and Grille Work.**

We are offering a splendid selling line of
**ORNAMENTAL FENCING AND GARDEN
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Big Profits in the Time-Saver Hose Coupler

No threads to burr or wear smooth. No screwing up. Just put one section over the other and press a little lever over and you make an instantaneous and perfectly water-tight coupling. Big sales to Cheese Factories, Gardeners, Hotels, Breweries, Etc. Price List on Request.

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Quality counts in these lines, as in others. Fifty years' experience enables us to offer goods that for

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ESTABLISHED 1856

Appley Bridge, Wigan, Lancs., England



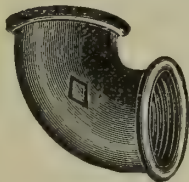
Ford's Auger Bit

is an all round Bit, boring smoothly, and well suited to the finest work. For many difficult jobs it is the only tool that can be used. Give it a trial, and afterwards you will sell only one line of high-grade Bits, and that line will be Ford's.

FORD AUGER BIT CO.,

108 Cabot Street, HOLYOKE, MASS., U.S.A.

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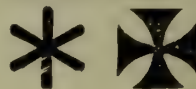
are the most profitable fittings for you to handle because they invariably please your customers. They are guaranteed free from sandholes; and are positively perfect in material, threading and finish.

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NONE GENUINE unless bearing the TRADE MARK:



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Sole Agents for Canada.

Canadian General Electric Company Limited

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Electrical Apparatus of all Kinds.
Complete Electrical Installations
for all purposes.

BLACK JACK

WILL BRING NEW CUSTOMERS TO YOUR STORE



TRY IT

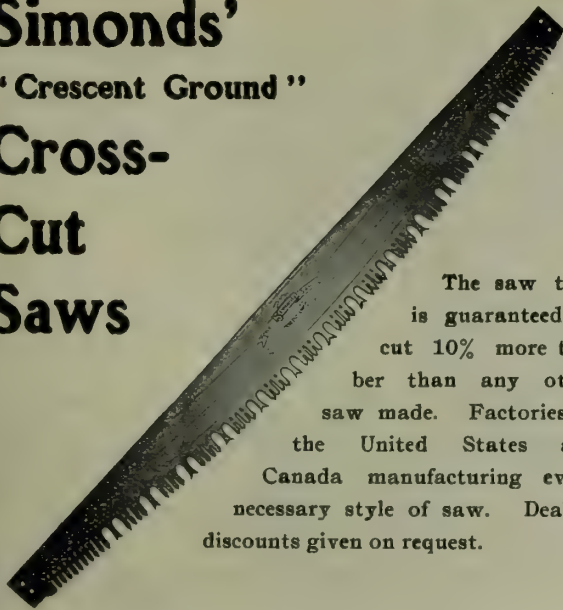
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Cross-Cut Saws



The saw that is guaranteed to cut 10% more timber than any other saw made. Factories in the United States and Canada manufacturing every necessary style of saw. Dealers discounts given on request.

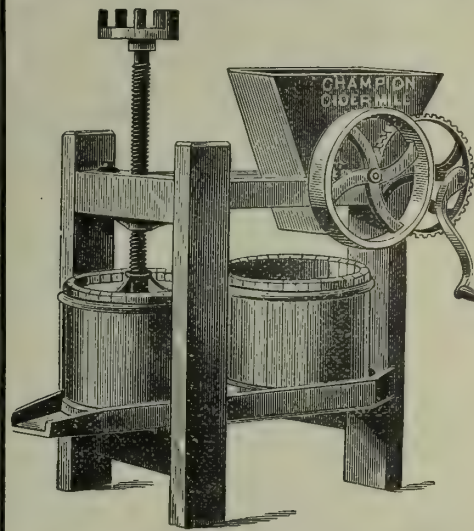
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Cider Mills and Presses



Order now and be ready for the demand.

Circulars and prices will be sent by return mail.

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A Fisherman's Friend

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CHICAGO EMERGENCY GOGGLE



No. 26

Sold by all first-class jobbers in Hardware, Jewelry and Optical Goods

Manufactured by

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frequently sells it—and believing this to be true, we are devoting special attention to the finish of our Brushes, while not neglecting the wearing qualities. If you want brushes that will sell on sight buy the **Keystone Brand**. Manufactured by

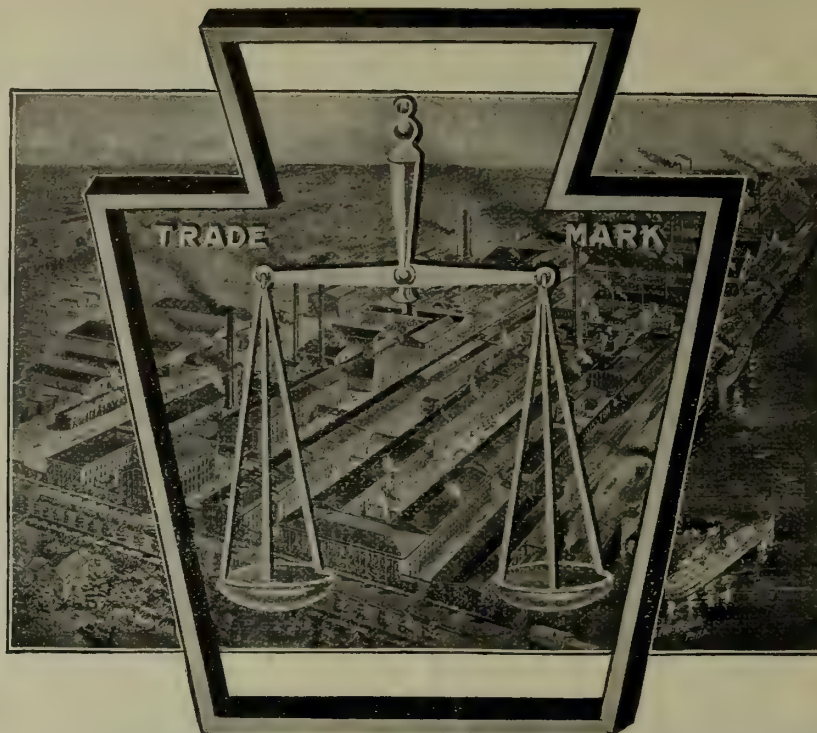
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Saws



The largest Saw Manufacturing Plant in the World and its Trade Mark—EMBLEMATIC of the Principle upon which the High Reputation for Quality, Workmanship and Utility has been built.

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*Satisfaction
Guaranteed*

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**Manila Rope
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Mills: MONTREAL, QUE. HALIFAX, N.S.

Manufacturers of CORDAGE and TWINE of all descriptions,

From

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Complete Stocks at Halifax, St. John, Montreal, Toronto, Winnipeg, Vancouver



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This Saw is of the general style and shape which carpenters have been accustomed to using for years past. Has a carved apple handle with highly polished sides and edges, making a very pretty Saw. Holds its cutting edge and saws true. Its high quality and even temper are due to the fact that it is **Made of Simonds Steel**. Covered by the broadest Simonds warranty.

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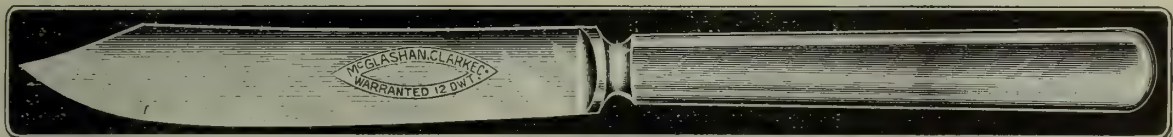
are good sellers. Dealers should send for 1907 Catalogue and discounts.

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Branches Throughout The United States

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BABBITT

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Will stand High Speed and Heavy Pressure, Grade High, Price Low. 25c. lb.

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Here's an idea for a wise hardwareman: **SELL STRUCTURAL STEEL**. It's a well known fact that the use of structural steel on all classes of buildings is increasing at a marvellous rate. **YOU** might as well profit by it as the next man! Our great plant is turning out thousands of tons of high grade **STRUCTURAL STEEL**, and we are prepared to quote the trade very close prices and to furnish any information that will enable hardwaremen to secure **PROFITABLE ORDERS**.

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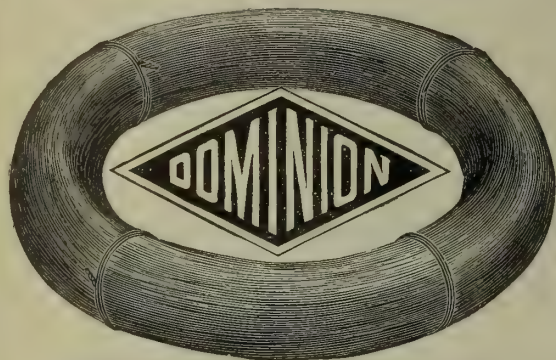


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Annealed Hay Baling Wire and Bale Ties



Cut to any desired length
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QUALITY—THE BEST. SHIPMENTS—RIGHT

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is more deadly than disease itself. Bad air is the curse of crowded living. In all public places, such as asylums, clubs, big offices, schools and theatres, **PURE AIR CAN BE OBTAINED ONLY BY OUR SYSTEM OF VENTILATION.**

It has stood the tests of scientific experts.

It is in use in the finest buildings in Canada.

Its price is reasonable and its benefits lasting.

Testimony

Montreal, June 7th, 1901

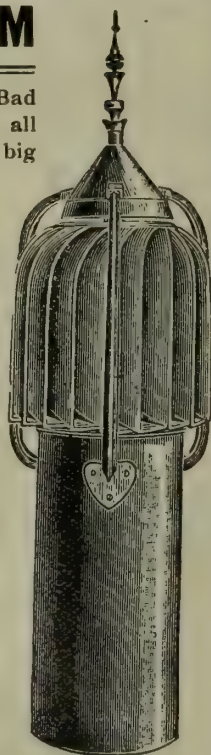
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Dear Sirs,

I have been using your "AEOLIAN" Ventilators on several houses in this city with the best results. The tenants of these houses declared that your Ventilators are of great advantage to them. I also installed two (2) 18" on my stable and I can say that your Ventilator cannot be surpassed by any to take out the sweating or the bad smell in any room.

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Ask for booklet re Aeolian and Zephyr Ventilators, also booklet on Filter, etc.



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General Contractors - - - MONTREAL



New Style H. & C. Side Wall Register.

BE A LITTLE DIFFERENT

Don't use breakable cast iron registers because the other fellow does. Use H. & C. Wrought Steel Registers and see what a strong talking point they are.

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Premier Ranges



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This handsome six-hole range, with 20-inch steel oven, fitted with reservoir and high shelf, will sell anywhere for

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At this price you can make a larger profit than on any other range on the market.

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The increase of profit, can only be had by selling a furnace that has no competition. The Down Draft Furnace stands in a class of its own. The results and benefits derived from the principles of this heating prove highly

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The only treatise that gives positive, absolute rules for installing Warm Air Furnace is the

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With these rules there is no guess work. The piping, the registers, the cold air supply and every other item in the installation of the furnace for heating any house are set forth on a sound and correct basis. The system is simple, easily understood and easily applied. And we stand responsible for every furnace job where a Record Furnace is used and these rules are carried out.

RECORD FOUNDRY & MACHINE CO., Limited

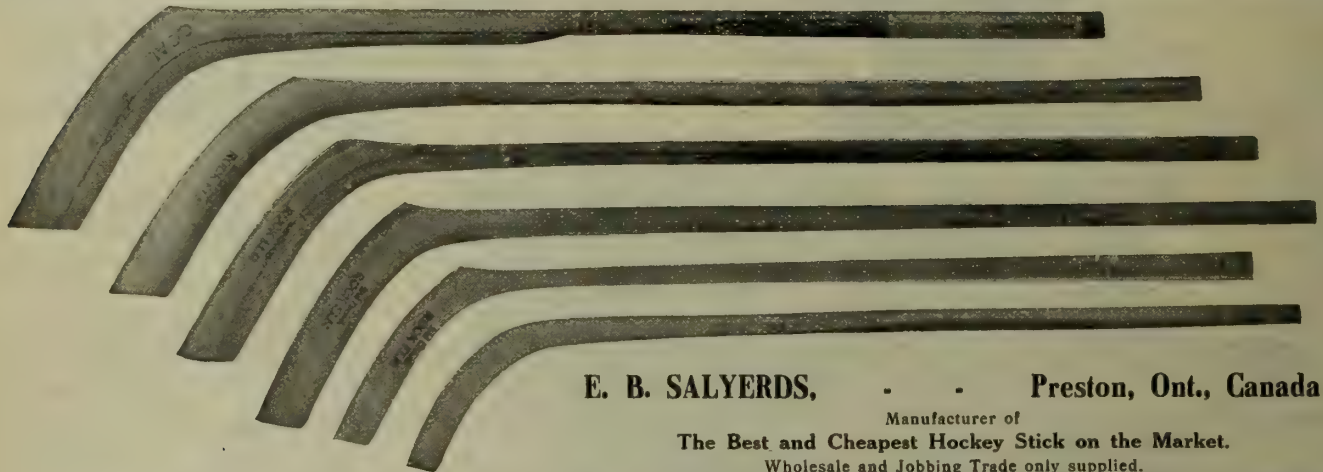
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Made from the best tool steel with solid centre stem, double thread patent screw, double cutting extension lip and the celebrated **Guide Point**.

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Skates**

The Skate You Can Sell

The very highest achievement of the skate-maker's art—that's what the "Velox" is. You can't realize what a good skate the "Velox" is until you have seen it. Our traveller is going your way, but if it is possible that he does not call, write us for our 1909 Skate Book. We'll be glad to send you a copy.

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SPECIAL FEATURES

Large double feed door

Bottom door has three lights mica

Clean, smooth castings



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Nickel ring, top and bottom

Nickel swing top and ash door

Fine polished steel in body

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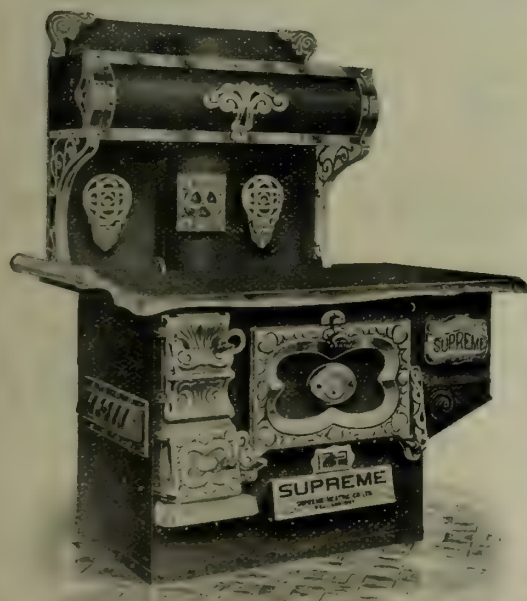
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OWEN SOUND, - ONT.

Selling Agents : Christie Bros. Co., Limited, 802 College Street, Toronto, Ont. Christie Bros. Co., Limited, cor. Henry and Park Sts., Winnipeg, Man. Abercrombie Hardware Co., Vancouver, B.C. The Can. Stove & Furniture Co., Montreal, Que.

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BACKED BY A GUARANTEE

Supreme is the name of our Company and Supreme is our device for saving **50% and over in Soft Coal and Wood and 30% in Hard Coal over any Stove now on the market.**



We claim the following great results:—

1. **Fifty per cent. saving in fuel.**
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3. **Minimum quantity of ashes.**
4. **Evenness of heat distribution.**

Our device is secured by Letters Patent in Canada, Great Britain and the principal Countries of Continental Europe.

Made in 4 distinct sizes—very handsome in design.

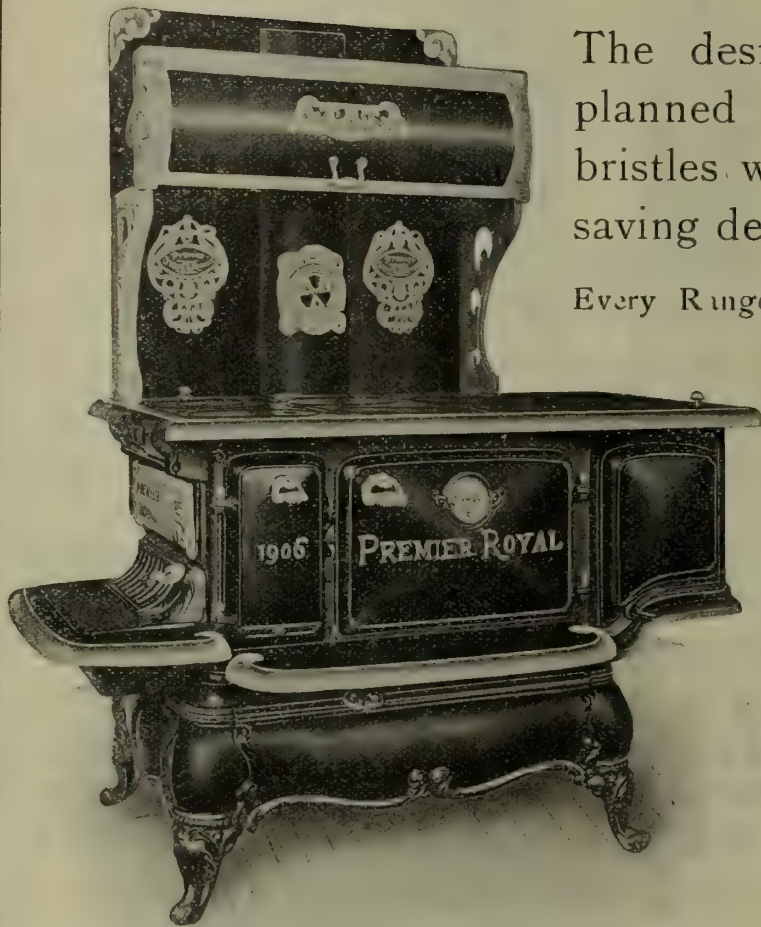
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Davidson's "Premier Royal" Cooking Range



The design is attractive and well-planned for convenience and fairly bristles with good points and labor-saving devices.

Every Range is fitted with these improvements :

- Heat Indicator
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- Detachable Guard Rails
- Ventilated Oven
- Oven Door Pedal
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A Thoroughly High-class Range

Made in

Three Sizes and Seven Styles

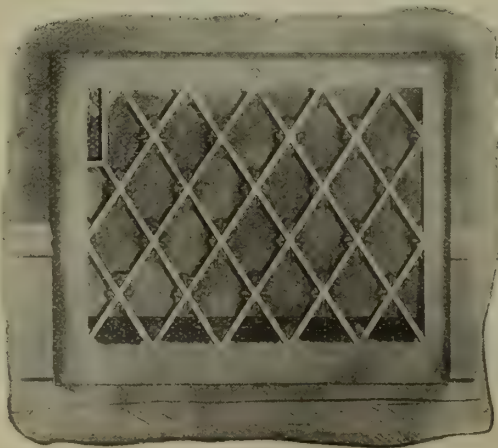
Commands a Good Price
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In special features of excellence—ease of keeping clean, freedom from repairs, perfect cooking, and also in material, workmanship and finish, these ranges are unequalled.

Cut illustrates Style F with steel high closet.

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SIDE WALL REGISTERS OF CAPACITY

IMPERIAL SIDE WALL REGISTERS have a greater out-flow capacity than any Register made.

IMPERIAL SIDE WALL REGISTERS take a pipe 2" to 3½" deeper than the studding.

Varying designs for all styles of decoration.

Your trade need not be wearied by the monotony of a single design.

All sizes, shapes and styles of floor and side wall Registers made in Iron, Wrought Steel, Brass and Bronze.

Ferrosteel Company,

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Cleveland, Ohio

LACKAWANNA FURNACE



LACKAWANNA
A Very Powerful and Economical Furnace

Made in 5 sizes. 18½ in., 23 in., 26 in. and 30 in. firepot

BUILT LIKE AN ENGINE AND
WORKS AS PERFECTLY AS ONE

The **Lackawanna** is more easily sold than any other because men of judgment can appreciate its good points of superiority and can realize they will get the full value for their money.

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BUTTERWORTH & CO.

Limited

OTTAWA - ONT.



'Enterprise' Meat Choppers and



"Enterprise" Sausage Stuffers and Lard Presses

DRIVE THESE TANDEM !

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Every dealer, and almost every buyer, knows the superiority of genuine "Enterprise" Choppers.

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Write for catalogue describing, illustrating and listing these and other "Enterprise" specialties. Get our advertising aids for dealers.

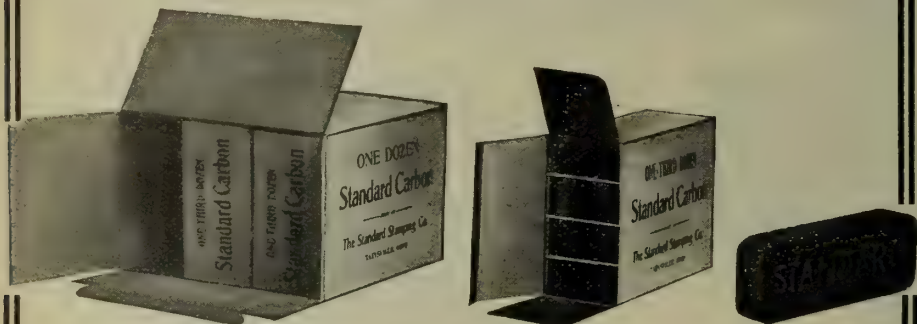
The Enterprise Mfg. Co. of Pa.,
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ALWAYS THE LEADING LINE OF THE WORLD



ASK FOR 1908 PRICES

Ask about the New and Improved Package for Standard Carbon. The Best Carriage Heater Fuel on Earth. Packed to Prevent Breakage. Packed for Convenience and Cleanliness.

LET US TELL YOU ABOUT IT

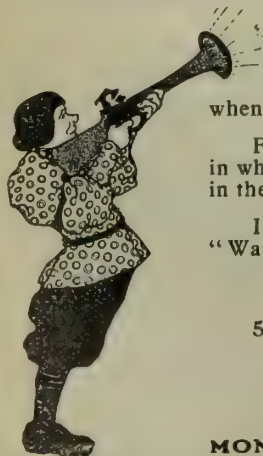
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for your mill, factory, foundry or shop;
in fact, for any building that needs a
roof covering. Its application is broad
and its life is long. If you use it your
satisfaction will be deep.

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NO SHOOTING AT RANDOM

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—FOR—

CONDUCTOR PURPOSES

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PLAIN ROUND.

CORRUGATED.

Crimps outside no obstructions
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Only elbow holding in position with-
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The DERRY OAK LINE

Neat, well-finished, nickle-plated top ring and skirting, handsome urn, dumping grate and ash pan.



THE PRICE IS VERY LOW

If you have the DERRY LINE the Oak trade in your section is yours.

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The Canadian Copper Co.

NICKEL FOR NICKEL STEEL

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PARTICULARS AND PRICES

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**NOVA SCOTIA STEEL
& COAL CO., Limited**
NEW GLASGOW, N.S.

Manufacturers of

FERRONA PIG IRON

and SIEMENS-MARTIN
OPEN HEARTH STEEL

"MIDLAND"

BRAND

FOUNDRIY PIG IRON

Made from carefully selected Lake Superior Ores, with Connellsville Coke as Fuel, "Midland" will rival in quality and grading the very best of the imported brands.

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Used in factories of all kinds for hurried machine repairs.

All machine shops and railway shops should have it.

Bridge builders, track layers, and structural metal workers have constant use for it.

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Manufacturers of

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The original and only Genuine Preparation for Cleaning Cutlery. 6d. and 1s. Canisters

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White Enamelled, Solid Brass

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Letters and Numbers

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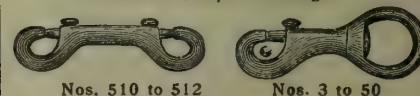
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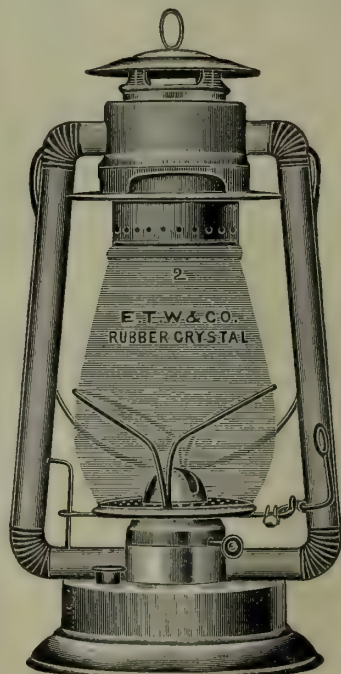


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Manufacturers' Agent and Metal Broker,
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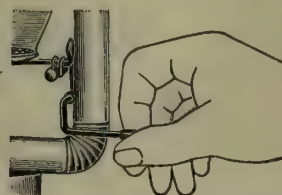
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This is our NEW IMPROVED PATENT LIFT. The most effective lift yet invented.

It is neat, strong and durable, and cannot get out of order.

This lantern is made of the very best material obtainable and has proved to be SUPERIOR to every other lantern on the market.

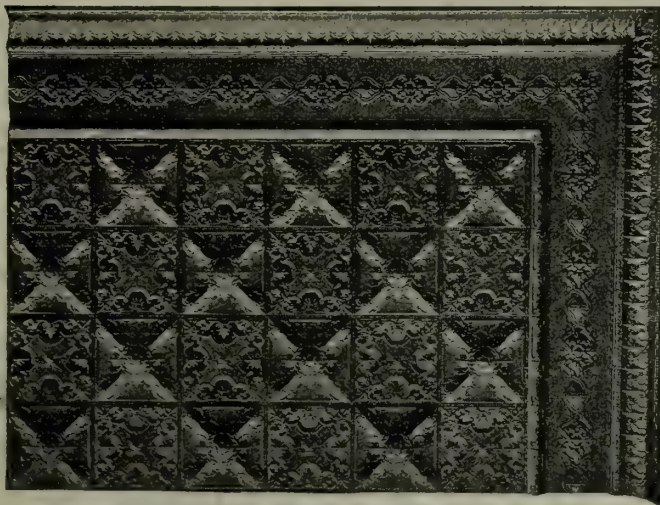


When ordering lanterns, be sure and order the best, and you can only obtain the BEST by sending your order to

E. T. WRIGHT & CO., Hamilton, Ont.

SOLD BY ALL THE LEADING JOBBERS

Get After the Ceiling Trade!



Is there a church in your town with a cracked plaster ceiling? Are there any lodge rooms, stores or hotels which could be improved at small expense by installing our CLASSIFIED METAL CEILING? Of course there are! This business is waiting for you if you get after it. You make a double profit—both on the material, and on the labor of erecting it. And you can give your customers their choice of the most handsome and most distinctive designs on the market by showing them our catalogue.

"WE WORK WITH THE TRADE."

The Metal Shingle and Siding Co., Limited
PRESTON, ONT. MONTREAL, QUE.

GENERAL SALES AGENTS:

EMERSON & FISHER, LTD., St. John, N.B.

J. A. BERNARD, Quebec.

CLARE & BROCKEST, Winnipeg.

ELLIS & GROGAN, Calgary.

W. N. O'NEILL AND CO., Vancouver.

BAR IRON

We make a bid for your business on the ground of high quality at very close prices. The quality of London Bar Iron has never yet been called in question. Nor will it ever be, because our watchword is "QUALITY."

WRITE US FOR QUOTATIONS

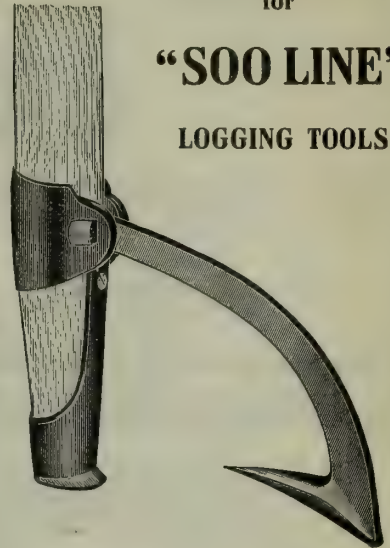
LONDON ROLLING MILL
CO., LIMITED.
LONDON - CANADA

Place an Order Now

for

"SOO LINE"

LOGGING TOOLS



Guaranteed by the Makers

If you are not already familiar with this Line it will pay you to investigate, try them, then ask the men who use them or ask the dealers who are already selling them, who are placing re-orders.

FOR SALE BY:

E. G. Prior & Company of Victoria, B.C.
Hickman-Tye Hardware Co., of Victoria, B.C.
Walter S. Fraser & Co., " "
Wood, Vallance & Leggat, Vancouver, B.C.
McLennan, McFeely & Co., " "
Boyd, Burns & Co., " "
Cunningham Hardware Co., New Westminster, B.C.
Anderson & Lusby, " "
J. H. Ashdown Hardware Co., Nelson, B.C.
J. D. McBride, Cranbrook, B.C.
J. D. Quail, Fernie, B.C.
Ross Bros., Edmonton, Alta.
Marshall-Wells Hardware Co., Winnipeg, Man.
Millar-Morse Hardware Co., " "
J. H. Ashdown Hardware Co., " "
Wells & Emmerson, Port Arthur, Ont.
Marks, Clavet & Dobie, Port Arthur, Ont.
Moore & Browne, Limited, Sault, Ont.
Plummer & Fergusson, " "
F. Y. W. Brathwaite, Blind River, Ont.
F. Cochrane, Sudbury, Ont.
Thos. Birkett & Sons, Ottawa, Ont.
T. I. Thompson, Owen Sound, Ont.
McKenzie, Milne & Co., Sarnia, Ont.
J. G. Edwards & Co., Lindsay, Ont.
Wood, Vallance & Co., Hamilton, Ont.
H. S. Howland, Sons & Co., Toronto, Ont.

and other reputable dealers in Quebec, Nova Scotia and Newfoundland. Made in the largest factory of its kind in Canada, by

Canadian Logging
Tool Co., Ltd.

Sault Ste. Marie, - Ontario

STANDARD CHAIN COMPANY of CANADA, LIMITED
SARNIA, ONTARIO



COIL, RAILROAD, LOGGING, DREDGE, STEAM SHOVEL, WAGGON and BRIGHT CHAIN of all kinds.

EVERYTHING IN WELDED CHAIN.

Write for prices

Prompt shipment.

Selling Agent: ALEXANDER GIBB, 13 St. John St., MONTREAL

THE MORRIS & BAILEY STEEL CO.
PITTSBURG, PA.

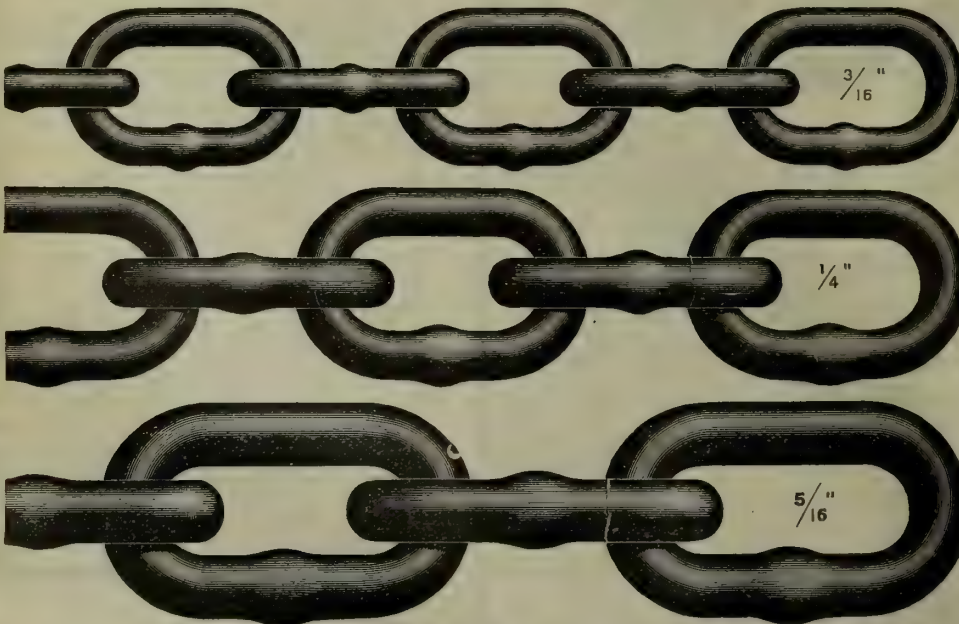
Manufacturers of

COLD ROLLED STRIP STEEL

For Deep Drawing, Blanking, Forming, all kinds of Bending. Has Bright Finish for Nickel Plating, Rolled accurate to Gauge. Made in all tempers and in any thickness from .002" to .250".

McKINNON

Electric Welded Coil Chain



Design Patented

Notice the

SWELLED WELD

We guarantee our Electric Welded Common Chain of any stated size to pull more than one size larger of any other make of common chain. Our BB and BBB qualities are similarly guaranteed.

See that you get the **SWELLED-WELD.**

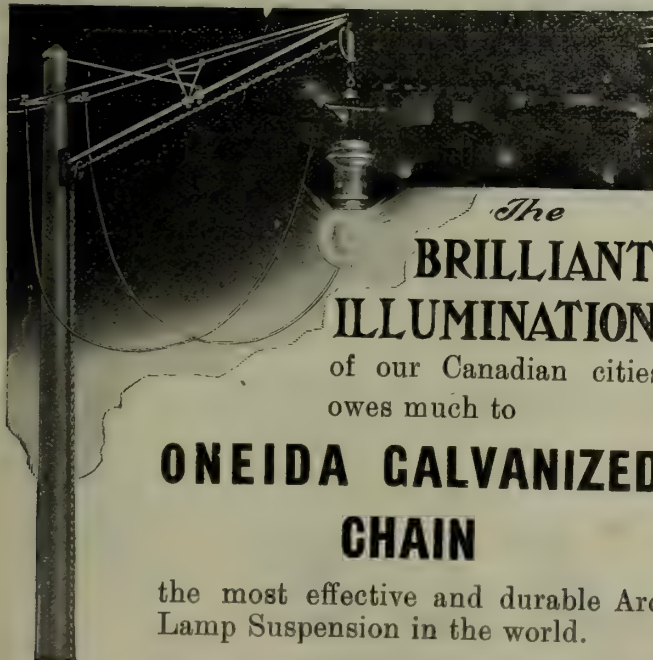
Cuts Exact to Size

McKinnon Chain Works

**ST. CATHARINES
ONT.**

BUYER WANTED

Experienced man to take charge of buying agency. One who has had long experience in buying and selling, for import, export and Domestic Hardware and Metal trade. Good salary to right man. Box 743.



The
**BRILLIANT
ILLUMINATION**
of our Canadian cities
owes much to
**ONEIDA GALVANIZED
CHAIN**

the most effective and durable Arc Lamp Suspension in the world.

Heavily galvanized—therefore absolutely rust-proof. Impervious to ice and sleet. Uniform in strength. Perfectly flexible. Will outwear cord, cable or rope many times over.

MILLIONS OF FEET IN USE

Oneida Community, Limited
Niagara Falls, Ont.



Spear and Jackson Saws

are high-grade and well advertised therefore good sellers.

Write for Prices, Showcards, etc., from any of the following firms:

Messrs. Caverhill, Learmont & Co.,	-	Montreal
89 St. Peter Street		
Messrs. Frothingham & Workman, Limited,		Montreal
St. Paul Street		
Messrs. Prudhomme & Fils -	-	Montreal
10 Rue de Bresoles		
Messrs. Stark, Seybold, Limited	-	Montreal
Mr. Auguste Couillard -	-	Montreal
Rue St. Paul		
Mr. L. H. Hebert -	-	Montreal
Rue St. Paul		
Mr. David Madore -	-	Montreal
Rue St. Paul		
Messrs. The Chinic Hardware Co. -	-	Quebec
Mr. William Doyle -	-	Quebec
15 St. Peter Street		
Messrs. Emerson & Fisher, Limited	-	St. John, N.B.
Germain Street		
Messrs. T. McAvity & Sons -	-	St. John, N.B.
Messrs. The Martin Hardware Co. -	-	St. John's, Nfld.
Mr. George Knowling -	-	St. John's, Nfld.
Messrs. J. Bishop & Sons -	-	Brantford, Ont.
Messrs. The Vokes Hardware Co., Limited,		Toronto
Messrs. The Wells Hardware Co.,		Fort Frances, Ont.
Messrs. McLennan, McFeely & Co., Ltd.,		Vancouver, B.C.

Spear & Jackson, Limited

Etna Works, SHEFFIELD, England

Lubricator Season

PENBERTHY KIND?

Put in a stock to-day

Manufactured by

Penberthy Injector Co., Ltd., Windsor, Ont.

WE MANUFACTURE

SOLDER AND BABBITT

LEAD PIPE, TRAPS AND BENDS

Also Headquarters For

INGOT

METALS

PIG TIN, LEAD, COPPER, ANTIMONY, SPELTER AND ALUMINUM.

THE CANADA METAL CO., LIMITED

TORONTO

THE SERVICE TEST COUNTS



"Diamond" High Speed Twist Drills make good in actual work, which is really the only test that means anything.

The following letter from The James T. Clark Co., Newark, N.J. tells what "Diamond" High Speed Twist Drills are doing for them:—

"Referring to $\frac{1}{4}$ in. "Diamond" High Speed Drills recently purchased through your Philadelphia representative, would advise that same have more than met our expectations. We are drilling on an automatic 6 spindle upright drill press, ten thousand (10,000) wheels per day, each casting having a hole $\frac{1}{4}$ in. x 1 in. long.

We do not find it necessary to grind the drills more than once an hour, and in that time we drill one thousand (1,000) castings. We have drilled one hundred thousand (100,000) castings with one dozen drills, using about one and one half inches of the twist, same being too short for further use.

We trust this information will prove to be of interest to you, and with best wishes we remain,"

They will do as much for you, and to convince you, all we ask is a trial order.

The WHITMAN & BARNES MFG. CO.

Canadian Factory and Sales Office



ST. CATHARINES,
ONTARIO



TRINIDAD ASPHALT

The attention of
CONTRACTORS

and others is called to the quality of Trinidad Asphalt, dug from the vicinity of the celebrated Lake in the Island of Trinidad. This asphalt has, for years past, proved highly satisfactory for

Street Paving
and
Insulating Purposes

Apply to
Lucien F. Ambard & Son,
Port-of-Spain, Trinidad, B.W.I.

The Howland Pump Oiler



FOR SALE
BY ALL
CANADIAN
JOBBER.



A slight
pressure of the
thumb-piece
pumps the oil
to the
bearings.

Maple City Manufacturing Co.
Monmouth, Illinois

The Toronto Plate Glass Importing Co., Limited

(HILL & RUTHERFORD, Managing Directors.)

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR AND
ORNAMENTED GLASS.

Works: Don Speedway, also Victoria St.,

TORONTO

QUEEN CITY WATER WHITE OIL

GIVES PERFECT LIGHT
FOR SALE BY DEALERS EVERYWHERE

Mr. Hardware Dealer,

Are you prepared to defend your spring orders for roofing? If not, our
"SHIELD BRAND READY ROOFING" will do the trick.
Why stock high-priced roofings when ours is made the same, and of the
same material as specified by leading architects.

Office, 65 Shannon St.
Factory, 144 Ann St.

Lockerby & McComb
Montreal

Write for samples and
prices to-day.

The Best Seller — Because It's Made the Best

More "Favorite" Churns are sold in Canada than any other—and for very
good reasons.

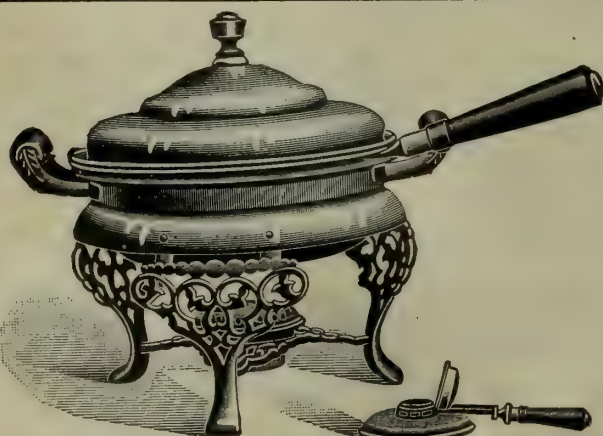
The "Favorite" Churn

is light, but solid—wonderfully easy to run, yet exceptionally durable—a churn that users
like and recommend, and for which dealers find a strong, steady demand.

If you are not now selling the "Favorite" write for booklet and prices to dealers.

DAVID MAXWELL & SONS

ST. MARY'S, ONT.



YOU
CAN
SELL

CHAFING DISHES

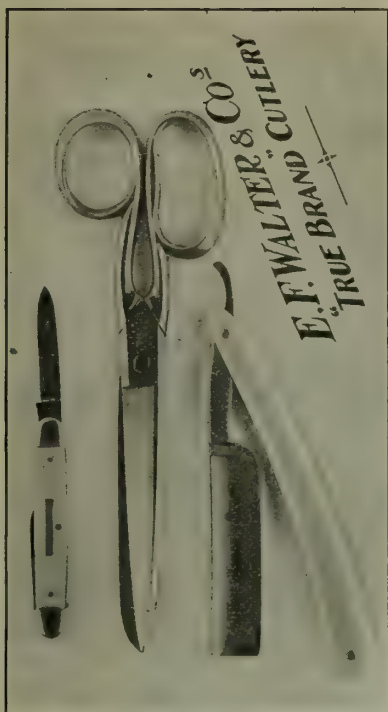
if you have the Buffalo Line. We manufacture over forty distinct
styles, nickel plated, silver plated, polished or oxydized copper.
Every design artistic, and every article of excellent workmanship.
Ask for our catalog of high-grade Water Filters, Coolers, Table
Kettles and Stands, Coffee Extractors, Wine Coolers, Nursery
Chests, Baking Dishes, Crumb Trays and Scrapers, Etc.

Buffalo Manufacturing Company,
Buffalo, N.Y.

Canadian Representatives:

H. F. McIntosh & Co., 51 Yonge St., Toronto





The Big 3



True Brand

popular lines here shown are giving universal satisfaction.

Knife, No. 776, 3 blades, pearl handle, best steel.

Shears, No. 7120, in range of sizes, 6—10-in., best shear steel, solid, "not a laid blade."

Razor, No. 0622, Judges Own, of best English steel, ground and finished in Germany, by expert razor grinders.

Every piece carries our guarantee, and is fully warranted.

We solicit an inspection of our lines. Our travellers are now out. See them.

E. F. WALTER & CO.

166-168 McGill Street, - MONTREAL



PLYMOUTH, CORDAGE COMPANY'S FACTORY
AT WELLAND, ONTARIO

High quality in any article always means satisfaction to the user. In all Cordage products it means not only satisfaction but economy as well.

We would like a chance to demonstrate this to every Cordage buyer in Canada. We know the truth so well that Plymouth Cordage Co. in all its goods makes one grade only—the best.

Look over this list, mark the items in which you are interested, tear out and mail to address below. You will receive promptly samples and full information.

Manila Rope	Transmission Rope	Bale Rope
Sisal Rope	Hide Cord	Lath Yarn
Clothes Lines	Leather Cord	Shingle Ties

INDEPENDENT CORDAGE COMPANY, LIMITED

Stocks at

TORONTO
MONTREAL
HALIFAX

ST. JOHN
WINNIPEG
VANCOUVER

Canadian Sales Agents

55 Colborne St.
TORONTO, ONTARIO





The Standard Goods are Canada Screw Goods

For Over a Third of a Century
we have been manufacturing

Wood Screws, Wire Nails, Tacks

Machine Screws ; Iron, Brass and Copper Rivets and Burrs ; Staples, Corrugated Fasteners ; Stove, Sink, Tire and Sleigh Shoe Bolts ; Bright Wire Goods ; Wire—Bright, Coppered, Tinned, in coils and cut to lengths, etc.

LOOK FOR OUR TRADE MARK—IT MEANS QUALITY

Canada Screw Co., Limited

Toronto

Hamilton

Montreal



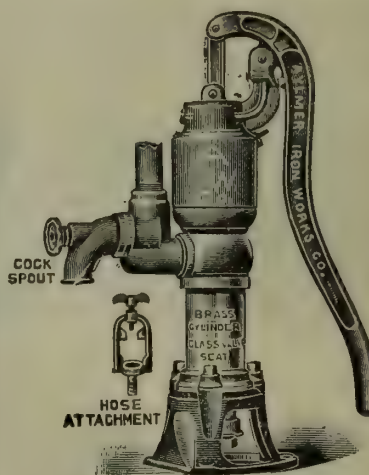
Mistakes. Oh, yes !
We make them but we try very hard not to make the same mistake twice. You may have been offering your customers another make of pumps and we suggest that you get right by adopting

McDOUGALL PUMPS

which are Standard Pumps, and you will prevent that repetition of mistake.

Our Catalogue Explains

The R. McDOUGALL CO.
Galt, Canada LIMITED



PUMP DEALERS

are ever praising our Fig 49 House Force Pump. It is the most complete pump on the market, and

is finished in A-1 style.

ONCE USED ALWAYS USED is its reputation.

THE AYLMER PUMP AND SCALE CO., Ltd.

AYLMER, - ONT.

Western Representatives:
ONTARIO WIND ENGINE AND PUMP CO., WINNIPEG, MAN.

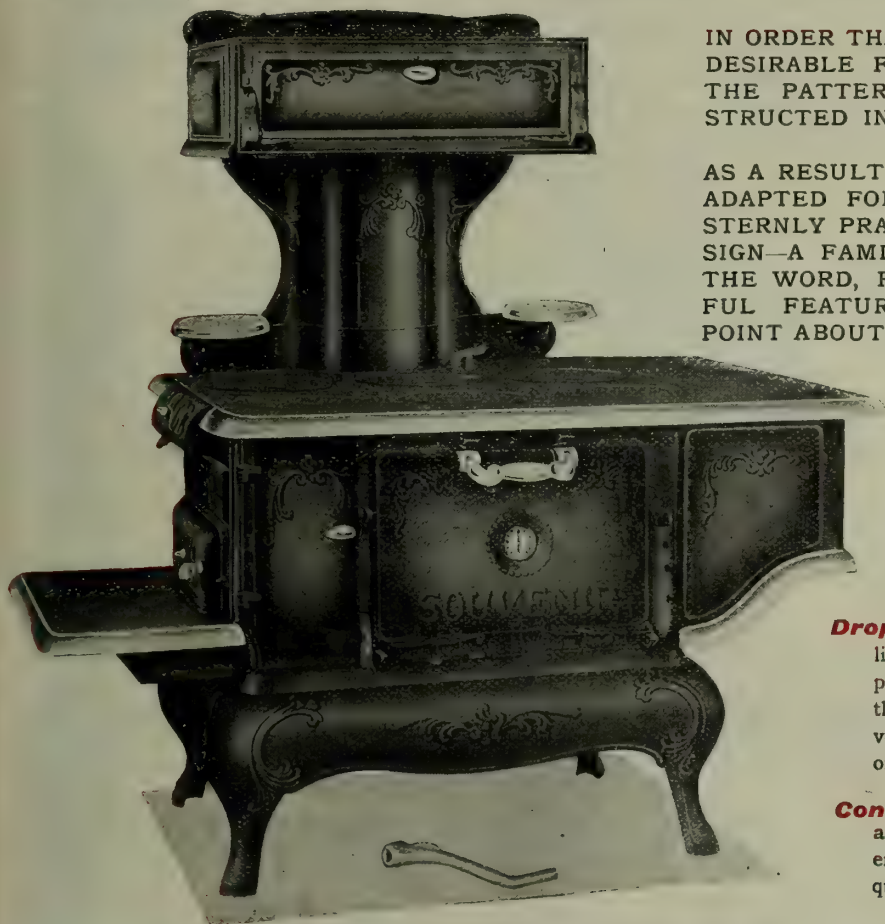
ANNOUNCEMENT

We respectfully introduce to the Trade in Canada

The Family Souvenir

A NEW MEMBER OF THE SOUVENIR LINE

READY FOR FALL TRADE



IN ORDER THAT WE MIGHT INCORPORATE ALL DESIRABLE FEATURES IN THIS NEW RANGE, THE PATTERNS HAVE BEEN ENTIRELY CONSTRUCTED IN OUR OWN WORKS.

AS A RESULT WE OFFER A RANGE ESPECIALLY ADAPTED FOR CANADIAN HOMES—A RANGE STERNLY PRACTICAL IN EVERY DETAIL OF DESIGN—A FAMILY RANGE IN EVERY SENSE OF THE WORD, REplete WITH PRACTICAL, USEFUL FEATURES, AND WITHOUT A "FUSSY" POINT ABOUT IT.

NOTE THESE SPECIAL FEATURES

Drop Oven Door. Cast iron with steel inner lining forming an airspace and absolutely preventing escape or radiation of heat through the oven door. Also forms large shelf convenient for basting and examining contents of oven.

Contact Reservoir attached or removed in an instant. Water is always hot. No dampers to operate. Cannot interfere with baking qualities of oven.

Aerated Oven affords a continuous supply of pure fresh air, resulting in juicy roasts and the finest of bread and pastry. Give full ventilation—no taint of previous cookery remains to harm the most delicate of dishes.

Souvenir Duplex Grates, Fire-box and Flue Construction. Time-tried and perfect.

Simple Elegance of Design—The handsomest range made.

Removable Nickel. All nickel parts can be removed for cleaning or blackening the range. They are "lifted off" or "dropped back" into place with the utmost of ease.

Sizes and Attachments. 18 and 20-inch ovens, full standard sizes throughout. Reservoirs, Water-fronts, Thermometers, High Shelves and High Closets for all sizes.

QUALITY AND PRICE

Souvenir Quality throughout. Everything the very best. Working qualities are unexcelled. The price is a competitive one, A High-grade Range at a medium-grade price.

ASK FOR CATALOGUE

The Gurney, Tilden Company, Limited
HAMILTON

Montreal

Vancouver

TILDEN, GURNEY & CO., Limited, WINNIPEG, Man.

WELCOME

To Our
Toronto Show-Rooms

King
Street
Cars
Pass
Our
Door.

Come
and
See Us
While
Here
for the
Exhibi-
tion.

McCLARY'S
177 King Street West, Toronto

SAVE THE DUTY AND INCREASE YOUR PROFITS



There is no need for you to go outside of Canada to get the best that's going in Emery and Corundum Scythe Stones, Razor Hones, Knife Sharpeners, Axe and Slip Stones, Grinding Wheels, Etc. Our goods are of the highest quality and our prices extremely low.

BETTER SEND FOR OUR CATALOGUE!

CANADIAN HART WHEELS, Limited 440 Barton St. East, **Hamilton, Ont.** Operating Canadian Corundum Wheel Company, Limited
Hart Corundum Wheel Company, Limited

S. & S. Pliers



No. 329 Combination Gas Pliers
6-in., 8-in., 10-in, black, polished, nickel-plated.

We are

Headquarters
Quality and Prices
"Cantbebeat"

Let us surprise you

Schuchardt & Schutte
Montreal, 91 Youville Square

New York, London, Shanghai, Berlin, Vienna,
Stockholm, St. Petersburg, Copenhagen, Budapest.

HIGH GRADE **ENGINEERS'**
and
PLUMBERS' SUPPLIES



Improved J.M.T. Injector.

If interested in Injectors
write us about the

"IMPROVED J.M.T. INJECTOR"

It works under a greater range of pressures
than any other machine on the market.

THE JAS. MORRISON
BRASS MFG. CO.
TORONTO LIMITED ONT.

You are cordially invited to visit our exhibit in
Machinery Hall at Canada's National Exhibition, Toronto.

"QUALITY" Closet Combinations

With High or Low Tank or
"Nethery" Patent Flush Valve.



Our **"SIMPLEX"** Syphon-Jet Closet, with
Nethery Patent Flush Valve.

These Goods shown in operation at our
Exhibit, in Machinery Hall, Toronto
Exhibition.



QUICK TURN OVER OF PROFITS

That's the secret of modern business success—goods that please, that bring back customers ; goods that help keep the clerks busy—a continual jingle of coin on the counter.

DOMINION AMMUNITION

is a staple to Sportsmen. It is sold all over the world and its sales increase every year by enormous figures. This means we helped retailers to make money selling Dominion Cartridges and Dominion Shells.

Shall we co-operate with you ? Write to us.

Dominion Cartridges
(Sure fire.)

Regal Shells
(Ballistite dense smokeless powder.)

Sovereign Shells
(Empire bulk smokeless powder.)

Crown Shells
(Best black powder.)

Dominion Cartridge Company, Limited, Montreal

WIRE

of every description

FLAT, ROUND, SQUARE, HEXAGON, TRIANGULAR
and ODD-SHAPED for all requirements.

SPRINGS

We make springs to any specifications, fine or heavy ; "spring" catalogue on request.

YOUR ENQUIRIES SOLICITED.

**UNITED STATES STEEL PRODUCTS EXPORT CO.,
MONTREAL.**

Retail Hardware Association News

Official News and Correspondence on Association Matters Should Be Sent to the Secretary of the Ontario Retail Hardware Association, 10 Front Street East, Toronto, and Matter for Publication in This Department Addressed to the Editor of Hardware and Metal, Toronto.

EXECUTIVE MEETING.

The Executive of the Ontario Retail Hardware Association will meet at Toronto on Wednesday and Thursday, September 9 and 10, at the office of Hardware and Metal, the meeting being convened at 2 p.m. on Wednesday.

Arrangements are being made for the fourth annual convention, to be held at Hamilton next February, Messrs. Caslor and Wrigley visiting Hamilton last week to make arrangements for the meeting, the features of which will be such as to encourage a larger attendance than ever before.

At the meeting next week a conference will be held with the Executive of the Retail Merchants' Association on matters of legislation, and it is expected that the executives of each association will be entertained at luncheon by the directors of the Industrial Exhibition.

COLLECTION LETTERS HELP.

C. E. Noble, Dundalk, received some found money this week in a cheque from a delinquent at Creemore, who had been brought to time by one of the "Collection Department" letters, supplied to members of the association. The delinquent, in remitting to the secretary, failed to tell who the money belonged to, but a little inquiry resulted in the cheque being forwarded to Mr. Noble.

Many of the delinquents write the secretary instead of forwarding their payments direct to the firm they owe their accounts to. This makes unnecessary labor, but so long as the members get results there's no kick coming.

"W. F. M.", Elmwood, for instance, has just written that he will forward some money on account during the coming month. Can any member inform the secretary to whom the money should be passed on to?

HARDWARE ADVERTISING.

R. D. Baldwin, advertising manager of the Simonds Mfg. Co., Fitchburg, Mass., read a paper on the subject of "Hardware Advertising" during the convention of the Carolina Retail Hardware Association, recently, saying, in part:

"If a man were to stop in the doorway of your hardware store and glance only casually around and you were to say to him, 'There is a first-class lawn mower—stoutly built—ball bearings—sharp blades—easy to operate, will you buy one?' and nothing more. And if the next day the same man were to glance in your store and you said to him, 'Here is a first-class lawn mower—stout-

ly built—ball bearings—sharp blades—easy to operate, will you buy one?' and again nothing more. And if the third day the same were repeated, and again the fourth day, and so on, for three weeks or a month, it would get monotonous, wouldn't it? The man would not think very much about your lawn mowers, your store, or yourself, or anything that you had to sell in your store.

ALBERTA MERCHANTS ORGANIZING.

Some of the leading hardware merchants of Alberta recently met in Calgary and formed the Alberta Hardware Merchants' Association. The purposes of the organization are to provide mutual protection in legislative movements, to do away with indiscriminate cutting of prices on hardware staples, to assure a higher protection on credits and to bring about a closer and more frequent intercourse between hardware merchants in the Province. It has not yet been possible to get in touch with all who are engaged in the hardware business, but this is being done by circular. The next meeting will be held some time in December, by which time it is hoped the organization will be complete.

MUTUAL INSURANCE.

At the recent convention of the Michigan Retail Hardware Association representatives Miles, Ladner & Peek, of the Iowa, Minnesota & Wisconsin Hardware Mutual Fire Insurance Companies, addressed the meeting on the subject of mutual fire insurance. Some of the principal points brought out by the speakers were, that it pays every man to keep an inventory for use in case of fire. No matter if a merchant does not owe a cent to anybody, an inventory is a necessity, for without it it is very difficult to prove the amount of fire loss, in cases where the building is not entirely gutted. Also in the event that a fire occurs, if a dealer will get busy immediately and try and clean and fix up his stock and increase the value of the salvage by oiling tools and removing water where possible, he will find the adjuster much more anxious to make a good reasonable settlement with him, than if he left everything just as it was after the fire occurred until the appraiser gets to see him.

Comparing hardware mutuals with the old line insurance companies it was

shown that whereas the people of Michigan paid last year upwards of nine million dollars in premiums to the old line companies, the fire losses only amounted to approximately three million dollars, and the other six million dollars represented the expense of doing business and the profits of the companies. As a hardware stock is a preferred risk and there is seldom any conflagration which destroys more than one stock in this line, it is possible for the mutuals, whose expense account only amounts to about 10 per cent., to put a substantial sum in their surplus account each year and return from 40 to 50 per cent. to their policyholders. Incidentally the old line companies have, since the formation of the mutuals, shown a disposition to make concessions from their rates, a thing which was entirely out of the question before they were compelled to meet this competition. Some of the members of the association are saving from fifty to one hundred dollars every year in this way. It is customary for the mutual companies to expect each policy holder to carry at least \$500 of old line insurance so as to have their rate fixed by the latter. The mutual companies are under the supervision of the insurance commissioners, and in comparing the amount of insurance which they carry with their resources, they are stronger than the most of the old line companies.

ADAM TAYLOR'S NEW JOB.

The Taylor Forbes Company, Guelph, with agencies now in the principal jobbing centres from coast to coast, have decided not to appoint a successor to Harry Moulden, who recently resigned his position as sales representative for the company, to accept the agency for their goods and a few other high-class lines at Winnipeg. Mr. Adam Taylor, secretary-treasurer of the company, will in future look after the Taylor-Forbes interests with the jobbing trade, and supervise the work of the branch offices throughout Canada.

Mr. Taylor has been devoting special attention to their boiler and radiator department, having charge of the sales end of the heating business, and his success in bringing "Sovereign" heating goods to the front in the past three years is an indication of his abilities as a sales manager. His many friends will wish him equal success in the new work he has undertaken.

What To Do In September

With the arrival of September the retail merchant has a much wider field for his energy than in the preceding month or two. The mid-summer dullness has been left behind, and although, perhaps, the fall does not offer the opportunities for display and all round activity that is given by the spring, yet this period of the year is no mean second to the one that lifts us from the restriction of winter into the freedom of summer. The wheels of business, having slackened off for a time while the country indulged in a well-earned summer siesta, are now revolving more rapidly, and will go ahead with full vigor until the hand of winter tightens its grasp upon the land again.

Display Sporting Goods.

First of all during this month the retail merchant has to consider his fall shooting goods. What subject lends itself more to attractive display with a minimum amount of trouble than a sporting window, and one especially in which guns play the major part? There is no doubt that a lethal weapon of any kind has a curious attraction for the young and old. Whether this is due to a streak of morbidness that is alleged to exist in every human composition, or to a desire—an inheritance of those days when weapons were the arbiters of everything—to hold a weapon in one's hands, or to a genuine passion for sport, we cannot say. Probably all three reasons are accountable in their turn. In any case it is only necessary to display a few guns, helped out by open hunting knives, and the window is at once a source of great attraction. How much more so when the ingenuity of the window trimmer transforms the space at his disposal into a sporting scene that conveys even to the novice some idea of the delights of shooting. A camp, with its fire, and the necessary equipment thrown carelessly and yet attractively around; a sportsman in the act of taking aim; and so on; or simply a window with a plain but artistic show of guns, shot and knives; all make the most effective displays a merchant can produce, and not only bring direct grist to the mill, but are an advertisement for the store that cannot be beaten. While the shooting windows are being carried, the ingenuity of the trimmer need never be unduly taxed. There is an unending supply of ideas and of materials always ready.

Summer Visitors Return.

This is the time, too, when people are commencing to return to their homes, after spending the summer at the lake shore or in the country. Houses have been long shut up, and there is plenty of cleaning and furnishing to be done. Carpet sweepers, wringers, washing machines, will all be called into requisition, and the merchant should see that he carries complete lines in these articles, and that no opportunity is lost of impressing the fact upon his customers. Then there are kitchen utensils. To get the kitchen in full blast again plenty of renovation will be wanted in the various articles of its equipment. Pots and pans have disappeared, have become rusty, or worn out. They must be replaced. Strainers have been bro-

ken, kettles leak, and so on. Therefore the dealer should make a good showing with his kitchen utensils, not forgetting that even the most humdrum article when arranged properly makes an effective window decoration.

Stoves Must Be Pushed.

Then there is heating to be considered. Retail merchants generally seem to have somewhat cold-shouldered this most profitable line, and yet the man who pushes a good line of stoves and ranges intelligently will make money, and be perfectly satisfied in the end with his endeavors. As a matter of fact the stove trade has been neglected with the result that the mail order house has benefitted. Many merchants, instead of bringing their stoves into prominence, leave them at the back of the store or in the basement, allow dust to accumulate upon them, and rust to play havoc with their bright parts. Undoubtedly stoves are cumbersome, especially in a store where space is cramped, but by placing one or two upon carriers they can easily be wheeled about. A customer likes to get a good view of a stove, especially as it is an article so indispensable to the comfort of a house. It

CATALOGUES WANTED.

London, Ont., Sept. 1.
Editor Hardware and Metal,—
Owing to our recent fire our stock of catalogues has been completely destroyed. We would be obliged if you would place our name on your list of those desiring catalogues of all kinds in the hardware line.

A. WESTMAN.
436 Richmond Street.

is not fair to expect stoves and ranges to sell themselves, especially if they are made the receptacle for the odds and ends of the store, as is often the case. That they do sell themselves is everywhere recognized, but how much more would their selling power be increased if the merchant paid more attention to pushing the articles in an intelligent way. If they were given the attention and display that they deserve there would be little cause for the complaint that the stove trade has gone in to the hands of the mail order house. At the same time that stoves are displayed, see that a complete line of stove pipes, stove elbows and stove boards are carried.

Don't Overlook Lighting Goods.

Lighting goods, too, at this time of the year should not be overlooked. The farmer on these dark nights does not want to break his neck in going to his barns and outbuildings without a light. He needs a lantern, as he has broken his old one. His wife, too, wants to draw the curtain across the window and sit down quietly to a good read or sew now that the grain is safely in the barn, and the money for it, to all intents and purposes, in her husband's pocket. She wants a more powerful lamp than she has in the house—probably her eyes are

not so good as they were last winter—and therefore a visit must be paid to the hardwareman. Have a good line of lamps and lanterns, with wicks and plenty of lamp glasses.

Fall Sales of Paints.

The paint department is worthy of considerable attention this month. The fall is really the best time of the year to paint. The wood is dry, whereas in spring this is seldom the case, paint also cannot be best applied in damp, cloudy or unsettled weather, and again a house needs its protecting coat more in the winter months than at any other time. A paint display can be made most attractive, especially if the various colored labels are arranged in an artistic way, and a good use made of the show cards supplied by the paint manufacturer. A strong paint campaign could be undertaken by the aid of circulars calling attention to the value of painting at this time of the year. Varnish, enamels, and stains, for indoor decoration should also not be neglected.

This is the time of the country fairs, harvest festivals and the like. The merchant can do a good stroke of business for himself by taking an active part in the planning out of the programme. He can offer a few prizes for competition, and throw open his store and offices for the convenience of those coming from outlying districts. At the same time he can make his display fit in with the occasion, and do a good stroke of business while enhancing his reputation as a worthy member of the community and an enterprising merchant.

Press for Collections.

All outstanding accounts should also be quietly but firmly pressed. Money is easier than it was, and with the fine harvests there can be little excuse for deferring just payment. Do not be afraid to press your claim, for if the customer means to pay, he cannot object to a timely reminder of his debt.

Lastly the needs of the coming months should be gone into. There is much booking to be done, and it should be done quickly. Skates, toboggans, lumbering tools, silverware, cutlery, sleigh bells, ice shovels, and so on will all be necessary. Do not leave the ordering to the last moment, or else a customer may have to go away wanting and the merchant lose a profitable sale.

LETTER BOX.

Safety Razor Blades.

S. Schwanz, Rocanville, Sask., asks where he may obtain blades for the Gem safety razor.

The Gem Cutlery Co., 34 Reade St., New York, are the makers and will be able to supply blades.—Editor.

Spinning Wheel Heads.

The Hobbs Hardware Co., London, ask for the name of a manufacturer of spinning wheel heads.

This line is practically off the market and the only manufacturer we have been able to learn of is Fred. B. Pierce, of Keene, N.H.—Editor.

Analysis of Turpentine.

H. G. Fitzgerald, Lakefield, Ont., asks where he can have samples of turpentine analyzed.

Thos. Heys & Son, 124 Yonge Street, Toronto, are consulting chemists doing this class of work.

Popularizing Your Store

What are you doing to make your store more popular in your locality? Nothing, you reply, and do not propose to. Then you are making a blunder. One store is all the time striving to please and be the popular store in its community. Another is doing not a thing and considers it amateurish and even foolish to entertain the suggestion on this subject.

Again we ask, what are you doing to popularize your store? For it is an important subject. It makes business, this effort to be popular. Popularity is an asset to any person, and it is also an asset to any store.

Do the customers in your town and vicinity come into your store as if they were stockholders? Do they shove the door of your store open and walk up the aisles with entire composure? Do they address your clerks and yourself in a friendly and free manner?

Is your store spoken of at entertainments and social gatherings in a complimentary way? And do you know positively that it is?

Ask the Clerks.

It would be interesting and supply valuable information perhaps to many merchants to put that question to some of their clerks. Find out what the public is saying about your store. Are you in favor with the people? Popularizing a store is not the easiest thing in the world for some merchants. They themselves are "grouchy" and wear an expression which attendants at funerals are supposed to wear.

Entirely apart from being cheerful and popular because it is the easiest way to go through the world, the quality is also a valuable acquisition to the business. The idea prevails in some offices and stores that the highest type of a man is the cold, cross individual.

The sooner that idea is replaced by good horse sense the better it will be for the merchant, his store, his family and his acquaintances. Of all the crazy ideas of the twentieth century that of the business world attitude to help in the above particular is the limit.

Searing employes to secure better service and greater honesty—how absurd. Such treatment of help is not even selfish, but it is diabolical.

Considerate Treatment Fundamental.

There are signs that these methods will shortly disappear. Managers of clerks are more considerate of them because it pays to be so. This is the one reason, and at present the principal one, for the establishment of rest and reading rooms for help and many other facilities for the comfort of employes.

The public does not enjoy hearing an employe scolded and criticized. We are a nervous people. Under the strain of the pace which we are going the incident of angry words between manager and help jars one's nerves and is

likely to upset for the remainder of the day.

To make your store more popular with the public, therefore, it is fundamental that your help be treated as men and women. Most people are democratic. They do not desire to do their shopping with a lot of slaves.

When you treat your help as such you accordingly create in the minds of your customers that you are a slave driver, and the service of slaves and weaklings is not agreeable to the average buyer. Indeed, the department store practice of hiring cheap labor at starvation wages is gradually destroying much of the pleasant experience formerly a part of shopping.

The merchant who expects his store to be popular in the largest degree will extend always a gentlemanly bearing and address to them. The public will respond to such treatment and be more generous in their patronage to the store doing this.

Another Reason for This.

While upon this subject of courtesy on the part of a merchant to his help an important subject is brought to mind. Many merchants have repeated the story that their help is becoming a greater problem all the time. This scarcity is not confined to any one line of work but is appearing in a number. Farmers are complaining because they cannot get the labor necessary to do their work. The clerk problem is also one that has steadily been growing more important. Good clerks are scarce. Bad clerks are wasteful and accordingly costly. For these reasons it behooves merchants to exercise tact and courtesy in their treatment of help. It is easier to lose a good clerk than to hire a new one. Keep your clerks as continuously as you can. Treat them right. Be liberal in salary and surprise them frequently with an outing or banquet.

Do Favors for Your Trade.

The store which is seeking to be popular will express a desire to do favors for the patrons who leave their money with it. One merchant in a southwestern state has brought his store to a surprising position in popularity by making a special effort to do favors.

If there is no sewing machine agent in your town and the business is done by peddlars or mail order houses it will pay to make a specialty of this line by offering to supply sewing machines at a close margin. Some merchants will not require to do this but this is given as a suggestion to those who want to make their stores popular.

The trouble with too many merchants is that they are a little too mercenary in this matter. They want too much profit or profit on too many goods.

Take the trade into your confidence once in a while on some such deal as this and without profit. Show them

the invoice and let them know that you are sincere. It is first-class advertising for any store. It is merchandise advertising that brings good returns and no doubt about it. Then the investment is nothing. The cash is received when the goods arrive. Then, also, it does not affect the regular line. The relation of such work, however, upon other lines in town is a subject requiring thought, and only the strong merchant will tackle these suggestions.

But the merchant who is doing this is a hustler. He has been doing things for the last ten years. His sales last year were pretty close to \$190,000. The profits for the ten years have been \$115,000. So he is entitled to express his views.

Specific Illustration.

Not long ago a new firm came into this merchant's town. The newcomer is an oily fellow who is out after business.

One day a farmer went into this new merchant's store and the visit afforded an opportunity to do some personal campaigning for his trade. He asked him if he could not have a share of his patronage. The reply was that he is trading in the store which is described above. "But I will do just as well," replied the merchant.

The farmer contended that he doubted it and said the other store was popular and willing to do favors such as ordering goods. To this the new merchant said that he would do the same and only charge 5 to 10 per cent., whereupon the farmer informed the newcomer that his store ordered many things without any charge. The idea was ridiculed by the merchant but the farmer maintained that he was right and that he had seen the invoices himself.

That's becoming popular with good effect. How do you line up? Will your customers plug for you as that farmer did for his store? If your customers will not and do not get in good licks for you such as this it is time to try ways and means for accomplishing the desirable end. Popularizing your store means easier business and better profits. Are you the popular store in your town and locality? If not, why not?

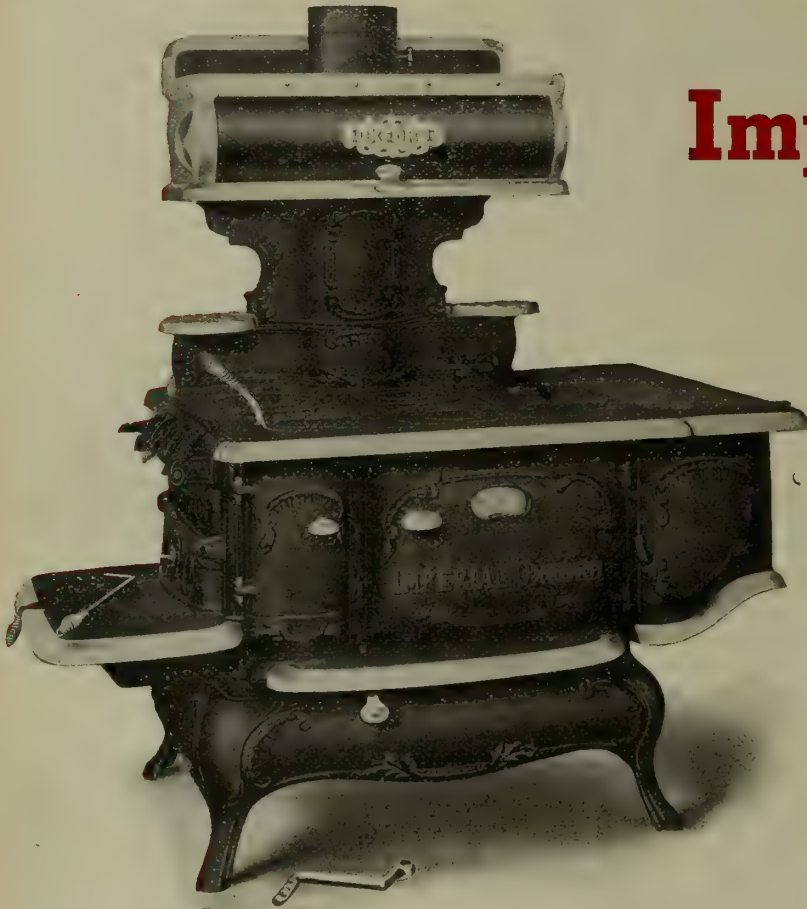
CLEANING WALL AND CEILING PAPERS.

There are many preparations for cleaning the paper on walls or ceilings, but they are not always readily obtained in every locality. The simplest way to clean wall or ceiling paper is to make a bag of coarse flannel and tie or sew up in it two quarts of wheat bran. This should be rubbed over the paper briskly with care not to miss a single spot, and the result will be perfectly clean paper. Before the rubbing is begun, however, the walls or ceiling should be carefully dusted.

Tenders have just been taken for the erection at Peterborough of the St. James' Sunday School.

GURNEY-OXFORD

The Imperial Oxford



HERE'S a range that's just bristling with talking points—and every point is a vital one.

While you're telling them to a prospective customer, she keeps saying "Yes, I can see the advantage of that"—"My range hasn't got that—probably that is why I can never bake successfully"—and so on, as you bring up each point of excellence.

**These are the points
that make Imperial
Oxford Ranges so
easy to sell:**

THE Gurney-Oxford **reversible grate** is a great fuel saver. You can easily demonstrate this fact to a customer.

Call attention to the **oval fire-box** in which there are no corners for the accumulation of clinkers or ashes. Show how easy it is to change from coal to a wood grate.

Then you come to **the oven**. This is where you should convince any

woman of the efficiency of this range. Call her attention to the **centre flue strip** that passes over the top of the oven, keeping it as warm in front as at the back. Explain to her that for this reason an Imperial Oxford Range roasts and bakes perfectly even, without the turning of pans.

Then for labor-saving and cleanliness show your customer the **automatic catch** that holds up the

lifting hearth so the ash-pan can be easily removed. And how easily the nickel bands can be taken off while the range is being cleaned.

These are only a few of the points, but there are lots more.

You'll find the Imperial Oxford the easiest selling range you ever had on your floor—and you'll hear nothing but good from each range you sell.



The Gurney Foundry

Stocks at Montreal, Hamilton, London,

-the ranges you can sell easily—profitably

The
Gurney-Oxford
"O.K."

THIS is the most complete and efficient range that was ever placed on the market.

We have put into its construction the results of our years of experience in range making. Every improvement which we have discovered in our investigations and experiments has been embodied in this range.

**Here is the
Gurney-Oxford "O.K."
—the last word in
steel ranges :**



YOU will do well, Mr. Rangeman, to take a good look at the Gurney - Oxford Steel Range. It has more selling points—points of exclusive excellence—than any range that was ever placed on a sample floor.

As a baker, the "O.K." is in a class by itself. It turned a barrel of flour into the finest bread that was ever baked, and used only a scuttle of coal in the operation.

These results are possible because of the new **Gurney-Oxford Reversible Grate**, the newest thing in stovedom, the **Partition Wall** that distributes the heat so the oven is absolutely evenly heated throughout—and the **Duplex Draft** that gives a perfectly even fire and insures no waste of fuel.

The **Double Oven Door** with air space prevents any waste of heat from the oven.

The **"Pin" Waterfront** doubles the "O.K.'s" hot water capacity.

The top has a gun-metal polish that requires no blacklead to keep clean.

These are but a few of the points, but each one will help convince your customers that this is the range they should have in their kitchens.

You should investigate this range.

Co., Limited, Toronto

Winnipeg, Calgary, Edmonton, Vancouver



"Men Who Sell Things"

Something Further About Letter-Writing—Make Them Personal Talks With the Customer—A Homily on Price-cutting Which is Characterized as a Weakness—Quality and Value Rather Than Price the Real Factors in Selling Goods.

By Walter D. Moody Serial rights for Canada purchased by the MacLean Publishing Co. from the publishers, A. McClurg & Co., Chicago.

Take pains with your letters. When one is finished in which you wish your powers of persuasion to have full swing, read it over carefully; study the weak points and try again. Keep on trying until you hit upon a style that you feel certain will have the desired effect.

I have known men who, from long practice, were skilled in the art of constructing powerful business-getting letters, to ponder for hours and destroy many copies in an effort at shaping up just what they wanted for a strong letter with which to fit a specific purpose.

The power of business-letter writing as a silent factor in salesmanship is second only to the oral method.

To any salesman who will intelligently explore the field there awaits a golden harvest. Begin now while the subject is fresh in your mind. In place of using the conventional advance cards, that outlived their usefulness before their invention, invest a dollar or two occasionally in the services of a public stenographer, and keep your customers in touch with you by heart-to-heart, elbow-to-elbow business-getting and business-holding letters.

It will please and surprise you amazingly to see how quickly and effectually your work will take on new life. All that is necessary to germinate it is a little time employed from among the many idle hours on board the train or about hotel lobbies, coupled with the slight investment of a few cents, and a larger one of sense.

CHAPTER XVI.

Getting the Price.

The highest delights are often found by turning the back on inviting by-paths and facing cold duty.

It is hard to redeem the salesman who is under the narcotic of price-cutting.

The habit of making your own prices on your employer's goods is a moral kink in your selling education, a hold-back on your advancement in the profession, and a sink-hole for the profits of your house; and if you cannot break yourself of it, better far that you quit salesmanship and become an auctioneer; then you can have unlimited latitude to indulge in the pastime of tobogganing on a sliding scale of price-making where no harm can be done.

The most inexcusable fault in any salesman is the lack of ability to get the price.

If you will always keep in mind the principle of not allowing your customers

to make your price, you will find how easy it is to make sales at the prices with which your goods are marked.

There are shrewd buyers everywhere who have learned that if they can put the price on the other man's goods they are morally certain of getting the best end of the bargain.

When a customer enters your sample-room and informs you that your competitor has offered him the same article you have just shown him at a lower price than you named, you should at once settle it with yourself that you will be establishing a dangerous precedent in falling into the hands of that customer, if this reported cut in price is met without careful investigation. And even then you should generally stand firm and refuse to meet this competitive attack. The salesman who sells the right goods to his customers in the right way has no need to do business at a loss on any article, or to allow his competitors or his customers to make his prices.

It is a good thing to remember the old rule that a good buyer never calls attention to the fact of prices being higher in one place than another. If a higher price has actually been named than he could buy the same article for elsewhere, he quietly drops it, slips away to the store of the man who made the lower price, and places his order there.

Testing the Salesman's Nerve.

In nine cases out of ten, when a buyer questions your prices he is merely testing your nerve as a salesman. If you should yield just once, and your house be lax enough to permit it, you are done for on price-getting with that buyer as long as you travel that territory.

The weak-kneed salesman who is unacquainted with the mind of the average buyer imagines because he is not strong himself on his own goods and prices, that the buyers on his territory will share his uncertainty. If they do share it, it is because of his reflected weakness, and not on account of his values.

All through the various phases of salesmanship, faith runs like a silver thread. If a salesman's faith is weakened with dread and doubt, he must blame his failure on his lack of confidence, and not on his goods.

When you start out with a new line of goods at the beginning of a season, and your faith is abundant, how easy it is for you to drive your points home and clinch your arguments with every

article shown. No room for price-cutting then!

Now, as a matter of fact, the prices of the goods in your house are pretty generally right. An off price now and then, even on a marked article, is perfectly liable to occur, but it is nothing to be alarmed at. Your house could not remain in business and pay you the salary you are drawing, if it were always under the market on everything it had to sell.

Price Not So Important.

While you are looking with an eye to picking the easy sellers in your line, don't forget that price in merchandising does not cut so much figure as it did ten years ago. The buyer's argument then was price and quantity; now it is selection and quality. The merchant is out of date who goes about the market wearing that old price bugaboo around his neck. There is little room for doubt that his shelves are filled with shopworn "bargains," in place of up-to-date merchandise.

On a certain occasion a big and pompous dealer from the West came into our store, and in a loud voice said:

"I'm looking for the man who makes prices."

The sales manager was called, and explained to him that no in the place was empowered with that privilege. "Our prices," said he, "are the same to you as to others."

"But," answered the merchant, "I have always heard it stated that you were high-priced."

"You are willing to trust to your own knowledge of values, are you not?" asked the manager.

He said he was, and expressed a desire to go through the house. Stopping on one of the floors where he thought it would be a good place for the merchant to start in to buy, the manager launched into a brief, terse argument, in which he cut loose from cheapness—emphasizing merit—laying stress on inherent worth both of style and quality.

That buyer placed an order for fifteen hundred dollars before he left, and came back for more goods each season afterwards, always acknowledging that that argument on quality had been worth a great deal to him in his own business.

I have known salesmen to be so weak on price that, when they discovered an article in the line that was overvalued, from among hundreds of others of exceptional value, all they could do was to go about the place and hound everybody they came in contact with about

it, as if the whole future of the house and themselves depended on immediate adjustment of the matter. Their argument was that if a customer should happen to run across it, it would prejudice him toward the entire line. Nice compliment to their customers' knowledge of values, wasn't it?

Knowledge of Values Counts.

For the edification of just such salesmen, let me emphasize right here that buyers do not turn down a house of standing because of a price or two being out of the way. Every buyer has certain houses on his staff that he likes to favor. Before going to market he makes a mental blue-print of the amount of goods he intends to purchase, and about how much he will leave with each house. In visiting the various places he is in the habit of frequenting, his chief attention is given to selection on style—not price. He picks out patterns in one house that he did not see in another, and vice versa. If, perchance, he actually discovers the same article in two places at different prices, and he has already purchased it at the higher price, he simply cancels his order for that one thing and places it with the other house. But on no account does he condemn the entire plant because of that experience. So there is no need of fear that your trade is going to leave you on any such pretext.

Enlargement of the heart is responsible for price-cutting on the part of some salesmen. They permit a buyer to work on their sympathies with stories of the quantities of goods he can use if the price is right. He pleads his case so eloquently and with such ardor that the salesman forgets that successful salesmanship depends upon his ability to lead his customers—not on following them. Leaders are finders; followers get but leftovers.

"Clouds are helped by winds to rise. Be not a cloud; strive to be the wind whose will the clouds obey."

Price-cutting is Character Weakness.

The spirit of accommodation is all right in its place, but it amounts to an offence against your house when you take the liberty of displaying it at the firm's expense. It is easy to be generous with other people's resources, unless your character is free from kinks. Price-cutting is character weakness. Did you ever think of it in that light?

What right have you to reduce the price of another's goods purely of your own volition?

No more right than you have to go behind the cashier's desk, put your hand in the money-drawer, and take out the same amount you lop off in a cut price and give to a customer.

Sounds severe, does it not? It is the truth. Truth hurts sometimes, but when it hurts most it does the most good.

You are paid to sell goods at a profit. The Sheldon definition of salesmanship is the best I have ever heard—

"Power to persuade people to purchase at a profit."

Not simply to purchase, but to purchase at a profit.

Your salary is based upon a percentage of your sales, plus traveling expense. When you cut prices, this percentage does not fluctuate with your cuts. It goes on just the same whether you are steady on prices or not. The basis of profit to you remains the same. If your house fixes the percentage on the profits of your sales instead of the actual sales, that is a different proposition. That is the safest and surest remedy for price-cutting; it makes the fiddler dance to his own music.

Minus a Safety-Valve.

The house employing many salesmen without a profitfiguring department is like a steam boiler without a safety-valve.

Strange as it may seem, salesmen who have enjoyed the widest liberty in the conduct of their firm's affairs abroad, and whose basis for salary has been changed from net sales to profit on sales, decidedly prefer the latter method. It leaves no gaps in the selling-fence through which the salesman is tempted to wander into by-paths. It is always easier to keep your mind on one object than on a dozen. When that object is the sale of goods at a profit, it is easier of accomplishment with the course positively defined. The man is yet undiscovered who can successfully watch all the attractions going on at once in a five-ring circus.

If, however, your house is still operating on the old plan of percentage on sales, and there is no limit to your latitude (don't put the coat on, now, unless it fits; this chapter is intended for that class of salesmen for whom instructions have but little restraining influence), stop for a moment to consider your house. It pays you your salary. It is the head of the business family of which you are a member. True, you could go elsewhere and secure a position—almost any one could. That is the meanest argument you could use. The question is, Have you no filial business regard for the head of your business family?

Respect for the House.

Why, of course! Down in the inner recesses of your sterner nature you know you have, only you have not stopped to think of it in that light. Show it, then, by quitting the price-cutting habit.

You would not lift your hand against the safety and maintenance of your own father's household, would you? Why do you do it, then, against the home of your business family? When you compare the two cases there is not much difference.

You have some pride, have you not? Well, then, if you don't want to be known to the father and brothers of your business family as a weakling, constantly requiring care and watching, quit that habit of price-cutting. Start in to hold up your end in supporting that family, in place of being a drag on it.

Every time that you take a liberty

that you have no business to take, some one suffers for it. When you fail to do your part, in keeping up the profits of your house, your brother salesmen have to carry the load you have imposed upon them by your lack of sense of obligation.

The most justifiable kick any salesman ever makes is when another salesman in his house cuts the price, while he remains firm. If you want the privilege of being a "special rights" member of the family, you ought to be willing to pay for it.

A Story of System.

My first business venture was the establishment of a house that traveled ten men. Our capital was limited, and we could not afford to make many mistakes. But in our desire to get a foothold, we allowed our salesmen a considerable degree of latitude the first two or three years. Finally we were obliged to call a halt. The cutting of prices was ruining our business. We took the men aside one day and explained matters, asking their support in refusing to cut prices any longer. Our best men stopped the practice at once, but there were three or four weaklings on the staff, who thought the request was a joke, and to correct these it became necessary to make a positive rule that all salesmen cutting prices would be charged with the difference.

(To be Continued.)

NEVER HEARD OF HIM

Trade paper advertising is essential to the manufacturer; not always for the direct returns it may bring, but because it helps the salesman on the road.

Every firm that advertises makes it just that much easier for the man on the road to sell goods. Let a "drummer" start out to sell a line of goods not advertised in a technical or general paper, and he must work ten times as hard to sell a bill of goods as the man whose employers believe in printer's ink.

One of the largest rubber goods manufacturers had an experience, recently, which brought this fact very prominently to his notice.

"No use to advertise," he said; "our goods are so well known, that they don't need to be advertised."

One of his salesmen called on a dealer in a small town, and after quite a talk, he discovered that the dealer had not even heard of his goods.

The dealer was a subscriber to one of the journals devoted to the rubber trade; turning to the salesman, he said, "See that paper? Well, your firm doesn't advertise in it, so how could you expect me to hear of it?"

HARDWARE^A AND METAL^N

Established 1888

The MacLean Publishing Co.
Limited

JOHN BAYNE MACLEAN - President

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P.E. Island and Newfoundland.

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ZURICH, SWITZERLAND - Louis Wolf; Orell Fussli & Co.

Subscription, Canada and United States, \$2.00

Great Britain, 8s. 6d., elsewhere 12s.

PUBLISHED EVERY SATURDAY.

ORGANIZATION AND SYSTEM.

The retail merchant who runs his business on systematical lines is undoubtedly on the high road to success. It is true that in the old days many a man made his store pay, and pay well, with little or no regard to system. His goods were placed here, there and everywhere, the few books he kept were in a similar state of chaos, while his ordering was done on the spur of the moment with no memoranda to tell him what lines carried the best profit and had been the quickest sellers in the past. He relied upon his memory which probably played him many a costly trick. But in those days competition had probably not appeared in his district, the mail order house had not commenced to canvass his best customers. He had a monopoly, and if he had not an article that was wanted, the customer had to be content with something similar or go without.

In these days, however, conditions are vastly different. It is the dealer now who has to wait on the customer, and not vice versa, and with profits cut on staple articles, and competition keen, the retail merchant cannot afford to make mistakes in his ordering, or to conduct his store in an unbusinesslike way. He must use his time to the best advantage, save waste, and be most accurate in all his dealings. He must reduce his organization, both selling and buying to a science, and this can only be done by system.

His books must be similarly treated. No customer likes mistakes to be made

in accounts, nor is it profitable to sell goods on credit and forget to render the account afterwards. If a man is unsystematical, his clerks are the same, the whole appearance of the store shows the fact, and he is driven to the wall by his more enterprising competitor whose business and methods of working are well organized.

As it has been pointed out to be systematical is to be regular, and the man who is not regular and prompt in his business invites disaster. Look well ahead, work along well defined lines, do not scatter, but concentrate. This is a motto that all business men should adopt. Concentrate your methods of ordering, of selling, of accountancy, and of despatching goods, and you are on the high road to success. Organization and system go hand in hand. They are practically the same, and the store that is built upon organization or system, whichever it may be called, is built upon rock and not upon sand.

THE METAL SITUATION.

Reviewing the metal situation for the month of August the most noticeable feature has been the strengthening movement in copper. It is a matter of common knowledge that this metal right through the Summer has been very firm in the New York market. Despite fluctuations in London, producers across the border, with a strong confidence in the future, held firmly to their prices, with the result that copper has been the most steady of all metals, with the exception of pig iron in the Old Country. When, therefore, at the commencement of August the consuming demand took a strong turn for the better and copper shares rose rapidly, the metal instantly responded, and all through August there was a strong stimulation in prices, broken only by a short reaction around the 17th and 18th. The progress of the metal can be seen from the fact that the opening price for casting copper was 13c, while at the close it was 13.65. Apparently there has been no great increase in the demand during the latter part of the month, but confidence in the future has not been shaken, and the metal closed most firmly. In London, too, the metal at the end of the month strengthened under a movement in the stock market and the influence of the firm prices in New York, as can be seen from the fact that quotations opened in London at £59 17s. shillings and sixpence, and closed at 6d. and closed at £61 2s. 5d, quite a strong advance.

Tin fluctuated all the month as such a highly speculative metal is bound to do when the demand is dull, the outlook uncertain, and supplies held in a

few hands. Opening in August at £138. 10s. with a strong bulling movement in force, quotations, in a see-saw way, declined until the metal stood at £132 7s. 6d., at the close. New York prices, of course, followed suit, as London controls the whole situation. The consuming demand has been quiet all the way through. Various tin plate mills in the States have, off and on, been shut down—a good indication of the lack of strength to the consuming demand.

Lead opened strongly, considering previous figures, at £13 6s. 3d., and advanced for half the month, quotations being taken to £13 15s., but a reaction then set in, and lead steadily declined until it closed the month at £13 5s. The metal has proved most disappointing as it looked at one time as if the metal was in for a steady advance. The demand in England fell off and may not be stimulated until the metal is below the £13 mark again.

Spelter, suffering from over-production—a production which exceeds the world's consumption—started the month at £19 London, and \$4.60 St. Louis, and gained strength until the middle of August, but it then fell away again owing to the stimulated price bringing second-hand lots into the market and flooding it. The metal closed at £19, 5s. and \$4.57 respectively. Reports as to a large European combination to restrict the output of spelter are still being published and no doubt but for opposition in Great Britain the deal would, ere this, have been an accomplished fact.

Pig iron in the States improved slowly during the month until the last week, when there was a slight reaction, which, however, was not considered to be anything but a temporary lull. In the Old Country the metal maintained the strong position that it has held all through the year and certainly earns pride of place for stability.

Quotations in Canada have naturally reflected the conditions in the primary markets, although without the extreme fluctuations. Tin opened at \$32.50 and with a range of about one dollar, closed at the same figure. Copper opened at 13.50c to 14c and closed at 14.50c to 15c. Spelter opened at \$5 and closed at \$5.25, and lead at \$3.60, closing at \$3.50 to \$3.60.

NOVEL STOVE SELLING PLAN.

A Toronto jeweler recently adopted a novel plan to sell diamonds. He put a ring in his window and marked it at a good round price. Beside it he put a card with blank spaces to be filled in daily. The card also announced that the

diamond ring would be reduced in price \$10 per day until sold. The sale was made before it got down to cost price, and, in addition, many other sales were directly traceable to the advertising in the window.

The idea can be worked out by any retail hardwareman who sells stoves. Supposing a range is put in the window, this kitchen range and accompanying utensils will be sold for \$45, the price being reduced \$1 each day (or \$5 each week) before sold. Advertisements could be run announcing the window display, saying that after a certain day the price would begin to drop. And if the range wasn't snapped up inside a week have another ad and a reading notice about it.

Even though a loss was sustained on the sale the advertising gained would be considerable.

Hardware and Metal would be glad to receive the experience of any reader who puts the idea into practice.

HOW FARMERS SIGN NOTES.

Despite press warnings and the advice from friends, points out the *Toronto World*, some men will sign notes that are made by other persons, who have them channelled full of safeguards and farm wrecking devices. A polished agent for some money-making scheme comes along, and with promises of big returns, of extra savings or of abounding cleverness of his firm, he secures signatures to the paper. The signing of the note is all he wants. He snaps his fingers to acquaintanceship then.

A recent case in point is where stock was sold in a joint stock company, which had a good proposition for making money to these farmers by shipping their produce. Many notes were given, as usual, on printed forms made by the company. Now this company turns out to be something of which the stockholders did not dream. But the notes are being collected.

Again peripatetic stove peddlers, with the "best wrought-iron stove range" on the market, make their rounds with the stoves on a wagon with them. With ingenious stories of their goods, with fictitious yards, such as the one which made their buyers believe that they would not be around again for five years, and that they could not get the goods elsewhere, they obtain sales on notes at prices at least 25 per cent. in advance of what any country dealer could get them for the farmers. And the stove is no better than others, and not half as good an ornament perchance.

Just why the farmer will deal with these traveling agents is a mystery. One reason is, no doubt, because they stick to the farmer and try to argue him into reasoning the thing. The farmer thinks

he reasons correctly and buys, generally to his sorrow. Many townships are putting a big license fee on the peddler. A much bigger one should be placed upon the agent who asks for or secures directly or indirectly a note in payment for goods and is not a resident of the municipality.

Of course, notes are all right and necessary in business, but notes given to strangers on printed forms of their own making should be torn up at sight. A good dog and a courage to negative a proposal would save many dollars to the farm.

GET ACQUAINTED.

Your competitor does not wear horns. A great many gray hairs are brought out on the heads of business men because of worrying about what competition will do, and especially some one particular competitor. It seems there is always one competitor who is more to be dreaded than all the rest. One who tries to sell his goods at cost, or is especially obnoxious in some other way.

Probably you have been getting all your information about this competitor from certain customers, and if that is the case you can bet that it has been colored up to make your competitor appear much worse than he really is, and about nine times out of ten you can also bet the same customer is telling like stories about you to that same competitor.

Just contract the habit of paying no attention to such information, but get acquainted with "the animal," so you can base your judgment on something more than rumor of the worst kind. Tell him that you have heard so many unreasonable reports about him that you would like to know about what he really was and was not doing. He will more than likely meet you at least half-way in friendliness and then you can talk over trade abuses and get together generally.

URGE CUSTOMERS TO BUILD NOW.

Some practical minded person across the line has started a "build now" campaign, and it has been taken up by manufacturers of builders' hardware and others interested in the building trade. Retail hardwaremen will profit as much as any from the agitation, and it is up to them to get the local editors to help them pass the idea along.

With building material costing less, with workmen more willing to work hard for their wages and with a dull stock market forcing money into legitimate and safe channels for investment, making building loans procurable on more ready terms, the present is undoubtedly a favorable time for building.

A good deal of work can be done this fall and winter, which, if left over until next spring, will cost much more than now. The dealer who advises his customer to build now, and encourages his local editor to pass on the sentiment, is doing something to bring about a business revival as well as giving sound business advice.

THE WESTERN WHEAT CROP.

(Special Despatch to Hardware and Metal.)

Winnipeg, Sept. 2.—The Free Press published to-day the following estimate of the crop of the present year:

"The estimate of the western wheat crop is 17 bushels per acre on 6,000,000 acres or 102,000,000 bushels. On August 10, nine inspectors started on their rounds to examine the crop and the last one finished his work on August 29. In addition to the many thousands of miles traveled by rail the inspectors drove 3,445 miles through the actual crop.

"The acreage seeded to wheat in the spring of 1908 was undoubtedly over 6,000,000, probably from 30,000 to 40,000 acres in excess, but in making the estimate the Free Press has thought it needful to allow for a large acreage destroyed by gophers and damaged by hail, for the areas, not large in any one section, but a considerable total, where the crop was ploughed down for heat damage, and the other areas where late wheat has been too badly frozen to be worth cutting. The estimate of yield is based on 6,000,000 acres, though it is possible this is too small. As to the average yield the Free Press average, made up from the averages given for each line of railway covered, was exactly 18½ bushels, but as many points had been visited before the frost came it has been necessary to allow for frost damage. Again there will be some shrinkage in yield from the fact that many farmers are cutting too green. It is felt, however, that in allowing 1½ bushels per acre, the Free Press has made provision for any damage that may occur from any cause whatsoever.

"The oat crop is estimated at 35 bushels on 2,600,000 acres, or 91,000,000; barley at 28 bushels to the acre on 855,650, or 39,958,200.

"When all possible damage has been accounted for the Canadian West has to-day practically assured 102,000,000 bushels of wheat.

"Realizing the tremendous importance to the country at large of accurate reports the Free Press inspectors have spared no pains in verifying in every possible way the figures given out. Roughly speaking, over the tremendous railway mileage covered, the crop has been inspected every 25 miles."

Hardware and Metal Markets

(For detailed prices see Current Market Quotations, page 70.)

MARKETS IN BRIEF.

Montreal.

Copper—Now at \$14.50 to \$15.
Tin—Unchanged.
Lead—Cut in quotations.
Iron—Firm.
Spelter—No change.
Ground White Lead—Slight advance.
Turpentine—Cut of 2c.

Toronto.

Tin—Irregular.
Lead—Low stocks.
Turpentine—Steady.
Linseed Oil—Unchanged.

MONTREAL HARDWARE MARKETS

September 4.—Conditions are much about the same as they were last week. An encouraging trade is moving, although the rush usually observable about this time is absent. There has been greater activity in the shipping departments in order to get those goods held for the beginning of the month away, but apart from that things have been quieter than is usually the case. There are signs, however, that the Northwest is beginning to wake up. With the grain commencing to move there should soon be no lack of money in the agricultural districts, and dealers are recognizing this. Travelers report that while there is still much caution noticed in the ordering, greater confidence is shown in all directions.

Booking for the Fall lines is becoming more comprehensive. Lumbermen's supplies are now commencing to move along, with horse blankets, cow ties, snow shovels and weather strips. Guns and ammunition are moving freely, the demand from the Maritime Provinces being maintained. Skates, toboggans and hockey sticks are in better demand for future delivery, while kitchen utensils are showing stimulation. Bread-makers and food-choppers are in fair request. Prices generally are unchanged.

BUILDERS' HARDWARE—The demand for locks sets, bolts, butts, and other supplies shows signs of stimulation this week. Building prospects in the country districts seem very favorable, while there is no doubt as to the building activity going on in the city. According to the building permit returns, the new buildings authorized in Montreal during August were \$280,000 ahead of the same month last year. This material increase is very satisfactory, and shows the improvement that is taking place in trade conditions generally. Builders' supplies have undoubtedly kept up well all the year through.

SPORTING GOODS—Guns, shot, powder, wads, primers, knives, and hunting clothes are moving well, and a good season has opened out. With the many first-class lines now upon the market it is not difficult for the sportsman to equip himself to his own satisfaction. Toboggans, skates, hockey sticks, and snowshoes have been stimulated in the booking, but orders have

not yet assumed respectable proportions.

HOUSEHOLD UTENSILS—Household utensils continue to show the improvement noticed last week, although the fine weather is keeping many people from returning to their homes just at present. Bread makers, food choppers, mops, carpet sweepers, wringers and washing machines are in fair demand. Tinware is also moving in much better strength.

STOVES AND RANGES—The demand continues very good, and a satisfactory trade is opening up. With dealers more inclined to push these goods than they have been in the past, prospects are very bright. Stove boards, stove pipes and elbows are likewise showing stimulation.

RAILROAD SUPPLIES—A steady demand for hammers, picks and blasting powder continues. Construction will be pushed on more actively now that the Summer has turned, and the time shortens. The demand for small tools keeps up.

BOLTS AND NUTS—The call for bolts and nuts is about the same. A stimulation is expected during the Fall. Prices are unchanged. Nails are in somewhat better demand.

FALL LINES—Booking is behind hand this year although there are indications that trade will pick up in a week or so in this direction. The Northwest evidently intends to be slow but sure this year. Horse blankets, snow shovels and weather strips are moving for future delivery. Sleigh bells, lamps, lanterns, coal hods, cow ties and halters are showing stimulation.

LUMBERMEN'S SUPPLIES—Although it is a little early, there is a movement in lumbermen's supplies. Prospects for the lumbering season do not seem so bright as they might be, although it is to be trusted the season will prove better than last year's. Axes and axe handles are moving.

ENAMELWARE—The various lines are moving in better bulk, some good orders being received this week. The Northwest continues to be a strong buyer of assorted lines.

SCREWS—Orders show stimulation in all sizes. Discounts are maintained at 85 and 10 off for flat head, bright; 80 and 10 off for round head, bright; 75 and 10 for flat head brass, and 70 and 10 for round head brass.

TORONTO HARDWARE MARKET

Toronto, Sept. 4.—Exhibition week has brought a large number of visitors to the city, and jobbing house representatives have been busy booking orders and looking after the wants of the hardwaremen in town. Many who have already ordered goods have specified the quantities of the various lines required for fall and winter trade, and for the next fortnight the shipping staffs will be busy filling orders placed by Exhibition visitors.

Travelers also report a much better feeling since the summer vacation, re-

tailers being more willing to order goods than in the spring or summer. Caution is still evident, however, as the quantities ordered are small and generally speaking of a sorting character. After the Exhibition, travelers and retailers will settle down to fall business which has every prospect of being satisfactory to retailers as well as jobbers and manufacturers. Building throughout the country is picking up, but hardly to the extent that it is in Toronto, where permits for the month of August have exceeded in volume the figures of 1907. This is the first time that 1908 has shown an improvement over the previous year, the total for August being close to \$1,200,000.

SPORTING GOODS—Probably the most active selling line at present is guns and ammunition, a decided revival having taken place in this line, probably because bookings in the spring were light. Retailers are putting in hunters' goods' window displays and are getting their stocks in order for the big sales expected this fall. During the summer the holiday resorts and watering places have had a most successful business, and this augurs well for the trade to be done in hunters' supplies during the fall. Guns, rifles, ammunition and cartridges are all in active demand, while hunting lines, shooting jackets and camp supplies are all active lines. Skates have been booked in large quantities and toboggans, hockey sticks, snowshoes and other winter lines are coming more to the front.

BUILDERS' HARDWARE—As the season wears on building continues to improve and in many localities the volume compares favorably with that of a year ago. In the country districts, however, building is rather slack, and the trade in wire nails and builders' hardware is not as great as jobbers would like. A good sorting trade, however, exists in many lines, including building paper, nails, lock sets, etc.

CUTLERY—Trade is booking up in both cutlery and carving sets, and already dealers are preparing for the active trade in this line, which precedes the Christmas holidays. Razors, shaving strops, brushes and soap continue to meet with a steady demand.

FALL GOODS—Orders for fall supplies of horse blankets, halters, sleigh bells, and lanterns are being placed by many dealers, and there is also a fair trade doing in axes, axe handles and lumbermen's supplies. Buying of this class of goods, however, is in conservative lines. It is freely predicted that the number of lumbering camps to be maintained during the coming winter will only be about a quarter or a third of those running last winter.

HOUSEHOLD GOODS—The return of many families from the summer resorts is causing an increased demand

for enamelware and other articles used in the kitchen. Food choppers and fruit presses are also meeting with a fair sale, while wringers, washing machines, carpet sweepers, etc., are selling freely.

HEATING AND LIGHTING GOODS

—Cool evenings and the earlier setting of the sun is causing a brisk demand for lamps and other lighting goods, as well as for heaters, stove boards, stove pipe, etc. Gas and coal oil heaters are moving actively while stoves and ranges are also coming more to the front.

HEAVY GOODS—Screws, bolts and nuts are experiencing an average trade, jobbers being well stocked and retailers sorting up various sizes, as trade requirements make necessary. Bar iron and sheet metals are also experiencing a seasonable demand.

MONTREAL METAL MARKET.

Montreal, Sept. 4.—There is little change to note in the local markets this week. Orders, while they do not increase to the extent that merchants would like to see, are steadily mending in numbers and in bulk. The improvement is not great from week to week, but the fact that there is improvement raises hopes that the demand generally will assume good proportions before long. Undoubtedly more metal is being used now than for some months past, but consumers are still very cautious in their buying. They will not purchase two pounds of metal when one will do, and, as confidence is still wanting in the markets, there is no attempt to book ahead, as would otherwise be the case.

In the primary markets, with the exception of tin, metals have been showing very fair strength, considering the conditions of the demand. It is true that they have not gained much, but on the other hand they have not lost. Copper continues to show good strength and the English market, owing to the firm position of stocks for the time being, has shown firmer figures. This has naturally helped New York quotations. Tin has been fluctuating in a manner peculiarly its own, but on the whole is about as strong as it was a week ago. Lead is weaker, and this has affected the local markets, but spelter is keeping up its strength.

Quotations in the local markets have strengthened in the case of copper, but have weakened in lead. With the close of navigation not so very far off, a stimulation in orders is expected so as to get requirements through before the port is shut. Probably much heavier bulk will move, as users extend themselves to cover their winter wants. Locally the markets are not at all in bad shape, and a good demand would find them in a very staple condition.

PIG IRON—The United States iron and steel trade has become quieter again, and naturally in some quarters there has been rather a depressed feeling showing. It is probable that this reaction is, only a temporary backset. No adverse movement in trade generally is noticed, and there is no reason to doubt that iron and steel will improve again before any ill effect is produced on the mill and furnace activity. A large purchase of pig iron by the Pennsylvania Railroad Company has raised the tone of the markets again, and there is a more unanimous feeling now that

the quietness is only a temporary lull, and that another week or so will see things on the mend again. Prices are uniformly steady. Conditions in the Old Country still show the same strength and Cleveland warrants at 52 shillings and sixpence are maintaining their position. Finished steel is still somewhat quiet, but satisfactory trade is being done. The Scotch markets have not changed. The demand is fair and prices are about the same for all grades. Locally trade has improved a little, and much heavier bulk is expected between now and the close of navigation. Merchants will order more freely to cover their winter wants. Quotations are unchanged as follows: Middlesboro No. 3, \$18; Summerlee No. 2, \$20 for car-load lots, shaded 25c for 100 tons or over.

TIN—Tin has been fluctuating in the primary markets, but the range of prices has not been a very wide one. The demand, both in New York and London, is dull, and the large buyers are not in evidence at all. The jobbing demand is stated to have been better, but beyond that the markets have not been very active in a consuming way. The United States consumption is estimated at not exceeding 2,400 for the month of August, which left stocks on Sept. 1 in the same condition as they were on August 1. In view of the fact that 21 additional Pittsburg mills have been closed, it looks as if the consuming demand for this month would be much less than that for August. Still one week of strong activity would make all the difference. Locally the demand continues steady. There is no very great improvement, but still enough to keep the trade encouraged with the hope of a better demand coming. We continue to quote tin at \$32.50.

COPPER—Some heavy buying, although not for consumption purposes, has made copper quotations much firmer in the primary markets. High figures, considering conditions, have been ruling in the English market, where a strong movement in stocks, as in the case of the New York market some time back, had a bulling effect upon prices. With the steady front shown by producers in New York, it is not surprising that quotations generally should be firmer. The consumption demand across the border has been on the quiet side, but the exports have continued very good, Europe being as keen as ever to take off the surplus stocks. The exports apparently for August reached 23,000 tons, which is heavier than the previous month. Some idea of the persistent way in which copper producers have been turning out metal, despite the poor home demand, can be seen from the record of the Shannon Copper Company, Arizona. This mine has, it is stated, made a high production record for August with an output of about 1,750,000 pounds of copper. The company has been a heavy producer of copper throughout the year, and its output for the eight months is about 12,125,000 pounds, as against 9,200,000 for the same period last year. One can only imagine what the copper market would now be like, had not Europe been such a consistent buyer all the way through. Locally, trade is good, and prices in consequence of the strength of the primary markets have strengthened. We now quote copper \$14.50 to \$15.

SPELTER—Spelter has shown better

strength again, and for the time being higher figures rule in London and St. Louis. Still with so much metal in sight, the market cannot be considered staple. Negotiations are still in progress in Europe with a view to bringing about a combination of spelter producers to regulate the output, and to maintain prices. At present the production of spelter exceeds the world's consumption, and new producers are still coming into the field. The result is the glutted market from which spelter is now suffering. The scheme does not seem to be favored in Great Britain, so that at this stage too much credence cannot be placed upon the reports as to the progress of the combination. Locally trade is about the same, and we continue to quote \$5.25.

LEAD—Lead has become weaker again in the English market under a falling off in the demand, and prices fail to show the improvement that was noted during August. Local conditions are about the same. Trade has not gone back at all, but with weaker quotations in the primary market lead has declined and we now quote imported pig \$3.50 to \$3.60.

OLD METALS—Trade shows signs of stimulation, and prospects are much brighter than they were. One or two slight alterations have been made in prices, but on the whole there is little change. Heavy copper and wire, 11c; light copper, 10½c; heavy red brass, 10½c; heavy lead, 2½c; wrought iron, \$11; No. 1 cast, \$12; No. 2 cast, \$9.

TORONTO METAL MARKETS.

Toronto, Sept. 4.—There is no striking feature in any of the metals this week. All local prices remain unchanged. In pig iron although market quotations still continue to be given there is really no market and the few orders placed are at whatever prices may be obtained. The reliable houses are keeping their customers and supplying immediate needs, but they are not anxious to do business in competition with the cut prices prevailing.

Tin is very irregular, up one day and down the next. Pig lead is hard to obtain stocks being low. There is not much demand in Canada just now, but England is seeking some stocks and finds it hard to obtain. The other metals are uninteresting. Old materials are the only bright feature. Some fair sales of old iron have been made, and a little old copper has been moving. Old rubber has advanced and is showing lively progress. Stocks of old metals are accumulating.

In the United States conditions are steadier than some time ago, but contradictory reports are afloat. Pittsburg is not so busy as it might be, considering that the southern mills have a strike on their hands. Cleveland reports business brisk, but other points in Ohio feel umbrage at the way the large companies are opening up Pennsylvania plants and allowing those in Ohio to stay shut. Ore is coming down from Mesaba more plentifully now and the idle boats at Detroit and Cleveland are decreasing. In fact about a dozen new boats are planned for next year, and two large freighters are already contracted for. The railways are taking large lots of bridge material, especially in the west and south, and some heavy car-building orders have been placed. Rail orders are yet light, but at the

Kemp Manufacturing Co.

extend a cordial invitation to all
their friends and customers at-
tending the Canadian National
Exhibition to call at their office
and sample rooms, corner of
Gerrard and River Streets.

N.B.—Parliament Street Cars from
Depot, or from corner of Queen and
Yonge, bring you to the door.

Kemp Manufacturing Co.
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Toronto, Canada

The Kemp Manufacturing and Metal Co., Ltd.
111 Lombard St., Winnipeg, Man.

The Kemp Manufacturing Co. of Montreal
39 St. Antoine St., Montreal

same time show an immense improvement over two months ago.

The steel business, according to Mr. Schwab, is beginning to show renewed strength; the foreign demand is the best ever known, and everything will come out right in the end. Railway shops continue to open, the latest roads to report being the Missouri Pacific and Santa Fe. Dun's Review reports continued expansion of industrial plants, and an improvement in mercantile collections.

PIG IRON—Although continuing to quote the prices asked last week, there is really no market and orders are being taken for whatever price can be obtained. Jobbers are not looking for business on this basis, however, and are selling only to oblige regular customers. This week's quotations are: \$18.75 for No. 2, Canadian Foundry, and \$20.25 for Middlesboro No. 3, Summerlee No. 2 and Cleveland No. 1. A comparison of prices with those of a year ago shows that pig iron can be bought at nearly seven dollars less than last year. Pig iron production is increasing and furnace capacity shows more activity. The 141 furnaces in blast in August represented 41 per cent. of capacity, an increase of 3 per cent. over July.

TIN—Irregular, but with pretty active business being done at unchanged prices. Quotations run from \$32 to \$34. Tin lends itself particularly well to speculation, as the supply is definitely known. The mines are unable to respond quickly to the call of high prices owing to the fact that so few have ore blocked out that they can quickly increase their output. The recovery of tin from scrap is growing, and amounted last year in the United States to 1,662 tons, valued at \$914,404. This is in excess of the total production of pig tin in that country, which last year totaled only 62 tons, valued at \$33,285. This latter is less than one per cent. of the world's production.

COPPER—Continued quietness pervades the copper market. Orders though not frequent come in every once in a while. Prices are still 14½¢ to 14¢, unchanged from a week ago. London does not put much faith in the revival of trade story in the United States, and says the apparently increasing demand for copper in American markets is due largely to stock exchange manipulation. New York, however, says that the demand is legitimate and that brass interests have been taking large quantities of copper. The wire business is by no means good, and new orders are not coming in in any great quantity. Wire plants are running about 50 per cent. of normal and they have sufficient copper for their needs.

LEAD—Low stocks are heard of on all sides. England is taking up all it can get hold of. This should tend to prevent any lessening in price in Canadian and United States markets. Local prices are unchanged and business is a little on the slow side.

SPELTER—Unchanged with little business doing. Spelter is unusually low in price at present. Missouri during the past year increased its zinc output by 1,808 tons, but the value of the product owing to the low prices prevailing was slightly less than the previous year.

SHEETS AND PLATES—Although there are fluctuations in the United States, local quotations remain firm and unchanged. There is a continued improvement from week to week and occasionally an old plant is reopened to

meet the increasing demand. Fewer sales are reported in England, but the trade is pretty fair.

OLD MATERIALS—Stock accumulations are the order of the day. Some good sales of scrap iron have been made to manufacturing plants, and generally satisfactory trade is being done in all lines. There is an upward movement in all scrap lines across the border, and Toronto expects a firmer tone in consequence. Rubber is the only line which has really advanced and some fair trading has been done during the week in this line. Quotations remain the same as a week ago: Heavy copper and wire are 11c; light copper, 9½¢; heavy red brass, 10c; heavy yellow brass, 8½¢; light brass, 6c; heavy lead, 2½¢; zinc, 3c; No. 1 wrought iron, \$9; stove iron, \$10.50; machinery cast iron, \$13.50; rubber, 7c.

VISITING THE EXHIBITION.

Among the hardwaremen seen in Toronto this week were: T. H. Bodly, Pefferlaw; W. F. Stangways, Beeton; J. McLelland, Palgrave; M. Rankin, Falding; L. Richardson, Maple; R. O. Miller, Gravenhurst; J. H. Kennedy, Pt. Elgin; J. A. McLean, Cannington; J. N. Murphy, Udora; S. M. Osborne, Port Law; R. G. Johnston, Gormley; H. E. Moore, Oakville; J. R. Smith, Morpeth; H. H. Otton, Barrie; C. A. Elsley, Campbellville; L. Y. Reid, Georgetown; C. Perrin, Pontypool; Adamson & Sproule, Orangeville; Geo. A. Sills, Seaforth; T. I. Thompson, Owen Sound; W. H. Knowles, Highland Creek; A. Swartz, Commanda; T. F. Donnell, Ravenshoe; R. Blain, M.P., Brampton; Stewart & Son, Thistletown; Thos. Watson, Seagrave; Dawe Bros., Roseneath; J. N. McGregor, Oakville; J. O. Hubbell, Thamesville; E. P. Howarth, Hillsdale; Peaker & Son, Brampton; W. G. Soules, Norval; W. G. Simpson, Tullamore; E. Bryan, Pickering; W. M. Dunn, Islington; A. C. Clement, New Dundee; J. J. Cain, Alliston; and S. L. Adolph, Listowel.

HOWLAND'S IN THE WEST.

A. H. Living has joined the Western selling staff of H. S. Howland, Sons & Co., Toronto, with headquarters at Calgary, Alberta, and part of Saskatchewan as his territory. He makes the third traveler now representing the Howland firm in Western Canada, F. T. McMillan, with headquarters at Winnipeg, having succeeded Tom Wright in Manitoba and Saskatchewan, and Ed. Martin representing the firm in British Columbia.

HARDWARE TRADE GOSSIP.

Quebec.

F. Stafford, of Barry's Bay, paid a visit to Montreal.

F. G. Hammer, of Sargeant & Co., New York, has been on a visit to Montreal.

Louis Couillard's hardware store, Montreal, sustained a small loss by fire last week.

J. W. Oram, of Toronto, visited Montreal hardware circles on his way back from England.

The Rock Island Hardware Co. has the contract for installing a heating plant in Caswell & O'Rourke's block at Stanstead.

F. Rochette, who has been representing Lewis Bros., Montreal, in the Province of Quebec, has left the firm to join hands with the Delorimier Hardware Co., Montreal. A. D. Leblanc, who formerly covered this district, has taken Mr. Rochette's place.

Mr. and Mrs. Chas. F. Smith and little daughter, of Wawota, Sask., have been the guests of Mr. and Mrs. G. W. Meredith, Pontiac. Mr. Smith, who is a former Quyon boy, has been engaged for the past few years in the hardware business in Saskatchewan, and speaks very enthusiastically of the great opportunities offered in that Province for all lines of business.

Ontario.

G. A. Binns, Newmarket, has returned from a ten days' holiday trip to Montreal.

C. B. Adair, of the Collingwood Hardware Co., is enjoying a ten days' holiday at his old home in Clinton.

E. L. Rilling, of the Hollands Manufacturing Company, Erie, Pa., vises and tools, visited Toronto this week.

G. C. Wilson, hardware merchant, Dundas, M.P.P. for Wentworth, was a visitor in Toronto on Wednesday.

J. R. Hambly, Barrie, president of the Ontario Retail Hardware Association, was a visitor in Toronto last Monday.

Ed. Wakely, merchant, of Lethbridge, Alta., is visiting old friends and relatives in Lindsay, after an absence of about six years.

J. G. Moser, formerly a hardware merchant at Blyth, Ont., who has invented a simple ash sifter, was a visitor in Toronto on Thursday, arranging for putting it on the market.

G. M. Dunk, a well-known marksman, and secretary of the Stanley Gun Club, Toronto, has joined the selling staff of the Dominion Cartridge Company, Montreal, and will represent the company both at the traps and on the road.

J. A. Hossack, sales manager of the Lufkin Rule Company, of Canada, Windsor, leaves this week on a business trip to the Pacific Coast, during which he will call on the jobbing trade in Winnipeg, Calgary, Edmonton, Vancouver, Victoria and other cities.

The smelting works owned by the Deseronto Iron Company, were struck by lightning on September 1 and totally destroyed. The fire broke out in the charcoal shed. The iron works, which had been closed down for five months past, were being fitted out to start very soon.

James Stewart, Wingham, and James Cloakey, Morris, have entered into partnership and purchased the hardware business for some time carried on by J. V. Hill in Wingham. The new firm, which will be known as James Stewart & Co., took possession on September 1. Mr. Stewart is well experienced in the hardware business, and both members of the firm are well known in Wingham.

Trade News From Atlantic to Pacific

Maritime Provinces

Enterprise Foundry Co. Decide to Re-build at Sackville—Fredericton Hardwareman Marries—Silliker Car Works at Halifax Now in Operation.

HALIFAX.

September 1.—Building operations continue brisk in Halifax, and as a result the demand for builders' supplies continues very good. There is not much doing in other lines of the wholesale trade, but the retail business is good. Many of the jobbers are now well stocked up, and it is expected that the wholesale trade will brighten up next week with the opening of the Nova Scotia exhibition, to be held in this city. The cheap railway fares attract many visitors to the city, and many of them combine business with pleasure. In anticipation of this the merchants are now ready to fill all orders promptly.

The Silliker Car Company's foundry is now in operation. The foundry is thoroughly equipped, and can turn out any description of castings or forgings. The company made a specialty of this class of work, and have already received many orders. The company's wood-working mill is busily engaged keeping pace with the orders, which tax its capacity. The plant is now turning out silent salesmen, office and shop fittings, school-house equipment such as desks, chairs, mantels, etc.

A distinguished party of British, German, Belgian, American and Canadian mining engineers and experts visited Cape Breton during the past week, and inspected the Dominion Coal Company's collieries, and the plants of the Dominion Iron & Steel Company, and the Nova Scotia Steel & Coal Company. The experts, particularly those from Germany and Belgium, were amazed at the coal development and the vastness of the steel plants. The Nova Scotia Mining Society gave a banquet to the distinguished visitors at the Sydney hotel on Thursday evening, and it was a brilliant affair. Before returning home the party will inspect the steel works at New Glasgow, N.S. Later they will visit Cobalt.

Mackenzie & Mann are negotiating for the purchase of the Mabou coal mines, which have been closed down for two weeks, and it is likely that these areas will change hands in the near future. The Mabou deposits are considered to be of the very finest quality, and several splendid seams in operation are easily workable. Three of them measure 15, 8 and 4 feet, respectively. The Mabou Company is said to be handicapped by lack of ready capital, and for that reason have been compelled to practically suspend operations. The Mackenzie & Mann Company are the owners of the Inverness Coal and Iron Railway, which runs in close proximity to the Mabou mine, and as regards shipping facilities would, if they purchase the property,

have a big advantage over the present owners.

A magnificent representation of Halifax, the winter port of Canada, will be one of the most attractive features in the main building of the Provincial Exhibition this year. It will be a beautiful device in tinware, of extensive preparations, artistic and suggestive, and will constitute the exhibit of the retail hardware firm of A. M. Bell and Co., of Halifax. The design is by Stewart Wetmore, who has given the public a number of striking constructions on somewhat similar lines, but this will beat them all.

Joseph Wheeler and Stephen Bros., of Sydney, have opened a mechanical and electrical repair shop at Sydney. They will do all kinds of mechanical and electrical jobbing.

ST. JOHN.

September 1.—The Enterprise Foundry Co., whose plant was destroyed by fire recently have decided to rebuild at Sackville, on the site of the former foundry. Plans are now being prepared by H. H. Mott, architect, of this city, and it is hoped to have the buildings ready for occupancy in November. The contract for one building has already been awarded, and this will be finished in two months or less.

The recently-built power house survived the fire, as well as its contents, of boiler and new 150-h.p. engine and other machinery, and the large stack, and this will form the nucleus of the new plant. The new buildings will be grouped around it. They will be of brick, one storey high, and of substantial construction, with concrete floors and every modern convenience for the work to be done. The buildings are to be of one storey for safety and convenience, it being agreed that the fire risk is less and a fire more easily handled in a low building than it would be in a lofty one.

The siding from the I.C.R. will be changed so as to bring in all raw materials to the door required, and also connect with the warehouse for the carriage of all outward goods, thus serving to reduce the cost of operation by eliminating hauling and handling.

A corps of patternmakers are now at work replacing the patterns destroyed by the fire.

Asked why Sackville had been chosen, a member of the company said that they owned the site there, the place was centrally located, there was rail and water connection, the boiler house and equipment were there and would be a great aid in replacing their works quickly, and another reason was that many of the workmen that had been in their employ had their homes established in Sackville, and they had them in mind.

Newcastle was visited by fire last week and considerable damage done. A. C. Allan's carriage factory was destroyed, the loss being over \$1,000, with no insurance. The following day the Ander-

son Furniture Factory was burned down, the loss being over \$100,000, with insurance about half that amount. The whole plant, with rotary mill, out buildings, stock of four carloads of furniture ready for export and about half the lumber in the yard went up in smoke.

F. J. Drummond, the Canadian mining capitalist, accompanied by his brothers, George E. and John J. Drummond, both associated with him in his enterprises, were in the city recently on their return from Bathurst, where they recently purchased a mountain containing iron ore.

The mountain, Mr. Drummond said, was densely populated with timber and at present a crew of men were employed in clearing the trees and stripping the mine preparatory to opening up. Mr. Drummond also mentioned that no plans had yet been formulated by his company relative to the erection of a big smelter in Bathurst, but a decision would be definitely arrived at soon.

A new town would probably originate in the vicinity of the mine and in fact a village of small dimensions was already flourishing there. The ore will be carried on the branch railway to Bathurst, where connections will be made with the I.C.R.

James Beveridge, who is building a pulp mill on one of the branches of the Miramichi, expects to have the plant in readiness in November. It will be fitted with the most modern machinery.

Engineer H. M. Davy, of the Public Works Department, Ottawa, who is here conducting the boring operations at Courtney Bay, to ascertain the nature of the bottom there for establishing railway terminals and shipping facilities, has reported to Mayor Bullock that the site is a good one for that purpose. There is still about two or three weeks' work to be done before Mr. Davy reports to the Government.

Clark and Adams, of this city, have been awarded the contract by the common council to build the new warehouse on No. 6 wharf. The contract price is \$15,642.

A committee of the Civic Board of Works has been appointed to experiment with carbolorum for treating wooden block pavement.

The Civic Ferry Committee has awarded a contract to J. H. Burley for improvements to the east side ferry toll house. The figures for carpenter work, plumbing and painting amount to \$2,995.

The I.C.R. is considering the building of a new station house at Chatham and also the laying of a new line and additional shipping facilities.

The nuptials of J. Stewart Neill, a young hardware man of Fredericton, and Miss Hannah Logan, daughter of James T. Logan, St. John, will be celebrated in St. Andrew's Church, St. John, on September 16. The honeymoon will be spent in the Eastern States and the young couple will reside in Fredericton. The best wishes of a host of friends follow the young couple. —W. E. H.

Province of Quebec

Montreal Building Permits Show an Increase for August Over the Corresponding Month Last Year.

MONTREAL.

September 4.—As an indication of how trade conditions are improving, and confidence returning to the investing public, building permits for Montreal are showing a decided stimulation. The building returns were among the first to show a falling off when conditions were depressed, and the improvement now may be taken as a good sign of returning confidence and easier money. During August there was a net increase over the same month last year in the value of buildings for the erection of which permits were issued of \$231,265. For new buildings, however, the net increase is more, being \$279,325, the difference between this total and that for the whole of the permits issued being explained by the fact that the alterations in the month of August last year were much more extensive. There were 146 permits for new buildings issued, as against 119 in 1907, and the value (estimated) was \$691,250, as against \$411,925. That August of this year should beat the same month last year, when conditions were then so much more favorable is a matter for distinct congratulation.

A gratifying report was presented by the treasurer of the Montreal Board of Trade at a special meeting of the council. One of the principal features was the great increase of the membership, no fewer than 160 having joined recently. This has meant that there has been an increase to the income of \$8,000. The treasurer also reported that the Fernie relief fund has now reached the sum of \$6,040, out of which \$5,000 had been already paid over to the mayor of Fernie.

Ontario Trade Items

Guelph Man Joins Huntsville Firm—Chatham Merchants Hold Successful Picnic—Peterboro Gets Another Factory—Guelph Stove Dealer in Interesting Law Case.

OTTAWA.

September 1.—With the arrival of September the usual influx of Summer resorters occurs, and as a consequence a noticeable increase in business is the result.

The past Summer has been a fairly good season for business among the hardware and plumbers in the Capital, and while possibly there may not have been as much building done as last year, yet, as will be seen from an item further on, the month just closed has scored well in the matter of construction. Reports from various hardware firms indicate a month's trade bearing favorable comparison with that of 1907, and in many cases exceeds last year's.

Preparations are now being made for the Fall trade and new goods, seasonable and attractive, are being displayed on floors and in windows.

The new apartment house on Elgin Street, erected by the Real Es-

tate Security Co., is nearing completion. The equipment of this building was a source of trade for some of the merchants. The contractor's supplies were furnished by Wm. A. Rankin, and the finishing hardware by W. Graham. The latter is all Canadian made, having been manufactured by the Gurney-Tilden Co., of Hamilton. W. Graham is their local representative.

It is understood that while Rev. Father Wm. Murphy, Rector of Ottawa University, is attending the convention of the Oblate Order in Rome, he will endeavor to secure authority from the Order to build a substantial addition to the University. This has been rendered necessary owing to the increased and constantly increasing attendance at this institution.

The building permits issued at the City Hall during August represented a total expenditure of \$111,300 and numbered 37. In August, 1907, there were 26 permits, amounting to \$104,000. August for this year is ahead by eleven permits, or \$7,300.

Expression is given to the thought that, owing to the reduced cut to be made in the lumber camps this Winter, there will be many out of employment. 'Tis hoped, however, that it will prove but a thought, and that this Winter will be better for trade than last.

Joe Rankin is investigating the attractiveness and invigorating qualities of Algonquin Park.

The first meeting of the local Retail Hardware Association will likely be held Friday evening, as most of the members are back to business.

Excavation has begun on the site of the new building to be erected by the Ottawa Paint Works. The building will be 48x104 feet and two storeys high. The location is on Wellington Street near Rochester. The firm has entirely recovered from the effects of the fire in the Spring, and J. Young, the manager, says the number of orders on hand are far in excess of last year.

Martel and Langlier are installing the plumbing in the Real Estate Security Company's apartment house.

The plunge bath which is being installed in the new Y.M.C.A. building will be 18x48 feet, and lined with white tiles. It will be supplied with fresh water at the rate of 15.20 gallons per hour from the shaft which has been sunk to a depth of 1,189 feet.—G. E. M. H.

PETERBORO.

September 2.—With the beginning of duck hunting season on Sept. 1 came an increased demand for shotguns and ammunition at the local hardware stores. The windows are dressed appropriately. The Kingan Hardware Co. window is trimmed attractively with shotguns and rifles, together with a number of trophies of the hunt. A wild duck on the wing, a sea gull, a young bear and a fox represent the skill of the taxidermist and lend a pleasant tinge to the display.

The entire sawmill, including all the machinery, belonging to Dunn & Young, Young's Point, was completely destroyed by fire a few days ago. The owners will likely rebuild.

The Diamond Calk Horseshoe Co. will in the near future begin manufacturing in Peterboro. They have secur-

ed the premises of the Peterboro Cereal Co., whose establishment was burnt out some time ago. When running, they expect to employ about 50 men. The new company is composed of W. H. and H. B. Collier and A. B. Cunningham, who also constitute the Collier-Cunningham Co., manufacturers of electrical appliances.

A new concrete wharf will be erected this autumn at the steamboat landing at Lakefield. Work will be begun about the middle of September.

B. T. H.

HAMILTON.

September 1.—Nesbitt, Gauld & Dickson, acting on behalf of the creditors of the Skedden Brush Co., made an application at Osgoode Hall to-day for a compulsory winding-up order for the Skedden Brush Co., but the action was postponed. In their statement of claim the creditors allege that the brush company permitted its machinery, goods and merchandise to be seized and sold under a tax warrant, and a warrant issued by the Bank of Hamilton in satisfaction of debts owed by the company to the city and the bank, in order to defeat or delay other creditors. The creditors are asking for an investigation into the affairs of the company.

In reference to the above matter Edwin Skedden handed out a statement in which he contends that whatever transactions were carried on between his firm and the Bank of Hamilton were perfectly regular and decidedly fair. The brush department of the firm, he says, has been combined with the Skedden Broom Co., and the business is being carried on as the Skedden Brush and Broom Co. The new concern, he claims, is on a first-class footing financially and the action taken against the old brush company has nothing to do with it.

There was a deplorable accident at the steel plant of the Hamilton Steel and Iron Co. on Monday. The bottom of a ten-ton ladle containing molten metal, dropped out and five men were terribly burned. One of the men will die.

Building permits aggregating in value over \$25,000 were taken out on Tuesday. They were all for houses and are taken as a hopeful sign of activity in the building trade this fall. Among them was a permit for M. Webb to build six brick houses on McNeil Street, between Queen and Hess, for \$12,000.

The remains of John Proctor, the former iron and hardware merchant, who died at his summer home in Duftown, Scotland, arrived here this week and were buried on Wednesday afternoon.

D. L.

BERLIN.

August 25.—A new concern recently established in Berlin is the Cloisonne Glass Co. of Canada. It succeeds the Berlin Art Glass Co. This concern will do business under patents held by the Cloisonne Glass Co., London, Eng. A mammoth Ferris wheel with advertisements done in cloisonne work has just been completed for the Toronto Exhibition. The wheel will be operated and illuminated by electricity and will be sure to attract a great deal of attention. The Cloisonne Glass Co. is controlled by the Bullas Brothers, two enterprising young Englishmen who es-

established the Berlin Art Glass Co. several years ago,

The value of plenty of store space and good-sized show windows is conclusively demonstrated by the increased business being done by the F. Hymmen Co. since occupying their new block. Speaking of this to The Hardware and Metal correspondent, Momer Hymmen, manager of the retail store, said that one reason for this was that with plenty of space they are enabled to thoroughly display goods, making selling a great deal easier, and transactions were put through with greater despatch. The Hymmen Company are among the best window trimmers in Berlin. Their big, bright windows always look up-to-date, being frequently changed and so arranged as to arrest the attention of even those hurrying along the street. Their "Weekly Savings" sales have been big business bringers, the articles offered being marked in attractive tickets at special prices and displayed in one of the windows. This has had the effect of brightening considerably a naturally dull summer's trade.

In connection with the new county roads system adopted by Waterloo county council the first contracts have just been awarded to Eichler & Huehn for a new steel and concrete bridge at Haysville and for new concrete culverts at New Hamburg.

F. I. W.

INGERSOLL.

August 31.—Tenders recently opened by the Board of Education for the construction of a Public School in Ward One were greatly in excess of expectations, and, as a result, the Board decided to call for new tenders. When it was decided to build the school the Council was asked to provide the sum of \$16,000, it being supposed that this amount would cover the cost of the site, the erection of the building and the purchase of two additional lots adjoining the Central School. According to the calculations of the Board, the proposed school would be erected for about \$11,000, and it was in this respect that the members of the Board were surprised when the tenders were opened. The tenders ranged from \$13,000 to \$19,000, the lowest tender being fully \$2,000 higher than the Board had counted on. The architect, who was at the meeting, was also amazed at the high figures, for which he was unable to offer any explanation, being firmly of the opinion that the building should be erected at a figure somewhere near the Board's estimate. The highest tender—\$19,000—was from a Toronto firm, while the lowest one was from a Brantford firm. The new tenders will soon be in and the Board is of the opinion that there will be a big shrinkage in the figures as compared with those originally received.

W. F. Johnston has returned from a most successful European business trip in the interests of the Noxon Company. He reports having secured many large orders and the indications point to the firm having another busy season.

A particularly interesting and attractive window, appropriate to the autumn season, is to be seen at Wilson Bros.' hardware store.

It is largely a hunters' window, as all kinds of firearms, ammunition and other accessories to the hunting expedition are displayed in splendid style. The very nature of the window is almost sufficient to awaken the spirit of the woods and to the ardent hunter will doubtless lead to an early purchase of all necessary supplies. These are the kind of windows which bring results.

This has been one of the best building summers which Ingersoll has known for a number of years. Many fine residences have been erected, while additions and important improvements have been made to several of the factories, the result being that the artisans in the town have been kept busy.

G. F. J.

HUNTSVILLE.

August 30.—Early this year A. C. McLaughlin purchased a share in the business of the Huntsville Hardware Co., successors to White's, Limited, at Huntsville, and he has just joined the staff of



A. C. McLAUGHLIN, GUELPH.

Who This Week Joins the Staff of the Huntsville Hardware Company.

the company of which he is a member. Mr. McLaughlin, for the past couple of years, has been in charge of the wholesale department of the Bond Hardware Co., Guelph, previous to that being the senior member of the firm of McLaughlin, Sturtridge & Co., Drayton, successors to O. B. Henry, under whom he received his first training.

Mr. McLaughlin succeeds J. W. White as buyer and sales manager of the Huntsville store.

W. W.

GUELPH.

September 1.—A new factory proposition has been received by Ald. Simpson, chairman of the Railways and Manufactures Committee. It is for the establishment of a big concern on the old rolling mills property, for the manufacture of

frame work, sash doors, and other building material. The representatives are in the city, and are very favorably impressed with the site, and the railway switches already in position.

Mr. Whitney, one of the promoters of the Aspinwall Manufacturing Co., who are soon to locate on the site now occupied by the Loudon Machinery Co., was in the city last week. The Loudon Co. factory on Crimea Street is now under way, and as soon as they vacate their present premises the Aspinwall will commence work. The company manufacture potato machines, and have already worked up a good trade in this and other sections. For the present it is not the intention to make all the parts of the machines, but to have the molding done by other firms in the city.

A meeting of the creditors of E. B. Welsby, plumber, was held on Friday for the purpose of winding-up the business as soon as possible. The stock and accounts were estimated at \$800, with liabilities of about \$1,400. The assignee, Sheriff Allan, was instructed to sell off the stock, and wind-up the business as soon as was practicable.

C. A. Clare, of the Clare Foundry, Preston, was unanimously nominated by the Conservatives of North Waterloo to represent them in the Dominion House for the third consecutive time.

The contracts for the Harriston Carnegie Library have been let by Architect W. E. Binning, of Harriston, Listowel contractors receiving the majority of the contracts. G. Fritz was awarded the mason work, N. Calder the carpentering, and J. Seburger the painting, all of these being of Listowel. W. G. Scott & Co., Mt. Forest, will do the tinsmithing, and H. Meicklejohn, Harriston, the plumbing. The building is to be completed by March 15.

The Meyers Milling Co., of Listowel, are building a three-story brick addition to their present building. Kritzer Bros. have the mason work, and Bamford Bros. the carpentering.

The Parkin Elevator Company, of Hespeler, are installing improved fire protection on the Galt Opera House.

James Stewart, of Wingham, and James Cloakey, of Morris, have entered into partnership, and have purchased the hardware business for some time carried on by J. V. Hill in the Beaver Block, Wingham. Stocktaking is now in progress, and the new firm, which will be known as James Stewart & Co., will take possession this week.

Mahoney Bros., of this city, have earned the gratitude of the citizens of Guelph for the water tank that they have in operation in front of their store on Quebec Street. The water in this is kept ice cold, and is much appreciated on a hot day.

Work has at last been commenced upon the new Eramosa Bridge by the Western Bridge Company. The company is under a penalty of \$5 per day to have the bridge completed by September 1—an impossible task. The city will collect the penalty for each day overdue.

Thomas Kirby, secretary of the Canadian Stove Manufacturers' Association, has accepted a position with the Gurney-Tilden Company, of Hamilton. He left on his new duties at the beginning of the week.

Douglas Moulden, who has been employed at the Bond Hardware Co. for some time, has left for Winnipeg, where his father has established a manufacturers' agency. Before Douglas left he was made the recipient of a pair of military brushes by the members of the Y.P.A. of St. James' Church, of which he was a valued member.

A business re-union of the officers of the Loudon Machinery Co. was held on Thursday last at the offices of the company. There were fifteen members present, including several of the travelers. The day was spent in the discussion of general business matters in connection with the trade of the company, and the fall business campaign. In the evening, a pleasant time was spent at the Royal Canadian Cafe.

J. W. Galbraith, stove dealer, of this city, is very indignant at the action of the local police authorities. On Monday he was served with a summons to appear in the Police Court on a charge of keeping a second-hand store without a license. Mr. Galbraith, who is the agent for the Moffat Stove Company, in this city, will defend the action, claiming, and rightly, that he is no more one of that class than a jeweler or a piano dealer. As part payment for new stoves he accepts old ones, and these he afterwards sells at a low rate.

GALT.

September 2.—Business in general in Galt has been rather quiet during the past fortnight. Not that there is any falling off in trade, but the between seasons slackness is making itself felt. The hardwaremen, while slightly busier than during the summer months, have still an appetite for more business. With them it is only a matter of a week or two when they will be at their wits' end to meet the many demands. The recent cold snaps have caused many citizens to inquire into their heating facilities for the winter, and many new furnaces and stoves will be installed. The number this year will be considerably more than last, owing to the difficulty experienced with the natural gas as a source for heating. This fuel invariably gives out, or almost so, when the weather becomes extremely cold, and, consequently, many will not trust to it this year. There is a good demand for hardware supplies, and those dealing in repairs for farm machinery report an extraordinarily busy season. The day of the screen door and window is past, and these are being relegated to the store room. Owing to the many new buildings being erected there is a big demand for paints and oils, and as many more are in course of construction, it is expected that this demand will continue.

The local plumbers have had a very busy season. Many new dwelling houses have been erected, and as these, without

exception, are being equipped with modern conveniences, the plumber is naturally kept busy. Mr. Thos. Lockhart has found it necessary to add a delivery wagon to facilitate his business.

The Canadian Brass Works are running again. The new management, with plenty of capital, are determined to make the venture a success. The work being turned out can be roughly estimated when it is stated that last week no less than thirteen tons of copper were received. Wm. Twaits, an expert bookkeeper, has joined the firm, and has charge of the office and bookkeeping system.

W. J. McMurtry, who has large hardware stores in Galt and St. Thomas, states that he has no reason to complain of the condition of trade. He candidly admits that for a month or two business did fall off, "but," he said, "I think the temporary depression is past, and business will now pick up rapidly. At least the condition of affairs in our business would point to that conclusion."

A change has been made in the plumbing regulations in Galt. Heretofore it was only necessary for a plumber to make application to receive a permit to connect with a sewer for any private citizen. Inspection of the work thus accomplished was not satisfactory, and, accordingly, the Council has ruled that in future permits must be taken out by residents themselves. The plumbers are pleased with the change as it relieves them of much responsibility. B. E. C.

CHATHAM.

August 31.—Pessimism among Chatham merchants has received half a dozen black eyes and a knockout blow. Henceforth they feel equal to tackling anything. For their first annual picnic, held on Thursday, August 27, was a howling success.

When a small gathering of retailers some six weeks ago, with sundry misgivings decided to hold a picnic, not even the most sanguine of them dreamed that it would be the biggest outing of the year. Yet such it most emphatically was. The outing brought to Chatham's new summer resort, Erie Beach, on Lake Erie, the largest crowd it has ever known. Chatham, during the afternoon, with practically every store closed, seemed dead and deserted; while there was not a trolley car which left the city during the entire day, southward bound, which was not crowded to the limit with excursionists, literally "hanging on by their eye-brows."

The big start was made at 1.30, following the grand parade up and down the business section of King Street. Edward James Dore, of Hamilton—better known as "Eddie"—led off with the parade. The mayor and aldermen and the fire department followed after which marched the two broom ball teams, followed by the Kent Mills band. The rube band also furnished music at times indescribably weird, and, though the personnel of the organization is, for obvious reasons being kept a secret, it is hoped that some day the names will leak out, that the public may be able to fittingly reward the musicians for their fantastic rendering of "The Wear-

in' of the Green," and "How Dry I Am."

The parade was concluded by the clerks, fully 250 marching in line in white uniforms and caps. At the C. W. & L. E. power house, where two cars and one trailer were waiting, there was a big rush, and even when the cars were filled to their uttermost limit, a big crowd was still left for the next car service.

Eddie Dore, grand mogul and high muck-a-muck of the affair, lost no time in getting down to business, and ran off the long list of sporting events in a style calculated to make local amateurs turn green with envy.

The broom ball contest, between the grocers and the other merchants, set the crowd wild. The players were all well-known business men, and their antics in trying to shoot the football into the goals with their brooms were intensely amusing. Once more victory perched on the grocery banner, the contest resulting in a score of 1 to 0.

With every newly-arrived car, the crowd grew in numbers, till the Beach was one mass of jolly, sweltering humanity. Never in the history of Chatham had the merchants such an opportunity to get together, fraternize and enjoy themselves.

Most of the picnickers brought their lunches with them, and as evening drew on the beautiful grove just behind the pavilion was rapidly converted into a big lunch room. Tea, coffee and milk were furnished free, as long as they lasted.

During the afternoon the Kent Mills band, N. H. Stevens' recently adopted family of 16, filled the vicinity with a symphony of sweet sounds, while in the evening Robinson's orchestra struck up, and added to the charm of the soft summer night.

The merchants worked hard to make this, their first picnic, a success. They succeeded beyond their wildest dreams. Eddie Dore lent invaluable aid, organizing the parade and running off the sports in a style which showed him an adept. In addition, the committee, comprising Wm. Anderson, Harry Northwood, T. Walter Poile, Ald. Harry Andrew, H. G. Hodges, Geo. W. Cowan, Wilfred McCorvie and A. D. Westman, with a large number of volunteers, did telling work. Credit is also due to Cecil Moore, Garnet Brackin, Earl Kimmerly, (the Dutch widow), and Fred Somerville, who organized the clerks. Prizes were generously contributed—more than enough, in fact, for the extra big list of sports.

A very important agreement has been concluded between the Chatham Gas Co. and the Chatham, Wallaceburg & Lake Erie electric railway, whereby the former will supply from their own power house all the electric power necessary for the running of the entire railway system from Wallaceburg to Lake Erie. The gas company will install additional machinery and equipment for the purposes of this big contract, the work being commenced at once. The present equipment at the railway power house will be held in reserve for emergencies. The Gas Company are well pleased with the arrangement, since it means an extension of their plant and an increased volume of business; while it is understood that the railway com-

pany will secure power cheaper than they have been manufacturing it themselves.

The Chatham Steam Heating Company will continue operations as before, the steam for the central heating plant being supplied from the exhaust at the Chatham Gas Company's engine house instead of from the C.W. & L.E. power house, as heretofore. The new arrange-

Wm. Nebbitt has opened a plumbing and gas fitting shop on Mill Street East, Leamington. Mr. Nebbitt has had a lot of experience in the business. W. E. P.

LONDON.

At a meeting of the Manufacturers' Committee last evening the City Clerk read a communication from Richard

The Prairie Provinces

Two Ontario Boys Open a Hardware Store At Saskatoon.

SASKATOON.

August 31.—A new hardware store was added to the business propositions of Saskatoon in August. The new concern opened up on Twenty-second Street on the west side, the proprietors being G. C. Gilpin and F. McEown, both enterprising young men who came west from Ontario about two years ago determined to get on. Mr. Gilpin comes from St. Mary's, where his father conducted a hardware store and he has had, therefore, a life-long experience in the hardware business. Mr. McEown was for several years with A. Ballantyne, of Brantford, and for a considerable time was manager of J. D. Murdoch & Co.'s store at Simcoe.

Both young men have the Western spirit and mean to go after the trade, not only in their immediate locality, but amongst the farmers of the district to which it is their intention to cater. Mr. McEown's own words are: "We believe in advertising, but we also mean to get out after the business." An up-to-date stock of hardware, enamelware and tinware will be kept on hand. D. G. R.

Quite a number of buildings are in course of erection at the present time. These include residences for J. A. Aikin, S. Timmins, H. Timmins, and two for the Ontario Building Co. Architect Webster is also drawing plans for a house for A. E. Young, to be erected on property just recently purchased. It is



The McClary Float in the London Old Boys' Parade.

ment will go into effect in about six weeks.

The rear of Brisco Bros.' store was on Saturday the scene of a loud explosion, as a result of which Frank Hathaway, repair man, was quite severely injured. Hathaway and Fred Brisco were trying to loosen the plug of an empty gasoline can with the aid of a torch, when the can jumped fifteen feet, startling the entire city. Mr. Brisco escaped unhurt.

Walter Dobbyn, the Wheatley hardwareman, also had an exciting experience last week. While working at a gas regulator, he was overcome by the fumes. Burns Hodgson, who lately joined the Dobbyn staff, promptly extricated his employer from his perilous position before anything serious occurred.

Both Ridgetown and Blenheim are due to receive natural gas in very short order, Superintendent Dowd, of the Volcanic Oil and Gas Company having purchased the necessary pipe for the line to these towns from the Tilbury and Romney fields. Both places will have gas by December 1, and gas fitters may look forward to a busy season.

Sep. Poole, J. C. Wanless' junior, and head push of the hardware clerks' invincible ball team, is home from a holiday trip to Buffalo.

Leslie Webster, of Westman Bros., is holidaying for a couple of weeks in Toronto.

Scholefield, of Leeds, England, in which the writer stated his intention of locating in Canada in the brick-making and grinding machinery business, and contemplated employing from 250 to 300 men at the start. He desired to know what inducements or concessions could be offered him in London, which, he said, had been mentioned to him as a city admirably fitted for his purpose. The Clerk intimated that he had already written Mr. Scholefield, setting forth the advantages of the city, and explaining what inducements could be offered in the way of tax exemption, shipping facilities and business location. A similar reply has been sent to the Reversible Window Company, of Detroit, who also talk of locating hereabout.

The accompanying illustration shows the prize-winning float in the recent London Old Boys' celebration. McClary's extended a "warm" welcome and their enterprise in getting up such an attractive display was widely commented upon.

Tenders will be called for the construction of a pumping well and the making of connections between the conduit and pumping mains at Point St. Charles, in connection with Montreal's waterworks system. The cost will be about \$25,000.



F. B. McEOWN, SASKATOON,

Formerly of Brantford and Simcoe, and Now of Saskatoon.

expected that as soon as the waterworks will be extended past their ground that the Saskatoon Building & Development Co. will start on a number of dwelling houses suitable for rent-

ing purposes. Considerable extensions have already been made this year to the sewer and waterworks system, and not a few residents have had the plumbing fixtures installed in their houses.

Steel laying operations on the Goose Lake line of the C.N.R. have ceased for the present, the gang having run short of steel. Until more material arrives the gang will work on the Regina-Brandon road, at ballasting. On the Goose Lake line some thirty-five miles of steel have been laid to a point a few miles west of Delisle, the new townsite on this branch. As soon as more steel arrives it is expected that operations will again be resumed in order to have it in shape to haul out the grain.



G. C. GILPIN, SASKATOON,

A St. Mary's, Ont., Boy Who Has Gone Into Business at Saskatoon.

PRINCE ALBERT.

August 24.—At a recent meeting of the City Council the tender of the Canadian Westinghouse Co. was accepted for lighting apparatus for the city streets. The outfit consists of fifty arc lamps, cut outs, regulating transformers, arresters and other supplies. The contract figure was \$3,154.60. Fifty 12-foot mast arms will also be purchased from the Canadian General Electric Co. at \$6.80 each. It was also decided to place the necessary fireproof doors on the pump-house and electric light station. The offer of the jail authorities to give the city \$1,000 if they were provided with sewer and water connections, was accepted.

The waterworks extension contract for the year is nearing completion. The pipes have been laid, and the hydrants put in place. This year's work, when finished, will give a greatly increased area of water service and fire protection. Prince Albert now claims to be one of the best fire protected towns in Western Canada, with a pressure of eighty-two pounds to the square inch, which can be increased to one hundred and fifty pounds, if necessary.

The site of the new penitentiary is

being cleared in order that the contractor many begin on the building at once. Work at St. Alban's Girls' School is proceeding rapidly, so as to have the building ready for the first of September. The brick for the High School is being supplied by the Celtic Brick Co., and already the foundation has been laid.

The twenty-fifth annual summer fair of the Agricultural Society opened on Monday with a long list of entries in the various classes and a very credible number of exhibits.

D. G. R.

British Columbia

Vancouver Furnace Men Object to Regulations Unfavorable to Warm Air Heating—New Saw Works at Vancouver—Wood, Vallance & Co. Buy New Premises at Nelson.

VANCOUVER.

August 29.—Speaking of the new by-laws of this city, imposing extra fire precautions in the installation of distribution pipes for heating, furnace men state that if the public can stand it, they have no objection to make in a general way. Not one interviewed by Hardware and Metal could see the object of the by-law to have three coats of asbestos on the pipes, except that some insurance man had got to work on a member of the committee that framed the by-law. There is little dangerous heat in the pipes vertically, and the enactment might just as well be made to have each householder install stand pipes and hose to be used in case of fire. It will mean an additional fifteen or twenty per cent. on the cost of furnaces, and more work for the furnace men, and the houseowner pays the bill. Because of keen competition prices cannot be cut any closer, to make it easier. It looks as if one or two members of the committee, banking on their knowledge of building, undertook to push this condition into the by-law. In these days, the people concerned, or experts, are consulted, but every civic council has experts for any point that may arise anywhere from driving a nail to high-grade engineering. Another point furnace men cannot see the idea of is the enforced construction of a bulkhead in the joists. Speaking with men who have been in the business for years, not one could remember an instance of even an incipient fire which these provisions might prevent. Going further into the subject, it was pointed out to your correspondent that nothing is said of the installation of furnaces in old houses. In this city a great many houses were built on the ground, but of late years the raising of these has been begun and furnaces are being installed. In such cases it is impossible to carry out the by-law unless the walls of a house are pulled to pieces, and that would mean a prohibitory expense. The all-wise aldermen doubtless saw they were strictly up against it on a point like this, and evidently left it for individual action.

Another provision of the city council that is agitating hardware men is that providing for the storage of gasoline, benzine, etc., in tanks underground, doing away with corrugated iron struc-

tures separate from the store building. One dealer remarked this morning that it would mean that this business would eventually get into the hands of a single merchant, for even if established dealers had the space to install the necessary tanks, the trade would not warrant the expense. One man would build a central place, and might allow a small commission on the merchant handling in the business.

There was a falling off in the value of permits last week, the total reaching only \$56,255. In the building line, however, tenders are being called for the construction of the thirteen-storey skyscraper of the Imperial Trust Company, that will be erected in the heart of the city, at the corner of Cambie and Hastings Streets. It will be all steel, and the architect, John S. Heyler, who is now permanently located here, spent several months in the United States giving special attention to this style of construction. Throughout, the building will be the most modern, and will cost \$400,000. There will be 261 offices, burglar proof, and an area of 45x50 feet for safety deposit vaults.

In connection with cement construction, it might be mentioned that a correspondent who visited the ruins of Fernie remarked on the substantial qualities of concrete, stating that that substance was the only one that withstood the fire.

GRAND FORKS.

August 29.—Since the recent fire this city is recovering rapidly. Building operations are in progress and a better class of business structures are being erected. The Eastern Townships Bank has had plans prepared for a new three-storey fireproof building. The Yale Hotel is to be rebuilt without delay, and Frank Hartinger will also erect a new brick hotel. Mining operations, too, are being conducted on a more extensive scale than ever before. A lumber mill is to be erected on Smelter Lake by E. B. Dennison and George Mayer, Chicago, and altogether the outlook is very promising.

NEW WESTMINSTER.

August 29.—The Concrete Engineering and Construction Company, of Vancouver, will erect the first concrete business block in this city, for A. L. Lavery, at a cost of \$13,000. It will be of two storeys, and will be built next to the Bank of Montreal. Fraser S. Keith is vice-president and treasurer of this company, which is also building a reinforced concrete dry kiln for Woods-Spicer, to take the place of that recently destroyed by fire.

The W. O. Pinder Company, of Seattle, is installing an electric lighting system at the Fraser River Sawmills, Millside.

NELSON.

August 29.—The Wood-Vallance Hardware Company has purchased the Tramway Company's brick block on Baker Street. It has a frontage of 50 feet and a depth of 120 feet to the alley. The hardware company will occupy the whole premises, including the basement and two upper floors, and the intention is to make the store one of the best west of Winnipeg.—R. B. B.

WESTERN CANADA HARDWARE MARKETS

Corrected by telegraph up to 12 noon Friday, Sept. 4, Room 511, Union Bank Bldg, Winnipeg.

WIRE—Barbed wire, 100 lbs., \$3.25; plain twist, \$3.40; staples, \$3.40; annealed wire, \$2.90 base; oiled, 10c extra; bright iron, \$3.10 base; brass spring wire, 32c base; plain galvanized wire, 6, 7, and 8, \$3.70; No. 9, \$3.40; No. 10, \$3.70; No. 11, \$3.80; No. 12, \$3.45; No. 13, \$3.55; No. 14, \$4.10.

POULTRY NETTING—57½ per cent.

HORSESHOES—Iron, No. 0 to No. 1, \$4.65; No. 2 and larger, \$4.40; snowshoes, No. 0 to No. 1, \$4.90; No. 2 and larger, \$4.65; steel, No. 0 to No. 1, \$5; No. 2 and larger, \$4.75.

HORSENAILES—MRM cold forged process—No. 3, 36c; 4, 32c; 5, 30c; 6, 28c; 7, 26c; 8, 24c; 9, 23c; 10, 11 and 12, 22c. Discounts 50 and 10 p.c. Capewell brand quotations on application; "C" brand list prices per box 25 lbs.; No. 4, \$5.25; 5, \$4; 6, \$3.50; 7 to 9, \$3.25; 10 to 14, \$3. Discounts on application.

WIRE NAILS—\$3 Winnipeg, and \$2.55 Fort William.

CUT NAILS—Now \$2.90 per keg.

PRESSED SPIKES—½x5 and 6, \$4.75; 5-6 x 5, 6 and 7, \$4.40; ¾ x 6, 7 and 8, \$4.25; 7-16 x 7 and 9, \$4.15; ¾ x 8, 9 10 and 12, \$4.05; ¾ x 10 and 12, \$3.90. All other lengths 25c extra, net.

SCREWS—Flat head, iron, 80, 10, 10 and 10; brass, 75c; round head, iron, 80; brass, 70; coach, 65.

BOLTS—Carriage, 3-16 and ¼, 65; 5-16 and ¾, 60; 7-16 and larger, 55; machine, ¾ and under, 60 and 5; 7-16 and over, 55; bolt ends, 52½; sleigh shoe, ¾ and under, 55; 7-16 and over, 45; machine screws, 60; plough bolts, 50; square and hexagon nuts, cases, 2½; small lots, 2½; stove bolts, 70 and 10 per cent.

RIVETS AND BURRS—Iron rivets, 60 and 10; copper: No. 7, 29c; 8, 29½c; 9, 30½c; 10, 31½c; 12, 34c. Copper burrs, No. 7, 39c; 8, 40c; 10, 43c; 12, 46c. Copper rivets and burrs: No. 8, 30½c; 9, 33c per lb.

GREEN WIRE CLOTH—\$1.75 100 sq. ft.

COIL CHAIN—¾, \$7; 3-16, \$5.50; ¾, \$4.90; 7-16 \$4.70; ¾, \$4.40; ¾, \$4.20; ¾, \$4.05.

SHOVELS—40 and 5 p.c.

HARVEST TOOLS—50, 10 and 5 p.c.

AXE HANDLES—Turned, s.g. hickory, \$3.15; No. 1, \$1.90; 2, \$1.60; octagon, extra, \$2.30; 1, \$1.60.

AXES—Bench, 40 and 5; broad, 5½ to 7½; \$21 per dozen; 7½ to 8½, \$23 per dozen; Royal Oak, per dozen, \$6.25; Maple Leaf, \$8.25; Model, \$8.50; Black Prince, \$7.25; Black Diamond, \$9.25; Standard flint edge, \$8.50; Copper king, \$8.25; Columbian, \$9.50; handled axes, North Star, \$7.75; Black Prince, \$9.25; Standard flint edge, \$10.75; Copper King, \$10.50 per dozen.

AUGER BITS—"Irwin" bits, 47½; other lines, 70 and 10 p.c.

BLOCKS—Steel 35; wood, 60 p.c.

HINGES—Light "T" and strap, 65 p.c.

HOOKS—Brush, heavy, per doz., \$8.75; grass, \$1.70.

FILES—Arcade, 75; Black Diamond, 60; Nicholson's, 62½ per cent.

STOVE PIPES—6-inch, \$9.25; 7-inch, \$10.

BUILDERS' HARDWARE, ETC.—50 per cent.

TINWARE. Etc.—Pressed, retinned, 70; plain, 75 and 2½; pieced, 25; japanned ware, 35; Famous enamelled ware, 50; Imperial, 50 and 10, one coat, 60; Premier, 50; Colonial, 50 and 10; Royal, 60; Victoria, 45; White, 70 and 5; Diamond, 50; Granite, 60 p.c.

GALVANIZED WARE—Pails, 37½ p.c. other galvanized lines, 33 1-3 p.c.

SOLDER—21c per lb.

LANTERNS—Cold blast, per doz., \$7; coppered, \$9; dash, \$9.

WRINGERS—Royal Canadian, \$36; B.B., \$40.75 per doz. Churns, 45 and 5.

ROPE—Sisal, 10½; pure manila, 13½c; British manila, 11½c. Lath yarn, 9½c.

BUILDING PAPER—Sunrise, plain, 50c; Surprise, plain, 50c; Lion, plain, 55c; Anchor, plain, 60c; Cyclone, plain, 60c; Victoria, plain 67½c; Triumph, plain, 67½c; Buffalo, plain, 67½c; Anchor, Joliette and Buffalo, tarred, 62½c; Victoria, Triumph and Joliette, tarred, 84c; Cyclone, tarred, 78c; Perfection Sulphite, \$3.75 per 100 lbs.

CORRUGATED IRON AND ROOFING, Etc.—Corrugated iron, 28 gauge, painted, \$3; galvanized, \$4.10; 26, \$3.35 and \$4.35. Pressed standing seamed roofing, 28, \$3.45 and \$4.45. Crimped roofing, 28, painted, \$3.20; galvanized, \$4.30; 26, \$3.55 and \$4.55.

AMMUNITION—Cartridges, rim fire, Canadian, 50; American, 33; pistol sizes, Canadian, 25; American, 5; military, Canadian, 20; American, 10 p.c. advance. Primers, \$1.55. Loaded shells, English and Canadian makes, 12 gauge, black, soft, \$18; 10, \$22.50; 12, smokeless, chilled, English, \$24; Canadian, \$23; 10, smokeless, chilled, English, \$28; Canadian, \$27. Shot: Drop, per 100 lbs., \$6.25; chilled, \$6.60; buck, \$6.95; 28 ball, \$7.30. Powder, F.F., keg, Hamilton, \$4.75; F.F.G., Dupont's, \$5.

BAR IRON—Bar iron, \$2.50; Swedish iron, \$4.95; sleigh shoe steel, \$2.75; spring steel, \$3.25; machinery steel, \$3.50; tool steel, Black Diamond, 100 lbs., \$9.50; Jessop, \$13.

PIG LEAD—\$5.50. Lead pipe, \$7.

SHEET ZINC—Casks, \$8; broken lots, \$8.50.

COPPER—Planished copper, 2J½c per pound; tinned, 26½c.

IRON PIPE—Black pipe, ¼-in., \$2.50; ¾, \$2.85; 1½, \$3.50; ¾, \$4.65; 1, \$6.60; 1¼, \$9.00; 1½, \$10.75; 2, \$14.40; 2½, \$24.40; 3, \$31.50; 3½, \$39.50; 4, \$45.00; 4½, \$52.00; 5, \$58.00; 6, \$75.00. Galvanized: ¼-in., \$3.50; ¾, \$3.80; 1½, \$4.25; ¾, \$5.75; 1, \$8.50; 1¼, \$11.50; 1½, \$13.90; 2, \$18.50; 2½, \$30.50.

FITTINGS—Wrought couplings, 55; nipples, 70; classified malleable fittings, 25; malleable bushings, 50; malleable unions, 55 p.c.

GALVANIZED IRON—Apollo 16-gauge, \$4.15; 18 and 20, \$4.40; 22 and 24, \$4.65; 26, \$4.65; 28, \$4.50; 30-gauge or 10¾-oz., \$5.20; Queen's Head, 20, \$4.60; 24 and 26, \$4.90; 28, \$5.15.

TIN PLATES—I.C. charcoal 20x28, full box, \$9.50; ½ box, \$5; IX full box, \$11.50; ½ box, \$6; IXX, full box, \$13.50; ½ box, \$7.

TERNE PLATES—I.C. plates, \$9.

CANADA PLATES—Half polish, 6 and 7 inch, \$3.25; 8-inch, \$3.50; full polish, 6 and 7 inch, \$4; 8-inch, \$4.25.

LUBRICATING OILS—600 W. cylinders, 80c; Maple Leaf cylinder, \$1 per gal.; 700 A. cylinder, 75c; Sterling cylinder, 55c; 600 A. cylinder, 50c; Capital cylinder, 59c and 54c; Solar red engine, 32c; Atlantic red engine, 29c; heavy castor, 29c; medium castor, 28c; Ruddy harvester, 30c; standard gas engine oil, 36c; Renown engine oil, 38c.

PETROLEUM AND GASOLINE—Silver Star, in bbls., per gal., 20c; Sunlight, 22c; case, \$2.45; Eocene, gal., 24c; case, \$2.60; Penniline, gal., 25c; Silver Light, 22c; Starlight, 20c; Sterling Light, 24c. Engine gasoline, gal., 24c; f.o.b. Winnipeg, cases, \$2.60.

PAINTS AND OILS—White lead, pure, \$6.50 to \$7.50, according to brand; bladder putty, in bbls., 2½c; in kegs, 2½c; turpentine, barrel lots, 65c. Linseed oil, raw, 62c; boiled oil, 8c per gallon advance on these prices.

EDMONTON MARKETS.

Aug. 28.—Barb wire, \$4 per 100 lbs.; plain twist wire, \$4.25; brt. wire staples, \$4.20; poultry netting, 50 p.c.

HORSESHOES—MRM., \$5.15 base; C horse nails, in 25-lb. boxes, No. 4, \$4.95 per box net. In less quantities than 25-lb boxes add 1c per lb.

WIRE NAILS—\$3.55 base.

SCREWS—Flat head, bright, 85, brass, 75; round head, bright, 75 and 10; brass, 70 p.c.

BOLTS—Carriage, 3-16 and ¼, 60 p.c.; 5-16 and ¾, 4-inch and shorter, 55 p.c.; ¾ (longer than 4-inch), 50 p.c.; 7-16 and up, 45 p.c.; machine, ¾ and under, 55 p.c.; 7-16 and over, 45 p.c.; plow, 45 and 5 p.c.; stove, 70 p.c.

GREEN WIRE CLOTH—\$1.85 100 sq. feet.

SHOVELS—First grade, \$11.55; fourth grade, \$7.60 per dozen.

HARVEST TOOLS—50-10 p.c.

BRUSH HOOKS—\$9 per dozen.

FILES—Arcade or Eagle, 70-10-5 p.c.

SOLDER—23c per lb.

LANTERNS—No. 2 cold blast, \$8 doz.

WRINGERS—Royal Can., \$38 per doz.

CHURNS—45 p.c.

ROPE—Sisal, 11½c per lb.; British manila, 12½c; pure manila, 15½c.

BUILDING PAPER—Plain, 62c per roll; tarred, 82c per roll.

LINSEED OIL—Boiled, 78c; raw, 75c per gal. in barrel lots.

AMMUNITION—Primers, \$1.55 per M.; loaded shells, English and Canadian make, 12 gauge, black, soft, \$19 per M.; 10, \$23.65; 12, smokeless, chilled, English, \$25; 10, \$29; 12, Canadian, \$24; 10, Canadian, \$28; shot drop, \$7.50 per 100 lbs.; chilled, \$7.90; buck, \$8.30; 28 ball, \$8.70; powder, F.F., Hamilton, \$5.25 per keg.

The Derry Oak



A neat low-priced Heater in four sizes.

11, 13, 15, 17.

THE CHEAPEST YET.

Nickel Plated Top Ring and Skirting.
Handsome Urn, Dumping Grate
and Ash Pan.

A LEADER FOR FALL TRADE.

Write for Prices or see our representatives.

Revillon Brothers, Ltd.

Wholesale Hardware
EDMONTON, ALTA.

You

are cordially invited when attending "The Toronto Exhibition" to visit our Booth in the "Stove Building" on the Fair Grounds or our "Sales Rooms" at Nos. 36 and 38 Queen Street East.

Our displays will include a full line of both Round and Sectional Cast Iron Boilers for Steam or Hot Water, School Heaters, Warm Air Furnaces, Combination Warm Air and Hot Water Furnaces, Registers, Tin Furnace Fittings Etc., Etc.

Tell your friends who are interested in heating to look us up.

Pease Foundry Co., Ltd.
TORONTO, ONT.

Pease-Waldon Co., Ltd.
WINNIPEG, MAN.

Manufacturers of Furnaces, Combination Heaters, Round and Sectional Boilers for Hot Water or Steam, Registers, &c.

We maintain an engineering department. Ask for our assistance when you have an out-of-the-way heating or ventilating problem to solve.

Fire Escapes

Circular Stairs

Coal Chutes and

Ornamental Iron for Buildings

Are lines which local hardware men should look after. We are pleased at all times to submit tenders on work of this kind.

THE MANITOBA IRON WORKS Limited
WINNIPEG, MAN.

BUILDING NOTES.

The officials of the Herkimer Street Baptist church, Hamilton, have purchased a lot upon which will be built the proposed new church. Although the plans have been prepared, work on the erection of the new church will not be begun until next spring.

Recent building permits at Ottawa include: E. Shuttleworth, dwelling, \$3,000; James Moore, dwelling, \$3,000; A. Killeen, dwelling, \$1,500; James E. Wilson, dwelling, \$4,000; Mrs. Sarah Fowler, dwelling, \$2,500; L. R. Gauthier, row, \$7,000.

Recent building permits at Winnipeg include: Mrs. A. G. Laing, dwelling, \$3,000; A. McTaggart, dwelling, \$2,000; A. K. Godfrey, dwelling, \$4,900; E. J. McMurray, dwelling, \$2,000; A. Copping, dwelling, \$4,500; J. C. McNab, four dwellings, \$4,000; F. Thorpe, two dwellings, \$5,000 each; Charles E. Shore, dwelling, \$4,000; J. Mulvey, dwelling, \$4,000.

ROSS BROS.

LIMITED

HARDWARE ONLY

Loaded Shells

EDMONTON, ALBERTA

Kynoch } STOCK COMPLETE
Winchester }
Dominion } PRICES GUARANTEED

TINPLATES

All made out of the

BEST SIEMEN'S MARTIN STEEL

Brand

Best Coke or Charcoal	"Rhyd"
Good Charcoal	"Edith"
Second Charcoal	"Sawel"
Best Charcoal	"Dryw"

We are ready to offer the Canadian Trade very best value and finest quality in Tinplates.

Baglan Bay Tinplate Co., Limited

Briton Ferry, South Wales

Please mention above brands in your indents and inquiries.

Cutting Patterns in the Tin Shop

Readers of Hardware and Metal Are Requested to Make Use of This Department—Questions Regarding Patterns Will Be Answered By Experts—Discussion is Also Invited on Any Matter Pertaining to the Tin Shop.

T JOINT ON A SQUARE PIPE.

In Fig. 1 is shown plan and elevation of a T joint, the section of the pipe being square. Let BCDEGF (Fig. 1) represent the front elevation of a T joint made to any given angle; shown by FG. Let W represent the plan view of the larger pipe and X the plan view of smaller pipe; draw the plan and elevation in their proper relative position and let the seam be placed at A1 in plan for the larger pipe W, and at A in plan for the smaller pipe X. Now at right angles to A1, A2 in the plan, draw lines from the corners of the profile X, cutting the sides of the profile W as shown at 1-4 and 2-3 corresponding to the figures on the corners of the smaller pipe or profile X.

As the seam is to be placed at A in the profile X (plan view) as before explained, it will be necessary to obtain this point in elevation from which to obtain the line of the seam on the elbow

sections, as shown from P to R will be the required pattern for one arm of the elbow, as shown at F. For the pattern of the arm of the elbow, as shown at G, proceed as follows: At right angles to the lines of the pipe KI or JH, front elevation (Fig. 1), draw the stretchout line A3A3 indefinitely, upon which place the stretchout of the smaller pipe X, shown in plan, commencing at the seam A3, as shown by the small figures upon the stretchout line A3A3. At right angles to A3A3 and through the small figures draw lines indefinitely, as shown which intersect with lines of corresponding numbers drawn at right angles to the lines of the pipe JH or KI, from the mitre line HI at the top and JK at the bottom. A line drawn through these intersections as shown by SUVT, will be the required pattern for the arm of the elbow at G. To obtain the size of the opening JK, which will be cut on to the larger pipe shown by BCDE in elevation,

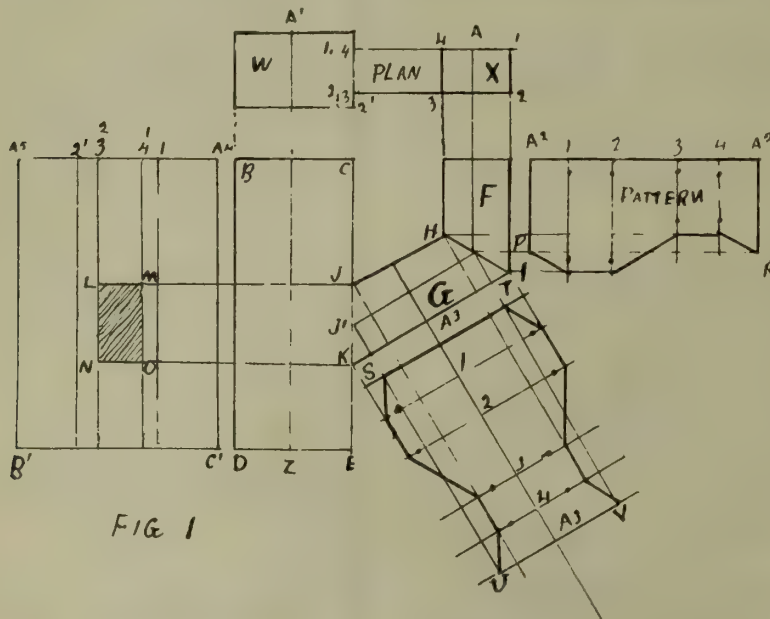


FIG 1

patterns. Therefore, parallel to A1-Z drop a line from the seam A in the profile X, cutting the mitre line H-I in the elevation.

From the intersection obtained on the mitre line H-I draw a line parallel to the line of the pipe I-K cutting the side of the larger pipe in elevation, as shown at J-I. To obtain the pattern for part of the elbow F, proceed as follows:—Draw the line A2A2 at right angles to A1Z, and upon the line A2A2 place the stretchout of the smaller pipe X in plan, commencing at the seam A, as shown by the small figures on the stretchout line A2A2.

At right angles to A2A2 draw lines indefinitely from the small figures in the stretchout, as shown, which intersect with lines of corresponding numbers, draw at right angles to A1Z, or the lines of the pipe, from the mitre line HI. A line drawn through these inter-

sections, proceed as follows: At right angles to A1Z draw the stretchout line A4A5, upon which place the stretchout of half the profile W, shown in plan, commencing at the seam A1, as shown by the small figures upon the stretchout line A4A5, the numbers 3 2 and 4 1 corresponding to the numbers showing the intersections of the smaller pipe X on the side of the larger pipe W. At right angles to A4A5 drop lines from the small figures which intersect with lines of corresponding numbers drawn at right angles to the lines of the pipe BD or CE from the mitre line JK, as shown. A line drawn through these intersections, as shown by LMNO, will be the opening required.

You will notice that A4A5B1C1 represents but one-half pattern of larger pipe W. For the whole pattern turn over the half pattern on the line A5B1 and

mark the dots which indicate the bends and omit the opening LMNO. Edges must be allowed.

W. M. M.

NEW IDEA IN RANGES.

The Supreme Heating Company, Welland, who commenced manufacturing ranges last April, are making a vigorous push for business this Fall, and have issued circulars claiming that by using their heaters and stoves a saving of 50 per cent. in wood and 30 per cent. of coal can be made. The Supreme Range differs from others in two important details. Just at the top and back of the firebox a large pipe extends from side to side. This is open at both ends, and perforated, thus admitting air to the heated gases passing over it from the firebox. It is well known that smoke contains a large proportion of inflammable gas; chemists claim that ordinary combustion utilizes only 30 to 40 per cent. of fuel value. In the Supreme Range, by giving air to the heated gas it ignites, almost doubling the heating value of the fuel. The flame and heated gases, leaving the firebox, are led downward in front of the oven, under, up behind and over the oven to the smoke pipe, instead of following the reverse course as in other ranges. The greatest heat is thus applied to the bottom of the oven, giving a quicker and more uniform heating.

In a recent demonstration a fire was lighted in a perfectly cold stove, and allowed to get fairly started, then all the draughts were closed. In twenty-five minutes the oven was at baking heat, and in fifteen minutes more the thermometer had reached its top limit. A big potato was put in the oven and in twenty minutes the potato came out, baked to a turn.

SUCCESSFUL FURNACE HEATING.

In considering the heating of a modern building by means of a hot air furnace the first and most important consideration will be the location of the furnace itself, and of the registers. Air, like water, will always flow in the direction of the least resistance; therefore, it naturally follows that in placing registers in a room great care should be taken to favor that location where the least resistance will be met with from the incoming flow of air. As cold air is denser and heavier than warm, it follows that the proper location for a register in a room should be the warmest place in that room, i.e., on that side farthest from outside influences.

Having first located the registers, place the furnace, keeping three facts in mind. First, remember that the greater the elevation of a warm pipe the more rapid the flow of air; second, that the air will flow more rapidly toward the point of least resistance; third, that the velocity of the air is dependent on the height of the outlet above the furnace and on the amount of frictional resistance in the pipe; in other words, on the length of the run and the pressure resistance in the room in which the register is placed. Therefore, rooms having the greatest exposure in the direction of the prevailing winds, on the first floor, naturally should be nearest to the furnace and should have a larger pipe and register. Rooms which are remote from the furnace, necessitating a

Condensed or "Want" Ads.

AGENTS WANTED.

This is the problem of many manufacturers who are anxious to get a foothold in Western Canada. It will be easily solved if HARDWARE AND METAL is given the opportunity to solve it.

WANTED in every town and village, a representative to take charge of the circulation of our various publications:—Hardware and Metal, Canadian Grocer, Financial Post, Plumber and Steamfitter, Dry Goods Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery, and Busy Man's Magazine. Good financial standing and business connection a strong recommendation. Just the position for a retired business man for his spare time. The MacLean Publishing Company, Limited, Toronto.

LITHOGRAPHY

HIGH CLASS COLOR WORK; Commercial Stationery, Posters. The Hough Lithographing Co. Limited, Office—No. 3 Jarvis St., Toronto, Telephone, Main 1576. Art, Good Workmanship; Business Methods.

SITUATIONS WANTED.

Travellers, clerks, or tinsmiths, wishing to secure new positions, can engage the attention of the largest number of employers in their respective lines, by giving full particulars as to qualifications, etc., under "Situations Vacant."

HARDWARE CLERK, 7 years experience, 4 years in business for self, wants position with good hardware house. All references. Apply Box 744, HARDWARE AND METAL, Toronto, Ont. (36)

HARDWARE CLERK, five years' experience, excellent references, wants position in the west. Box 17, HARDWARE AND METAL, Winnipeg, Man. [37]

YOUNG MAN, six years experience, wants permanent position as hardware clerk in good live town of 2000 or over. All references as being good stock keeper and salesman. Apply Box 739, HARDWARE AND METAL, Toronto.

HARDWARE CLERK, age 32, at present engaged in Vancouver, desires change, B.C. preferred. First class references. Box 40, HARDWARE AND METAL, Winnipeg, Man.

HARDWARE MAN, twelve years experience, wants situation. Travelling west of Winnipeg preferred. Excellent references. Benson, Box 1576, Edmonton, Alta.

BUSINESS CHANCES

FOR SALE—Hardware, Stove and Tinware Business, plumbing, heating, tinsmithing and roofing in connection. Established fourteen years. One of the best manufacturing towns in Ontario; population 6000. Good clean stock of about \$9000. Could give possession at once. Box 742, HARDWARE AND METAL, Toronto. (38)

FOR SALE—Hardware, stove and tinware business in a good town in Ontario county. Stock about \$5,500; a good yearly turnover. Satisfactory reasons for selling. Apply Box 741, HARDWARE AND METAL, Toronto. (37)

HARDWARE BUSINESS in good location in Toronto for sale. Stock about \$1,000. Satisfactory reasons for selling. Box 745, HARDWARE AND METAL. [39]

MISCELLANEOUS

ADDING TYPEWRITERS write, add or subtract in one operation. Elliott Fisher, Limited, 129 Bay Street, Toronto.

650,000—Not one of the 650,000 retail merchants who have bought a National Cash Register would think of doing business without it. The National Cash Register Co., F. E. Mutton, Canadian Manager, 129 West King Street Toronto, Ont.

Money is Made by Pushing Specialties in Season.



HE dealer who succeeds is the one who knows when to push his specialties. Paints and varnishes can be sold collectively all the year 'round, but there are certain seasons when special lines sell better than others. It will soon be the time of year when the average house owner begins to clean house—to examine his stove pipes, stoves, radiators, etc., for the coming winter. You can get his trade by having the following seasonable specialties on hand:

S-W. STOVE PIPE AND IRON ENAMEL

S-W. RADIATOR ENAMEL

S-W. ALUMINUM PAINT

These paints are manufactured expressly for refinishing old stove pipes, grates, stoves, ranges, furnace fronts, radiators and iron surfaces exposed to heat. Their protective quality and superior finish make them popular and they ought to be among the best selling goods in your store at this season. *Push their sale now.* If you haven't a stock, write us and we will see that you are supplied *at once* and will give you attractive cartons and other advertising to help you make sales.



THE SHERWIN-WILLIAMS CO.
LARGEST PAINT AND VARNISH MAKERS IN THE WORLD.
Canadian Headquarters and Plant: 639 Centre St., Montreal, Que.
Warehouses: 86 York St., Toronto, and Winnipeg, Man.



412

See the

Model Barn

At Toronto Fair

(West end of Dairy Building)

It is Fire, Lightning, Rust and Storm Proof.

You can make money handling this
kind of material.

The Metallic Roofing Co.

LIMITED

Manufacturers

Toronto and Winnipeg

long horizontal run of pipe, should have larger pipes.

Aim to minimize the frictional resistance in all pipes by avoiding all square turns or abrupt angles. Insist on having at least one inch rise to the running foot of pipe from the furnace to the register. Long runs of pipe, especially when going through cold rooms, should be wrapped with asbestos paper; pipes going through stone or brick walls should have thimbles one inch larger diameter than the pipe.

In the adjustment of the pipe work, bear in mind that the pressure of air is equal on all pipes at the furnace. If, therefore, some of the pipes do not flow as freely as others, the cause of that trouble may be looked for either in the frictional resistance in the pipes, pressure resistance in the rooms into which the pipes lead or on the pressure of an adjacent pipe, having the advantage of elevation, and taking more than its proportion of the heated air. Should the trouble be caused by frictional resistance, look for obstacles to the free and natural flow of air, such as abrupt angles, etc., and remove them. If this does not furnish the remedy, then increase the size of the pipe. If the trouble is caused by pressure resistance in the room, itself, this resistance is caused by air pressure in the room, and some outlet must be provided before satisfactory results can be obtained.

A very satisfactory solution to this difficulty can be had by cutting an opening in the base-board of an inside partition between two studs, and utilizing the space between two studs and plaster walls for the vent duct. The plates on top of the studs must be cut, and the duct be unobstructed to the attic. Generally speaking, the air will find its way out of the attic, but in case it does not do so, an opening can be made in some unused chimney, or some other means employed to overcome the difficulty. When inside air is used all doors must be left open and chimneys or fireplaces closed.

A PRETTY BULL'S EYE.

The Dominion Cartridge Company, Montreal, are supplying their customers and friends with souvenir post cards on which is a target in which the bull's eye is the handsome face of a young lady. "Who wouldn't like to score a bull's eye here?" Send for sample cards if you don't visit the exhibition.

VALUE OF AN ELEVATOR.

The concern that is paying rent for more than one flat can more than double the value of the upper flats to them by putting in an elevator. It will save time, expense and labor, it will increase floor space and facilitate the handling of goods.

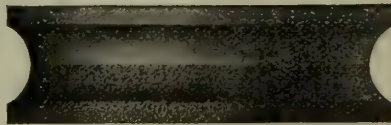
For as low as \$100 the Otis-Fensom Elevator Co., Toronto, will sell a first-class elevator having a good solid car, size 6x5 feet, which will carry a load of 1,500 pounds, and will give good service for years. It is an easily operated, hand-power elevator that can be installed by anyone who will follow the plans and directions which the manufacturers give. The company will supply full information if you state your requirements.

Trade Announcements

Catalogues, booklets and other printed matter issued by manufacturers, jobbers, etc., for distribution to the retail trade will be reviewed in this department. Senders of catalogues, etc., for review should draw attention to new lines and retailers, when sending for samples, etc., should mention this paper to show that they are in the trade.

Handy Knife Sharpener.

The Carborundum Co., Niagara Falls, N.Y., makers of abrasive materials, are also makers of the carborundum knife stone, a stone designed for sharpening all kinds of machine knives while the knife is in position on the machine. The stone is four inches in diameter and one and a half inches thick, and is made with one side coarse, grit for rough work, to cut away metal and to



Carborundum Knife Sharpener.

take out nicks, and the other side fine grit for putting a keen edge on the knife. There is a groove around the periphery of the stone so that the hand may grasp the stone firmly and at the



New Carborundum Products.

same time protect the fingers from the edge of the knife. The use of this stone will do away with the necessity of removing the knife from the machine for grinding. The company will answer all inquiries sent to their address.

A Comprehensive Catalogue.

A handy and useful catalogue is that issued by the Enterprise Manufacturing Co., Philadelphia, Pa., manufacturers of patented hardware specialties. A splendid index at the beginning of the catalogue gives a comprehensive list of the goods made, which include all manner of meat and food chopping machines that can be thought of. There are, as well, all kinds of pumps and other useful

contrivances for the easy handling of liquids in stores as well as automatic attachments for various kinds of machines. What may be useful to know, too, is the fact that any part of a machine made by the company may also be obtained. The catalogue contains price lists of both machines and parts.

Unbreakable Gas Mantles.

The Rochester Lamp Co., Toronto, have made a hit this year with an imported gas mantle for inverted gas lights, which is unbreakable in transit. It is imported from England and shipped soft in collapsible form in a small box about half an inch in depth, being merely a stocking containing the earthen material which forms the ash after the cotton has been burned off. So great has been the demand for the new mantle that a large repeat order had to be placed in order to supply customers with the quantities required.

Helping the Retailer.

A series of striking advertising designs supplied to retailers are booked together in a pamphlet, issued by McClary's, London, drawing attention to various features of the Sask-Alta range. Each design is made to bring to the front some one particular improvement. Some of the features are the automatic lift top and broiler door, the direct draft at front, the attachable or detachable reservoir, large oven and handy clean-out flue.

Servant Problem Solved.

Under the above caption the McClary Manufacturing Company, London, have issued an attractive folder suitable for distribution by their customers in developing business.

Everything in Wire.

The Wire Goods Co., Worcester, Mass., have sent out a post card announcement of storm window eyes with a weather forecast that the season for this line is approaching. They illustrate over 4,400 articles of wire goods in their catalogue No. 6.

NEW METHOD OF IGNITING EXPLOSIVES.

An interesting phenomenon that may be of use in the ignition of explosives is creating interest in Germany. It has been discovered that an alloy of iron and cerium, lanthanum, or any other of the rare earths (as used in manufacturing incandescent gas mantles) will create luminous sparks on being struck with some metal tool, such as a knife edge, a file, or the like. The shower of sparks given off at the point of impact is sufficient to ignite not only gas, but even a cotton wick saturated with alcohol, and it is possible to utilize these iron alloys for igniting all sorts of explosives. The behavior of these alloys has been found to vary according to their percentage of iron, the sparking reaching a maximum with a content of 30 per cent.

"DOMINION CROWN"

POLISHED SHEETS
POLISHED CANADAS.

Best Quality and Finish

STOCK AND IMPORT.

A. C. LESLIE & CO.,
LIMITED
MONTREAL

CARRIAGE SPRINGS & AXLES

**ANCHOR
BRAND**



THE GUELPH SPRING & AXLE CO.
LIMITED
GUELPH, ONT.

Buy the Best.



HERCULES

Sash Cord.

Star Brand Cotton Rope
Star Brand Cotton Clothes Lines
Star Brand Cotton Twine

For Sale by all Wholesale Dealers.

Ridgeway's Collecting Agency
11 St. Sacrament Street, Montreal
Established 1880

Has the confidence and patronage of the banks
and leading merchants such as Forbes Bros.,
S. J. Carter & Co., John Robertson & Son.
Overdue claims collected everywhere, no
collection, no charge. Tel. Main 1677.

When writing advertisers kindly
mention having seen the advertise-
ment in this paper.

IVER JOHNSON

SAFETY AUTOMATIC REVOLVER



Hammer the Hammer

in perfect safety, is not a mere device added to the revolver, but is itself a part of the firing mechanism. No buttons to press, no catches to set, no levers to pull. The hammer of an Iver Johnson Automatic Safety Revolver *never* touches the firing pin, and the firing pin *never* touches the cartridge until the trigger is pulled. You can "hammer the hammer," drop it, kick it, pound it, but until you pull the trigger, there's "nothing doing."

ACCIDENTAL DISCHARGE IMPOSSIBLE

ADVERTISED in all the leading Magazines and Sportsmen's periodicals. Our advertising creates the demand. But we never sell direct where the dealer can supply.

These are not premium goods. The owl's head on the grip and our name on the barrel guarantee them.

Send for Dealer's Catalogue or order from your jobber.

IVER JOHNSON'S ARMS & CYCLE WORKS, 330 River Street, Fitchburg, Mass.

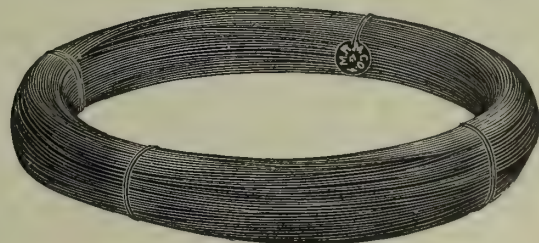
Pacific Coast Branch: Phil. B. Bekeart Co., San Francisco, Cal.

Makers of Iver Johnson Single Barrel Shotguns and Iver Johnson Truss Bridge Bicycles

Different from every other revolver, and infinitely superior to near-safe imitations, because the feature that makes it possible to




HAY BALING WIRE



Our Hay Baling wire has given universal satisfaction because of its all round good qualities.

Material is right, it is correctly drawn and properly annealed. It is strong and tough, and will stand the strain required in this class of Wire.

Say "M. R. M." when ordering, and get the best.

The Montreal Rolling Mills Co.

BUILDING AND INDUSTRIAL NEWS

For additional items see the correspondence pages. Information is solicited regarding building and industrial news, the incorporation of companies, establishment or enlargement of mills, factories or foundries, municipal water works and sewerage systems, railway or mining news, etc

Industrial Development.

The McBurney Lumber Co., Campbellford, have started operations there. They are working day and night and expect to saw 1,000,000 feet of lumber this year.

The Swedisch-American Telephone Supplies Co., Chicago, intend establishing a Canadian branch under the name of the Dominion Telephone Supplies Co., and is looking at London for a location.

Som? rich-looking copper quartz has been discovered on the farm of James Johnston, near Packenham, Ont. Samples of it have been assayed, and showed \$79.95 worth of copper to the ton, and small quantities of gold.

Negotiations are pending for the purchase of ten acres of land near Liverpool, B.C., by Chicago capitalists, their intention being to erect a large saw mill similar to the one at Hillside, which will employ some hundreds of men.

The big sawmill plant of the Canadian Pacific Lumber Company at Port Moody, B.C., after a shutdown of nearly five months, owing to the dullness in the lumber industry, has resumed operations. The company has just closed a contract to deliver 1,500,000 feet of clear lumber to be utilized in making the staves for the wooden pipe waterworks system to be installed at Calgary.

Tie making is giving work to a large number in Northern British Columbia, where the construction of the Grand Trunk Pacific is going on. The British Columbia Tie & Timber Company at Seal Harbor has already many thousands cut and piled; Richardson & Morrison have taken a contract to cut 100,000, and are getting them on the Copper River, employing thirty men, and Wilfrid Loisselle has cut 11,000 at Kitsumkalum River and has also 14,000 near Hole-in-the-Wall.

Municipal Undertakings.

The trunk sewer at Preston, Ont., has been completed.

The installation of waterworks in Melbourne, Que., is being considered.

The trunk sewer and sewage disposal plant at Waterloo is now completed. The cost was \$26,993.08.

The Town Council of Orillia has decided to submit a \$10,000 by-law to the people for waterworks purposes.

A quarter million dollar pumping plant to supply Edmonton and Strathcona with water is the suggestion of Edmonton's waterworks superintendent.

Wm. Mitchell, Niagara Falls, has been awarded the contract for the construction of the septic tank at the disposal works on Packham's Flats, Brampton, at \$4,585.

The work of laying the water mains in Palmerston will soon be completed, and the other work in connection with the installation of the waterworks system is being pushed.

Cobalt Town Council and the Township Council have come to terms regarding the proposed waterworks and sewerage systems for the town, and the work will now be proceeded with.

Controller Harrison expressed the opinion that the Toronto sewage disposal plant will go down below Eastern Avenue, and that the work will be commenced as soon as possible.

The Ottawa Board of Control has decided to apply at once to the Railway and Municipal Board of Ontario for authority to begin work on the new aqueduct. What is proposed to be done at this juncture will cost \$52,000.

Steps are being taken by Ottawa to acquire the land needed for septic tanks and bacteria beds for the Ottawa South drainage system. Work will not commence till the Provincial Board of Health sanctions the plan, but the City Engineer is advised that this will be done in September.

The tender of the Minneapolis Steel & Machinery Co. was accepted for the new waterworks stand-pipe at Lethbridge at a cost of \$13,365. The Canadian Iron Foundry Co. received the contract for supplying the 12-inch cast iron pipe for the force main at \$45.80 per ton. The contract for hydrants, valves, etc., was divided between the Kerr Engine Co. and the Canadian Fairbanks Co., the total cost being in the neighborhood of \$2,600.

Railway Construction.

The G.T.R. is purchasing property at London preparatory to the elevation of the tracks.

The Canadian Northern is pushing steel-laying southwest from Saskatoon to Delisle.

The Canadian Northern has commenced construction work on the Oak Point line in Manitoba.

Arrangements are under way to organize a company to build an electric railway from Windsor to Detroit, by way of the Michigan Central Railway tunnel.

J. W. Moyes, president of the Ontario & West Shore Railway, has the contract for the construction of the line from Sarnia along the shore of Lake Huron to Owen Sound.

The National Transcontinental Railway Commission has awarded to O'Brien & McDougall, the contract for the construction of 150 miles of road between Lake Superior Junction and Nepigon.

Building Notes.

Lethbridge is building a \$30,000 fire hall.

Brandon will erect a new courthouse at once.

A public library will be erected at Harriston, Ont.

A new courthouse is to be built at St. Pierre, Man.

A new armory building will be erected at Durham, Ont.

It is proposed to erect another school near Buckingham, Que.

E. B. Williamson, Toronto, will put up a \$16,000 dwelling.

Fishing Lake (Sask.) school district will build a new schoolhouse.

Telfer Bros., Collingwood, will enlarge their business premises.

R. Jacob Singer will erect a \$30,000 apartment house at Toronto.

Love Bros., Toronto, will build six dwellings at a cost of \$15,000.

A new Methodist Church is proposed to be erected at Fairview, B.C.

Tenders are asked for the erection of a brick school at Deloraine, Man.

H. W. Raymer is building a business and office block at Kelowna, B.C.

A new high school will be erected in the northwestern part of Toronto.

The Inverness County Courthouse at Port Hood, N.S., will be remodelled.

A new school will be erected in Amherstburg, Ont., at a cost of \$25,000.

Architect Whiteway, Vancouver, has taken out a permit for a \$16,000 block.

James McClelland has just taken tenders for a new school at Coburg, Sask.,

The Baptist Church, Paris, Ont., will be considerably enlarged and improved.

A new post office will be erected at Glencoe, Ont., at a cost of about \$12,000.

J. S. Moore, Toronto, will erect three pairs of dwellings at a cost of \$10,500.

A \$30,000 office and hall building will be erected at Toronto by S. T. Sutton.

The congregation of the Presbyterian Church, Stratton, Ont., will erect a new edifice.

The Estevan, Sask., School Board are asking the council for \$7,100 for school purposes.

The Conservative Club, of London, is contemplating the erection of a large club house.

M. J. Curtis, Kelowna, B.C., has the contract for the new Courier building at that place.

The School Board of Estevan, Sask., have asked the Council for \$7,100 for school purposes.

The Brantford & Hamilton Radial Company will erect a new station building at Brantford.

The Eastern Townships Bank will erect a three-storey bank building at Grand Forks, B.C.

Large frame schoolhouses will be built at McBride, Quesnel, Black Mountain and Courtenay, B.C.

E. D. Tuttle, Winnipeg, is preparing plans for an apartment block to be erected at that place.

John Allan, Montreal, has the contract for the erection of a \$17,000 dwelling for Mrs. Alex. Woods.

Companies Incorporated.

The Ontario Brass Rolling Mills, Toronto, capital, \$200,000; to manufacture and deal in metal and metallic compounds. Provisional directors, J. F. Brown, W. R. Travers and J. J. Walsh, all of Toronto.

The Electrical Fittings Co., Toronto; capital, \$40,000; to manufacture and deal in electrical supplies and fittings. Provisional directors: A. C. B. Jones, A. C. McMaster, Lena Duff and Violet W. Jenner, all of Toronto.

News of the Paint Trade

SELLING ODD LINES.

Often the dealer will find himself with a few left-over cans of this and that. A line which once had its run but seems to be in demand no more. There may be but four or five cans, too small to make a window display and so few that they would be out of place upon the shelves. They may now be resting under the counter, covered with a prosperous coat of dust. Get a duster, wipe them clean and put them on the counter in a pyramid arrangement. Label them if necessary what articles they are to be used on. They may cause an inspiration to some patron that that very article at his home is in sore need of refinishing.

MINERAL PAINTS IN THE STATES.

In 1907 the total production of the natural pigments—ocher, umber, sienna, metallic paints, mortar colors, slate and shale—and of those produced directly from the ores, consisting of zinc oxide, zinc lead, sublimed white lead, and sublimed blue lead, reported to the United States Geological Survey, amounted to 143,757 short tons, valued at \$9,469,818, as compared with 140,713 short tons, valued at \$8,160,836, in 1906, an increase of 3,044 short tons in quantity and of \$1,308,982 in value. The combined production of umber and sienna in 1907 amounted to 730 short tons, valued at \$19,309, as compared with 657 tons, valued at \$17,394, in 1906. The production of these substances therefore shows a moderate increase for the year of 73 tons in quantity and of \$1,915 in value.

The production of metallic paint and mortar colors in 1907 as reported to the survey, amounted to 26,715 short tons, valued at \$305,895, a slight decrease from the 1906 production, 28,301 short tons, valued at \$315,746. In quantity the 1907 production was almost the same as that of 1905, which was 26,983 short tons, but the value in 1907 shows an increase over that of 1905 of \$8,743. Pennsylvania still continues to produce the largest quantity of metallic paint. New York is the next largest producer, and the other States maintain practically the same rank as in 1906.

The production of corroded white lead in 1907 reported to the survey was 92,216 short tons, in oil, valued at \$12,138,932, and 35,035 short tons, dry, valued at \$4,309,392. This represents a slight decrease both in quantities and values from the production reported in 1906. Practically the same relations between the quantities and values of lead ground in oil, and dry, are shown in 1906 and 1907.

Litharge was produced to the quantity of 20,838 short tons, valued at \$2,854,987. In 1906 the production of litharge and orange mineral were grouped together, but it is possible to report them separately for 1907, and it is found that the production of litharge in 1907 exceeded the combined production of litharge and orange mineral in 1906.

The production of red lead shows a large increase in quantity, from 13,808 short tons in 1906 to 20,078 short tons in 1907, and a corresponding increase in value from \$1,924,288 in 1906 to \$2,802,454 in 1907, the values per ton remaining practically the same.

The production of lithophone in 1907

If you wish to cultivate the kind of customers that make paint selling profitable, you can do so by stocking

Floorglaze Enamel

Particular customers who will pay for and appreciate a good article are looking for it.

While designed particularly for Floors, it can be used with splendid results for any kind of painting. **In ten shades.**

Manufactured only by

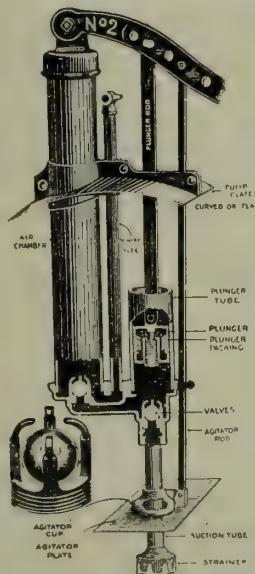
The Imperial Varnish & Color Co.

LIMITED

TORONTO, CANADA.

Stocks at

VANCOUVER, B.C. IMPERIAL VARNISH & COLOR CO. Ltd. 542 Beatty St.
WINNIPEG, MAN., c/o MASON & HICKEY, 108 Princess St.



HIGH-GRADE

The Spramotor is a strictly high-grade sprayer. It is sold under a binding guarantee. The purchaser must be fully satisfied—or back goes his money. Copy of guarantee and free booklet mailed on request.

W. M. HEARD

1249 KING ST., LONDON, ONT.

amounted to 10,275 tons, valued at \$750,350, or more than double the production of 1906.

Venetian red shows a decided decrease in quantity, there having been produced in 1906 13,526 short tons, valued at \$198,394, while in 1907 7,566 short tons were reported, valued at \$134,167; but the value has apparently increased about \$3.07 per ton.

The Grand Trunk Pacific has taken steps to cancel the contract with the

Reynolds Construction Company for the building of 150 miles of the Abitibi section of the National Transcontinental. The G.T.P. sublet this section to the Reynolds Co., but that concern has failed to make satisfactory progress. The N.T. Commission has notified the railway company that unless 3,500 men were put to work on the section the contract would be taken off their hands, and the railway would lose the \$200,000 guarantee.

PAINT AND OIL MARKETS

MONTREAL.

September 4.—A most encouraging number of orders have been received this week, and if the improvement continues the Fall trade will be fully up to expectations. Orders are not only more numerous, but they show a tendency to larger bulk, which seems to indicate that some of the caution hitherto observed by the dealers is being overcome by the promise of a better demand. Certainly the consumption is improving, not only in paints, but in other lines, and dealers generally seem more confident. There is no change in prices beyond a slight increase in ground white lead, and a cut of 2c in turpentine.

TURPENTINE—Turpentine is in a very unsettled state. With the demand on the light side and supplies ample, the market is weak, and quotations have been cut 2c. We now quote turpentine 56c for single barrels.

LINSEED OIL—There is no change to note in linseed oil. Trade is fair and supplies seem ample. An improvement in the demand may be expected at any time. We continue to quote: Raw, 1 to 4 barrels, 50c; 5 to 9 barrels, 49c; boiled, 1 to 4 barrels, 53c; 5 to 9 barrels, 52c.

GROUND WHITE LEAD—There has been a slight advance in ground white lead, as we anticipated last week. The demand is improving, and the higher prices ruling for pig lead have made the market very firm. We now quote Government standard, \$5.50, No. 1, \$5.15.

RED LEAD—The demand is better than it was, and like ground white lead prices are firmer. We continue to quote, however: Genuine red lead, in casks, \$4.75; in 100-lb. kegs, \$5; in less quantities, at \$5.75 per 100 lbs.; No. 1 red lead, casks, \$4.50; kegs, \$4.75, and smaller quantities, \$5.50.

COLORS—There is now a good call for coach and car colors, and prospects, generally, are improving. Vermilion, ochres and gold are in better demand, as well as Venetian red.

VARNISHES—Varnishes for furniture and indoor work are in stronger request. The trade report an increasing demand for varnish, stains and enamels in small tins. The greater activity in the consuming factories generally is having a good effect upon the varnish demand. Carriage and implement varnishes are also moving well.

WHITE ZINC—There is nothing of moment to record in white zinc. The demand is quiet and prices unchanged: V.M. Red Seal, 7½c; Red Seal, 7c; French V.M., 6c; Lehigh, 5c; white zinc, ground in oil, pure, 8½c; No. 1, 7c; No. 2, 5½c.

PUTTY—Putty continues more active and fair quantities are moving out, with a promise of much better trade in the near future. We continue to quote: Pure linseed oil putty, bulk, 800-lb. cask, \$1.75; in 25-lb. iron drums, \$2.05; in 25-lb. tins (3 in a cast), \$2.15; bladder putty, in barrels, \$1.95.

TORONTO.

Toronto, Sept. 4.—The Exhibition weeks are not very productive of business for paints and colors. The couple of weeks before that time there is something doing, but while the fair itself is in progress a lull comes over the trade.

Travelers and jobbers are at the home office to lend assistance in a friendly way to the outside customers, who choose this season for their visit to the city to pick up pointers and to look at whatever new ideas are offering.

The past month was as active as a year ago, that is, when all lines are taken into consideration, which shows the the trade is gradually recovering itself. Prices this week are the same as a week ago, although there is a slightly easier feeling in turpentine, and a firmer tendency in white lead. Mixed paints are again selling well.

LINSEED OIL—There is no change for the present. European prices remain tolerably firm, and there is no possibility of importing oil under present conditions. Crop reports from the Northwest indicate an increased supply of flaxseed this season, probably sufficient for Canadian crushers. If this surmise proves correct the crushers should be able to make a small margin of profit, if oil continues at present prices, although no money has been made this season. Raw 53c, and boiled 56c, are the prevailing prices for single barrels, with 2c lower on ten-barrel lots.

TURPENTINE—The local market remains stationary, with a slightly easier tendency. Quotations are 56c for single barrels and 55c for more than one-barrel lots. One firm is selling at 54c and 53c, but they give no rebate on the empty barrels. Not many sales are made. Evidently when turps dropped to 60c many hardwaremen and painters thought the bottom had been reached and bought freely, for sales certainly were frequent, and at present the low price induces little buying of any account. Reports from the southern States state that there has been very cool weather in the gulf ports, with heavy rains, which may affect the production of turpentine and rosin. This will have a tendency to advance prices from the present low figures.

WHITE LEAD—A little stiffening up is noted in white lead, although quotations have not advanced locally. Business is quiet. Genuine is at \$6; decorators \$5.75, and No. 1, \$5.50. Red lead continues at \$4.50 for genuine in cask lots.

GLASS AND PUTTY—These two lines are improving slightly in activity. Prices on both remain the same as a week ago. Standard putty is at \$1.65 for bulk in barrels, and \$1.90 for bladders in barrels; special is at \$1.45 and \$1.70 and pure linseed oil putty is selling at \$1.80 and \$2.05. A fair fall business is expected in both glass and putty, but the year's business is not expected to be nearly so heavy as last year. It was around January last that the depression struck glass, and the revival in this line is not expected to materialize until after the coming new year. Building permits in various centres are beginning to show an increase over a year ago, but buildings are well under construction before there is any demand for glass.

STAINS AND VARNISHES—Pure orange shellac at \$1.95 and pure white at \$2 continue to be the quotations on these lines, with fair business being done.

PETROLEUM—Fair business and slightly increasing with the lengthening

They
will surely
do business
with you

If
you sell
“ENGLISH”
Liquid
Paints

BRANDRAM-HENDERSON,
LIMITED

Montreal

Hallifax

St. John

Winnipeg

Marshall-Wells Co., Winnipeg
Distributors for Western Canada

Have You Got Your Share?

It is a fact that the sales of Muresco Wall Finish are more than 60% ahead of last year. This fact indicates that the hardware trade are finding

MURESCO WALL FINISH

to be the best selling water color wall finish ever offered. The beauty of Muresco is that the satisfactory results obtained from its use are the best advertisement it could have. Don't be in the rear with inferior goods—get up in the band wagon with Muresco!

Write Us About the Profit,

Benjamin Moore & Co., Limited

New Office and Works: West Toronto, Canada.

New York, Chicago, Cleveland, Carteret, N. J.

If you are not handling Trip-L-Body White write us for price and sample. It is superior to white lead in every way

Thousands Will Testify

There's nothing like the uplifted right hand to convince the world of the truth of any statement. And there's nothing like **satisfaction** to call forth the honest testimony of one who has tried an article and found it **lived up to** the claims made for it.

The fact that thousands of paint users are daily testifying to the superior qualities of

Martin - Senour Paint 100 PER CENT PURE

is convincing evidence that such testimony comes from honest conviction. It is this fact that explains the wonderful demand for this brand. **Martin-Senour Paint** is durable, economical and satisfying. It provokes the kind of satisfaction that compels the customer to come back season after season. That's why our dealers are known everywhere as the leaders in their line. Do you want to share in the profits of a bigger, better paint trade? Then take advantage of the help we are offering you. Write today.

The MARTIN-SENOUR CO., Ltd.,

Pioneers of Pure Paint

MONTREAL

CHICAGO

The Winnipeg Paint &
Glass Co., Ltd.,
Winnipeg

The Maritime Paint &
Varnish Co., Ltd.,
Halifax, N. S.

evenings rules this line. Quotations are the same as last week. Prime white petroleum is at 13½c; water white, 15c; and Pratt's astral, 17½c. Benzine is 15½c per gallon in barrel lots, and motor gasoline is 17c. All prices are ex Toronto.

PAINTING THE FORTH BRIDGE.

The famous Forth bridge of Scotland is receiving its seventh coat of paint since its erection was accomplished 18 years ago. Ever since the bridge was opened the painting process has gone on continuously. Beginning at the south end, the workmen take three years to cover the entire length of the bridge, and as three years represents approximately the life of British paint for iron covering, no sooner are they finished than the men have to begin again. In this way every square inch of iron and steel comes under observation at least once in three years.

The number of painters employed varies from the maximum of thirty-five to the minimum of twenty-five; men of clear head and strong nerve, they are not as a rule ordinary painters, but young men trained specially for the work. A few are sailors. When first engaged they are kept to the lower portions of the work, and gradually as they gain experience and confidence they are sent to the more dangerous parts of the bridge. It says much for the men themselves, and for the precautions taken to secure their safety, that not an accident has occurred for nine years.

Painters obtain access to the various parts of the bridge by means of an elaborate series of ladders, which form no part of the original design. Wherever practicable ladders attached to the permanent structure are used, but in order to reach the higher parts it has been found necessary to provide lifts. There are three such lifts, worked by steam engines and winches, placed almost out of sight a little below the level of the permanent way. At each hoist there is also a shelter house where the paint is mixed.

Parts below the rails are reached by means of platforms strung from wire ropes run along either side of the bridge, and the platforms being movable, they can be pushed along the steel ropes on the principle of overhead railway. A squad of men precedes the painters, erecting the platforms and rigging up the tackle from which they are suspended.

There is a small gauge at the top of the bridge, on which a wind pressure of sixty-five pounds per square foot has been registered, and from that it may be gathered that there are occasions when it is impossible for men to continue safely at work. After eighteen years' experience it has been found that the calculations and expectations of the engineers regarding the bridge have been fulfilled in every respect. No part of the bridge has required renewal since the structure was completed.

DECORATING THE HOUSE.

Home decoration is well set forth by an exchange as being of greater importance than the summer recreation or the enjoyment of woods and sea. The latter is but for a few weeks at best, while the former is for all the year around.

The man who seeks the relaxation of woodland scenery and yet neglects the adornment of his home is preferring the lesser to the greater good.

Certainly there is much force in the contention that the decoration of the home is of prime importance. It is the place to which the tired man of business turns for rest and refreshment. It should be replete with quiet, simple beauty and harmony of coloring and furnishings. An unpleasant interior unconsciously grates on the nerves. A beautiful and tastefully decorated room, on the other hand, brings repose and peace to the weary mind.

Decoration is not necessarily desirable in proportion to its cost. Taste and extravagance are diverse characteristics. The one beautifies without expense frequently, while the other as often expends without beautifying. Every painter is familiar with instances where the lavish display of wealth in decoration has resulted in nothing but a nightmare of colors and gold, with neither beauty nor appropriateness. But there is no lack of other instances where by the expenditure of a few cents for suitable materials a room has been made cheerful and restful through the choice of a pleasing and harmonious color scheme.

The art of decoration ought to be differentiated into two branches: specification and execution. The handy man with the brush can execute all that his patron's purse will pay for, but the real test of his fitness as a decorator is his ability to plan really fine work that requires but little outlay in proportion to the results obtained. This is possible in interior decorations, and it should be more commonly practised.

FISHING FOR PETROLEUM.

In the neighborhood of Summerland, on the coast of California, ten miles south of Santa Barbara, the visitor may behold at the present time a strange and interesting spectacle the like of which was never seen in the world before. It is nothing more or less than a fishery for petroleum. Out from the smooth, sandy beach and extending at right angles therewith into the ocean are many long docks or piers supporting oil derricks. The latter are like any other derricks constructed for such a purpose, but instead of being used to bring up oil from the dry land they are made to serve for fetching the fluid from beneath the waters of the sea. The piers described are, many of them, of great length, stretching a quarter of a mile or more out into the Pacific, in order to tap the oil-bearing strata under the sea. Derricks are set all along the beach itself, upheld by piles in order that the breakers may flow back and forth beneath them. One might imagine that the discovery of the oil under the sea came about through observation of petroleum floating on the waves. Such does not seem, however, to have been the case. Prospectors for the precious fluid, having come upon a productive oil field on terra firma in the neighborhood of Summerland, were naturally led down to the ocean beach by the circumstance that the oil-producing area appeared to extend in that direction. Finding that there was oil beneath the very breakers, it occurred to them to seek it farther out.

THE
CANADA
PAINT CO'S

Pure
Asphaltum

VARNISH

A pure dense jet black made from the highest class of Egyptian Gum with great care. Thinned down to the proper consistency, it may be used as a walnut stain. If necessary, it will stand reducing with Turpentine or a little Benzine.

All surfaces to be coated should be free from dust. The contents of package, when not in use, must be carefully corked or sealed to prevent evaporation. Keep from excessive cold or heat. For Baking, Black Japans and every description of Varnishes see our catalogue.

THE
CANADA PAINT
CO., LTD
MANUFACTURERS
MONTREAL-TORONTO
WINNIPEG

RAMSAY'S

CREOSOTE SHINGLE STAINS

Do you know that here is a money maker that only requires your attention? Are you aware that in times past thousands of gallons of Creosote Stains have been brought into Canada at high prices and at high duties, just because it could not be made here?

Are you aware that although it may not be difficult to make Shingle Stains, it is mighty difficult to make right Shingle Stains?

Do you know that after careful watching and experimenting

RAMSAY'S

Creosote Shingle Stains are now pronounced better and cheaper than any imported or manufactured stains in this country?

Do you know that these stains are coming more and more in demand? You should know all about them. You may have enquiry for them to-morrow. Write for our samples and prices at once. Don't pay high prices for imported goods. It isn't necessary. It means loss.

Write us about

SHINGLE STAINS

A. RAMSAY & SON CO.

MONTREAL

Est'd 1842

Paint Makers

Here is the Composition of NEW ERA PAINT

Pure White Lead; Oxide of Zinc; Pure Linseed Oil; Turpentine and Turpentine Japan Dryers. New Era Paint will cover more surface, last longer, hold its color better, stand the changes of weather and give a more brilliant finish than any other prepared paint.

Write for Prices

Standard Paint and Varnish Works Co.
WINDSOR, - ONTARIO LIMITED

SUNLIGHT GOLD PAINT

Patented 1906.

BEST ON THE MARKET.

THE CANADIAN BRONZE POWDER WORKS

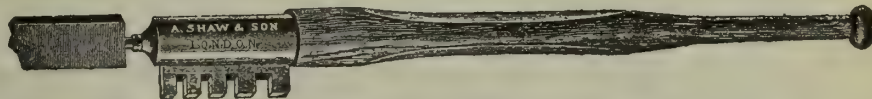
TORONTO R. E. Thorne & Co. VALLEYFIELD MONTREAL.

McCaskill, Dougall & Co.

Manufacturers



RAILWAY, CARRIAGE AND BOAT VARNISHES.
HIGH-GRADE FURNITURE and HOUSE VARNISHES
MONTREAL.



GLAZIERS' DIAMONDS OF PROVED WORTH

Having a Century's Reputation for Reliability.

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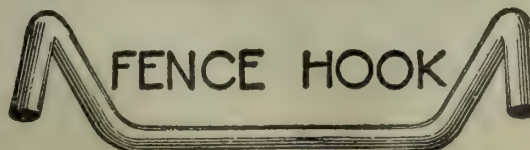
A. SHAW & SON, London, Eng.

CANADIAN AGENT

GODFREY S. PELTON, - 201 Coristine Building, Montreal

GALVANIZED FENCE HOOK

For Fastening Wooden Picket or Wire Fences



FENCE HOOK

WIRE NAILS, COILED SPRING
BARB and PLAIN FENCE WIRE,
OILED and ANNEALED, CLOTHES
LINE WIRE, STAPLES, etc.

The Western Wire and Nail Co., Limited,

London, Ont.

"Brantford" "Roofing"

We have in Brantford "Crystal," an exceptionally desirable roofing for dwelling houses. Flexible, soft, durable. Saturated and coated with fire and weather resistant materials.

BRANTFORD

"Crystal" Roofing

adapts itself to all changes of temperature without cracking or crumbling. A sturdily constructed roofing at a moderate price. Write for sample.

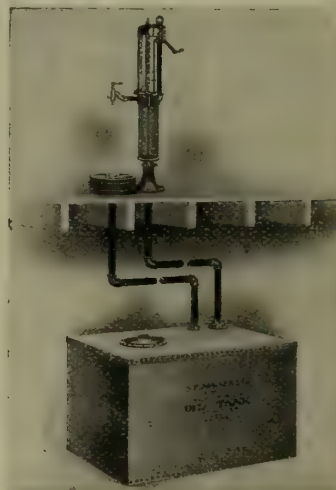
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SELLING AGENTS:

Chas. A. Sullivan -	P.O. Box 1053, Montreal, Que.
General Supply Co. of Canada, Limited	{ 219-221 Bank Street, Ottawa
	{ 147 Bannatyne Avenue East,
	Winnipeg, Man.
J. S. Mitchell & Co.	Sherbrooke, Que.
Fleck Bros., Limited -	Vancouver, B.C.
Imperial Export Co.	Toronto, Ont.

If you even suspected that you were losing from \$100 to \$500 a year, wouldn't you try to stop it?



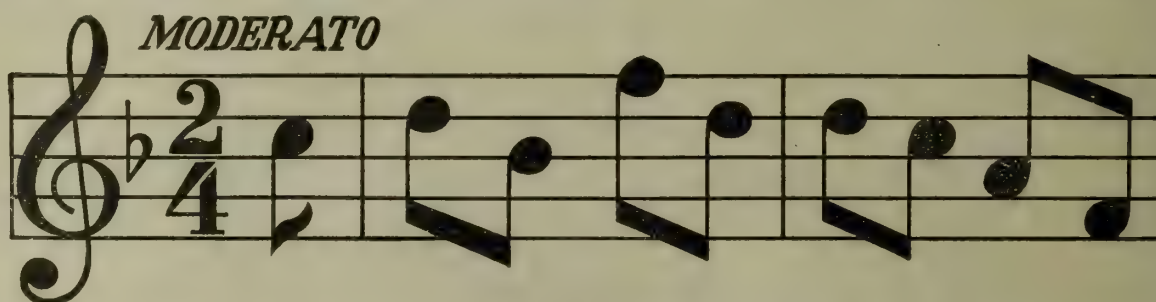
Cut 15, Cellar Tank
for Paint Oils

By retailing your oils with ordinary tanks, you ARE losing that much or more.

Catalogue V. shows you just how you are losing this money and illustrates Oil Tanks that will stop it. Send for it to-day.

S. F. Bowser & Co.
LIMITED

66-68 Fraser Avenue, - TORONTO



THE WEARING OF THE GREEN Depends on the permanency of the Color.

LUCAS IMPERIAL FRENCH GREENS

are made by special process which insures their great permanency, their exceptional brilliancy, their great strength and their intense covering properties. The most perfect BODY GREENS produced.

Practically Un-Fading, Absolutely Non-Poisonous.

The Name, the Package and the Label are closely imitated by unscrupulous manufacturers and dopsters.

Be sure you get the **GENUINE LUCAS IMPERIAL FRENCH GREENS.**

JOHN LUCAS & CO.

PHILADELPHIA

NEW YORK

CHICAGO

BOSTON

A RUBBED EFFECT WITHOUT RUBBING

That's the argument which will enable you to sell painters lots of

Flattine Wood Finish

When used for the final coat over gloss finished work it gives the appearance of a rubbed finish without requiring any rubbing at all. Get this fact into the heads of your painter customers and you'll soon find yourself doing an extremely brisk business in Flattine Wood Finish. It has the additional advantages of being very durable and damp-resisting; and it dries hard over night.

Sealed Cans Only.

Write us to-day for prices and discounts.

INTERNATIONAL VARNISH CO., Limited
TORONTO, CANADA

Manufacturers of Lacqueret, Elastica, Gutta Percha, and Flattine Floor Finishes, and Flattine Cabinet Finish.

Branch of the Standard Varnish Works,

NEW YORK,

CHICAGO,

LONDON, ENG.,

BERLIN,

BRUSSELS.



ISLAND CITY Paint^and Varnish Works

The STRONGEST and BEST DRY COLORS manufactured are produced at our works on St. Patrick St., Montreal. They are superior in every respect to any imported.

The largest users know that by buying Dry Colors "made in Canada" they save the duty, and they also know that satisfaction is assured when they get

"Island City" Pure Chrome Yellows
"Island City" Pure French Greens
"Island City" Pure Vermilions
"Island City" Pure Permanent Reds
"Island City" Pure Prussian Blues

P. D. DODS & COMPANY, LIMITED
264 St. Patrick St., MONTREAL

YOU WANT MORE BUSINESS

No matter how busy you may be, you could stand more business, couldn't you, Mr. Dealer? That's the way with most men, anyway. Why not push the roofing business? We have an immense stock of leading lines to supply you with, and our prices for quality have been declared unequalled in Canada. Have YOU ever handled our "Genasco" Ready Roofing?

ALEX. McARTHUR & CO., Limited

82 McGill Street, MONTREAL

F. J. COX, Winnipeg is our Sole Agent for the Northwest Provinces

CURRENT MARKET QUOTATIONS.

September 5, 1908

These prices are for such quantities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

ANTIMONY.

Cookson's per lb. 0 09½
Hallett's 0 09

ROILER PLATES AND TUBES.

	Montreal	Toronto
Plates, ½ to ¾ inch, per 100 lb.	2 40	2 40
Heads, per 100 lb.	2 65	2 65
Tank plates, ½ inch	2 60	2 50
Tubes per 100 feet, ½ inch	8 25	9 00
" " 2 " "	8 25	8 50
" " 2½ " "	10 50	10 60
" " 3 " "	12 00	12 10
" " 3½ " "	15 00	15 30
" " 4 " "	19 25	19 45

BOILER AND T.K. PITTS.

Plain tinned and Spun, 40 per cent. off list.

BABBIT METAL.

Canada Metal Company—Imperial, genuine 80c.; Imperial Tough, 60c.; White Brass, 50c. Metallic, 35c.; Harris Heavy Pressure, 25c. Hercules, 25c.; White Bronze, 15c.; Star Frictionless 14c.; Aluminum, 10c.; No. 4; 9c. per lb.
James Robertson Co.—Extra Monarch, 60c.; Monarch, genuine, 5c.; Monarch Crown, 40c.; Swastika babbitt metal, 25c.; King, 22c.; Fleur-de-lis, anti-friction, 20c.; Thurber, 15c.; Philadelphia, 12c.; Canadian 10c. per lb.

BRASS.

	0 22
Rod and Sheet, 14 to 30 gauge	0 22
Sheets, 12 to 14 in.	0 24
Tubing, base, per lb 5-16 to 2 in.	0 26
Tubing, iron pipe size, 1 inch base.	0 22
" seamless base	0 22
Copper tubing, 3 cents extra.	

COPPER.

	Per 100 lb.
Casting ingot.	14 50 14 25
Out lengths, round, bars, ½ to 2 in.	23 00
Plain sheets, 14 oz.	21 00
Plain, 16 oz., 14x48 and 14x60	21 00
Tinned copper sheet, base	24 00
Planned base.	30 00
Braziers (in sheets), 4x6 ft., 25 to 30 lb. each, per lb., base.	0 23 0 24

BLACK SHEETS.

	Montreal	Toronto
10 gauge	2 50	2 55
12 "	2 50	2 60
14 "	2 40	2 35
17 "	2 40	2 45
18 "	2 40	2 45
20 "	2 40	2 45
22 "	2 45	2 50
24 "	2 45	2 50
26 "	2 55	2 65
28 "	2 60	2 80

CANADA PLATES.

	Ordinary	52 sheets	2 45	2 80
All bright	3 50	3 60		
Galvanized—				
18x24x52	Dom. Crown.	Ordinary.	4 45	4 35
60.			4 70	4 60
20x28x60			8 90	8 70
			9 40	9 20

GALVANIZED SHEETS.

	Colborne	Crown	Gordon	Garbath
B.W. Queen's Fleur-de-Lis				
16-20	3 70	3 55	3 65	
22-24	3 95	3 80	3 75	4 05
24	4 20	4 05	4 15	4 30
26	4 45	4 30	4 35	4 65

less than case lots 10 to 25c. extra.

	Apollo Brand.	3 70
24 gauge, American		3 95
26 " " (equal to 26 English)		4 40
10½ oz.	28	4 70

25c. less for 1,000 lb. lots.

IRON AND STEEL.

	Montreal	Toronto
Canadian foundry, No. 2	18 75	
Middleboro, No. 3 pig iron	18 00	20 25
Summerlee, No. 2	20 00	20 25
Carron No. 1	22 50	
Carron special	22 75	
Carron, soft	19 50	
Cleveland, No. 1	18 50	20 25
Clarence, No. 3	18 00	19 50
Radnor, charcoal iron	32 00	32 00
Angles	2 60	2 65
Common bar, per 100 lb.	1 90	1 95
Forged iron	2 05	2 15
Refined "	2 15	2 25
Horseshoe iron	2 15	2 25
Band iron, No. 10 gauge base	2 04	2 20
Mild steel	1 90	
Sleigh shoe steel	1 90	2 15
Iron finish machinery steel (domestic)	2 00	2 15
Iron finish steel (foreign)	2 25	
Reeled machinery steel	2 85	3 00
Pure steel	1 95	2 25
Sheet cast steel	2 40	2 25
Mining cast steel	0 07½	0 08
High speed	0 60	0 65
Capital to steel	0 60	
B.P.L. tool steel		0 10½
Black Diamond tool steel	0 08	0 08½
Corona tool steel	0 06½	
Silver tool steel	0 12½	

INGOT TIN.

Lamb and Flag and Straits—56 and 28-lb. ingots, 100 lb. \$32 50 32 00

TIN PLATES.

	Charcoal Plates—Bright	Per box
M.L.S., Famous (equal Bradley)		
I.C., 14 x 20 base		\$6 00
I.X., 14 x 20		6 50
I.X.X., 14 x 20 base		7 50

Raven and Vulture Grades—

	I.C., 14 x 20 base	5 00
I.X.		6 00
I.X.X.		7 00
I.X.X.X.		8 00

'Dominion Crown Best'—Double

	Coated, Tissue.	Per box.
I.C., 14 x 20 base		5 50 5 75
I.X., 14 x 20		6 50 6 75
I.X.X., 14 x 20		7 50 7 75

"Allaway's Best"—Standard Quality.

	I.C., 14 x 20 base	4 50
I.X., 14 x 20		5 25
I.X.X., 14 x 20		6 00

Bright Cokes.

	Bessemer Steel—	4 00
I.C., 14 x 20 base		8 00
20x28, double box		

Charcoal Plates—Terns.

	Dean or J. G. Grade—	7 25
I.C., 20x28, 112 sheets		9 00
I.X., Terns Tin		

Charcoal Tin Boiler Plates.

	Cookley Grade—	6 75
X.X., 14x56, 50 sheet box		7 00
14x60, " "		
14x65, " "		

Tinned Sheets.

	72x30 up to 24 gauge, case lots	7 50
" 25		8 00

LEAD.

	Montreal	Toronto
Imported Pig, per 100 lb.	3 50	3 60
Bar,	3 90	4 00
Sheets, 2½ lb. sq. ft., by roll	5 00	5 01
Sheets, 3 to 6 lb.	4 75	4 75

Out sheets ½c. per b., extra.

SHEET ZINC.

	6 25	6 50
5-cwt. casks		
1-art casks	6 50	6 75

ZINC SPELTER.

	5 10	5 25
Foreign, per 100 lb		

COLD ROLLED SHAFTING.

	0 06	0 05½	0 05
9-16 to 11-16 inch			
1 to 17-16 "			
17-16 to 3 "			

Montreal, 30 and 2. Toronto, 33 and 5.

OLD MATERIAL.

Dealers buying prices:

	Montreal	Toronto
Heavy copper and wire, lb.	0 11	0 11
Light copper bottoms	0 10½	0 09½
Heavy red brass	0 1½	0 1½
" yellow brass	0 08½	0 08½
Light brass	0 05	0 06
Tea lead	0 02½	0 02½
Heavy lead	0 02½	0 03
Scrap zinc	0 02½	0 03
No. 1 wrought iron	11 00	9 00
Machinery cast scrap, No. 1	12 00	14 00
Stove plate	11 00	10 50
Malleable and steel	9 00	8 01
Old rubbers	0 06½	0 06½

PLUMBING AND HEATING

BRASS GOODS, VALVES, ETC.

Standard Compression work, 65 per cent.
Cushion work, 50 per cent.
Fuller work, 70 p. c.; No. 0 and 1 basin cocks, 75 p. c.
Flatway stop and stop and waste cocks 60 and 10 per cent.; roundway, 50 and 10 p. c.
J.M.T. Globe, Angle and Check Valves, 50; Standard, 60 per cent.
Kerr standard globe, angles and checks, 60 p. c.; high grade, 55 p. c.
Kerr Jenkins' disc, standard valves, 60 and 10 p. c.
Kerr copper alloy disc standard globe, angle and check valves, 60 p. c.
Kerr standard radiator valves, 70 p. c.; Jenkins disc and quick-opening hot-water radiator valves, 75 p. c.
Kerr brass, Weber gate valves, 50 p. c.; I. B.M. Weber gate and swing check valves, 65 and 5 p. c.
Kerr N. F. Union elbows, 75 and 5 p. c.
J.M.T. Radiator Valves 55; Standard, 60; Patent Quick-Opening Valves, 70 p. c.
Jenkins' Valves—Quotations on application to Jenkins' Bros., Montreal.
No. 1 compression bath cock per 1 75
No. 4 " " " " " " 1 70
No. 7 Fuller's " " " " " " 2 00
No. 4½ " " " " " " 2 10
Patent Compression Cushion, basin cock, hot and cold, per doz., \$16.20
Patent Compression Cushion, bath cock, No. 2208 " " " " " " 2 35
Square head brass cocks, 50; iron, 60 p. c.
Thompson Smoke-test Machine \$25.00 net

BOILERS—COPPER RANGE.

Copper, 30 gallon, \$33, 20 per cent.

BOILERS—GALVANIZED IRON RANGE

30-gallon, Standard, \$4.50; Extra heavy, \$7.50

COPPER LINED BATH TUBS.

Steel clad copper lined, 25 per cent.

CAST IRON SINKS.

16x24, \$1; 18x30, \$1.15; 18x36, \$1.95.

ENAMELED BATHS, SINKS, ETC.

HEATING APPARATUS.

Stoves and Ranges—45 to 50 per cent.

Furnaces—45 per cent.

Registers—70 per cent.

Hot Water Boilers—50 and 10 per cent.

Hot Water Radiators—65 p. c.

Steam Radiators—55 and 2½ per cent.

Wall Radiators—50 and 5 p. c.

Specials—40 p. c.

LEAD PIPE

Lead Pipe, 30 p. c. off.

Lead waste, 30 p. c. off.

Caulking lead, 4½c. per pound.

Traps and bends, 50 per cent.

IRON PIPE.

	Black.	Galvanized
Size (per 100 ft.)		
1 inch	2 03	2 86
1½ "	2 25	3 08
2 "	2 63	3 48
2½ "	3 55	4 71
3 "	5 11	6 75
3½ "	6 97	9 22
4 "	8 37	11 67
4½ "	11 16	14 76
5 "	17 82	23 57
6 "	23 40	30 95
8 "	29 45	38 95
10 "	33 48	44 28

Malleable Fittings—Canadian discount 57

per cent.; American discount 25 per cent.

Cast Iron Fittings 55; Standard bushings

60; headers, 60; flanged unions, 60; mal-

leable bushings 60; nipples, 75 and

10; malleable lipped unions 60 p. c.

SOIL PIPE AND FITTINGS

Medium and Extra heavy pipe and fittings,

up to 6 inch, 70 per cent.

7 and 8-in. pipe, 40 per cent.

Light pipe, 60 p. c.; fittings, 70 p. c.

OAKUM.

Plumbers ... per 100 lb. ... 4 50 4 75

STOCKS AND DIES.

American discount 25 per cent.

SOLDERING IRONS.

1-lb. to 1½ per lb. 0 35 0 40

2-lb. or over " 0 30 0 32

SOLDER.

Bar, half-and-half, guaranteed 0 19 0 19

Wiping 0 18 0 18

PAINTS, OILS AND GLASS

PAINTS.

Paint and household, 70 per cent.

CHEMICALS.

In casks per lb.

Sulphate of copper (bluestone) 0 08

Litharge, ground 0 05½

" flaked 0 09

Green copperas (green vitrol) 0 01

Sugar of lead 0 09

COLORS IN OIL.

V



No. 5573.

Hubble Lamp Guards

The Greatest Lamp Protection — The Least Light Obstruction

NOTE THE SCREW CAP—unsurpassed for simplicity.

All intersecting wires are electro welded.

APPROVED BY THE UNDERWRITERS.

The R. E. T. PRINGLE CO., Limited

MONTREAL and WINNIPEG

PREPARED PAINTS.

	Quart can	
Barn (in bbls.)	0 65	0 90
Sherwin-Williams paint, pure	1 60	
Canada Paint Co.'s pure	1 40	
Standard P. & V. Co.'s "New Era"	1 30	
Benj. Moore Co.'s "Ark" B'd	1 25	
Moore's pure linseed oil, H.C.	1 35	
Brandram-Henderson's "English"	1 45	
Ramsay's paint, Pure, per gal.	1 30	
Thistle	1 10	
Martin-Senour 100 p.c. pure	1 60	
Senour's Floor Paints	1 35	
Jamieson's "Crown and Anchor"	1 40	
Jamieson's floor enamel	1 75	
Island City pure paint	1 40	
Sanderson Peary's, pure	1 25	
Robertson's pure paint	1 25	

PUTTY.

Bulk in bbls.	1 65
Bladders in lbs.	1 90
25-lb. tins.	2 00
Bulk in 100-lb. irons.	1 90

SHINGLE STAINS.

In 5-gallon lots	0 75
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TURPENTINE AND OIL.

Prime white petroleum per gal.	0 13½
Water white	0 15
Pratt's astral	0 17½
Castor oil, per lb.	0 09½
Motor Gasoline single bbls.	0 17
Benzine, per gal single bbls.	0 15½
Turpentine, single barrels	0 56
Linseed Oil, raw	0 53
" " boiled	0 56

WHITE LEAD GROUND IN OIL. Per 100 lb.

	Montreal	Toronto
Genuine government standard	5 50	6 00
Decorators' pure	5 40	5 75
No. 1 Canadian	5 15	5 50
Munro's Select Flake White	6 00	6 15
Elephant Genuine	6 00	6 15
Tiger Pure	5 75	5 75
Essex Genuine	5 90	
Brandram's B. B. Genuine	6 75	6 90
"Anchor," pure	5 50	5 65
Ramsay's Pure Lead	5 65	5 90
Ramsay's Exterior	5 25	5 50
"Crown and Anchor," pure	5 50	5 65
Island City pure lead	5 50	
Sanderson Peary's	5 90	
Robertson's C.P., lead	5 60	5 90

RED DRY LEAD.

Genuine, 560 lb. casks, per cwt.	4 50	4 75
Genuine, 100 lb. kegs.	5 00	5 25

WINDOW GLASS.

	Star	Double Diamond
Size United		
Inches		
Under 28	\$4 25	\$6 25
28 to 40	4 15	6 75
41 to 50	5 10	7 50
51 to 60	5 35	8 50
61 to 70	5 75	9 75
71 to 80	6 25	11 00
81 to 85	7 10	12 50
86 to 90		15 00
91 to 95		17 50
96 to 100		20 50

F.O.B. Toronto 20 p.c. Broken boxes 50 p.c.

WHITING.

Plain, in bbls.	0 60
Gilders boiled in barrels.	0 90

WHITE DRY ZINC.

Extra Red Seal, V.M.	0 07
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WHITE ZINC IN OIL.

Pure, in 25-lb. irons	0 08½
No. 1	0 07
No. 2	0 05½

SHELLAC VARNISH.

Pure White, in barrels	2 00
Pure Orange	1 90
No. 1 Orange	1 55

VARNISHES.

	Per gal. cans
Carriage, No. 1	1 50
Fast durable body	3 50
hard rubbing	3 00
Finest elastic gearing	3 00
Flax oil oak	1 50
Furniture, polishing	2 00
Furniture, extra	1 15
" " No. 1	0 90
" " union	0 85

Light oil finish	1 30
Gold size japan	2 00
Brown japan	1 00
No. 1 brown japan	0 95
Baking black japan	1 35
No. 1 black japan	0 90
Benzine black japan	0 70
Crystal Damar	2 50
No. 1	2 25
Pure asphaltum	1 40
Oilcloth	1 50
Lighting dryer	0 75
Aluminate varnish, 1 gal. can, each	2 00
Granite floor varnish, per gal.	2 50
Maple Leaf coach enamels, size 1	1 20
Sherwin-Williams' kopal varnish, gal.	2 50
Canada Paint Co's sun varnish	2 00
"Kyanize" Interior Finish	2 40
"Flint-Lac" coach	1 80
B. H. Co's "Gold Medal" in cases	2 50
Jamieson's Copaline, per gal.	2 50
Fla. time floor finish, per gal.	3 01
Elastica exterior finish 1 gal. can	4 25

MISCELLANEOUS.

Stovepipe varnish, ½ pint, \$3 per gross.	
Beeswax, per lb., 4 cents.	
Pine tar, half pint tins, 70 cents per doz.	
Plaster of Paris, per bbl., \$2.25.	

BUILDERS' HARDWARE.

BELLS.

Brass hand bells, 60 per cent.	
Nickel, 55 per cent.	
Gongs, Sargeant's door bells, 5 50	8 00
American, house bells, per lb. 0 35	0 40
Peterboro' door bells, 50 and 10 off net list.	

BUILDING PAPER, ETC.

Tarred Slater's paper, per roll	0 70
O. K. paper, No. 1, per roll	0 75
O. K. paper, No. 2	0 70
Plain Fibre, No. 1, per 400 ft. roll	0 55
Tarred Fibre, No. 1, per 400 ft. roll	0 55
Plain Surprise, per roll	0 35
Resin sized Fibre per roll	0 40
Asbestos building paper, per 101 lbs.	4 00
Heavy straw, plain & tarred per ton	37 50
Same in Maritime Provinces	42 50
Carpet Felt, per 50 lbs.	1 40
Tarred wood roofing felt, per 100 lb.	1 80
Pitch, Boston or Sydney, per 100 lbs	0 70
Pitch, Scotch, per 100 lbs.	0 65
Heavy Fibre, 32" & 60", per 100 lbs	3 00
2 Ply Ready Roofing, per square	0 80
" " high	1 05
2 Ply complete, per roll	1 25
" " high	1 45
Liquid Roofing Cement, brls., per gal	0 15
tins	0 20
Crude Coal Tar, per barrel	3 50
Refined Coal Tar, tins, per doz.	1 00
Refined Coal Tar, per barrel	4 50
Shingle varnish, per barrel	4 50
Nails and Nails, per lb.	0 07
Mop cotton, per lb.	0 15

BUTTS.

Wrought Brass, net revised list.	
Cast Iron Loose Pin, 60 per cent.	
Wrought Steel Fast Joint and Loose Pin, 65 and 10 per cent.	

CEMENT AND FIREBRICK.

Canadian Portland	1 85	2 00
Belgium	1 60	1 90
White Bros. English	2 00	2 05
" Lafarge " cement in wood	3 40	
" Iron Clad " cotton	2 10	
Iron Clad " paper	2 15	
wood	2 25	
Fire brick, Scotch, per 1,000	27 00	30 00
" " English	17 00	21 00
" " American, low	23 00	25 00
" " high	27 50	30 00
Fire clay (Scotch), net ton	4 95	

Paving Blocks per 1,000.

Blue metallic, 9"x4"x3", ex wharf	35 00
Stable pavers, 12"x6"x2", ex wharf	60 00
Stable pavers, 9"x4"x3", ex wharf	36 00

DOOR SETS.

Peterboro, 50 and 10 per cent.	
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DOOR SPRINGS.

CEMENT AND FIREBRICK.		
Canadian Portland.....	1 85	2 00

ESCUTCHEONS.

Discount 50 to 60 per cent.	
Peterboro, 45 and 10 per cent.	

ESCUTCHEON PINS.

Steel, discount 45 per cent.	
Brass, 50 per cent.	

HINGES.

Blind, discount 50 per cent.	
Heavy T and strap, 4-in 100 lb. net.	7 25
" " 5-in.	7 00
" " 6-in.	6 75
" " 8-in.	6 50
" " 10-in. and larger	6 25

Light T and strap, discount 65 p.c.

Screw hook and hinge—	
under 12 in. per 100 lb.	4 75
over 12 in.	3 75

Crate hinges and back flaps, 65 and 5 p.c.

Chest hinges and hinge hasps, 65 p.c.	
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SPRING HINGES.

Spring, per gro. No. 5, \$17.50 No. 10, \$18;	
No. 20, \$10.80; No. 120, \$20; No. 51,	
\$10; No. 50, \$27.50.	

Chicago Spring Butts and Blanks 12½ percent.

Triple End Spring Butts, 30 and 10 per cent.	
Chicago Floor Hinges, 37½ and 5 off.	
Garden City Fire House Hinges, 12½ p.c.	
"Chief" floor hinge, 50 p.c.	

CAST IRON HOOKS.

Bird cage, per doz.	0 50	1 10
Clothes line, No. 61	0 00	0 70
Harness, per doz.	0 50	12 00
Hat and coat, per gro.	1 10	10 00
Chandelier, per doz.	0 50	1 00
Wrought hooks and staples—		
½ x 5	2 65	
5-16 x 5	3 30	

Bright wire hooks, 60 p.c.

Bright steel gate hooks and staples, 40 p.c.	
Crecent hat and coat wire, 60 per cent.	
Screw, bright wire, 65 per cent.	

KNOBES.

Door, japanned and N.P., doz	1 50	2 50
Bronze, Berlin, per doz.	2 75	3 25
Bronze, Genuine	6 00	9 00
Shutter, porcelain, F. & L.		
screw	1 30	2 00
White door knobs, per doz.		2 00
Peterboro knobs, 50 and 10 per cent.		
Porcelain, mineral and jet knobs, net list.		

KEYS.

Canadian 50 and 10 per cent.	
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LOOKS.

Peterboro, 50 and 10 per cent.	
Russell & Erwin, steel rim \$2.50 per doz.	
Eagle cabinet locks, discount 30 per cent	

SAND AND EMERY PAPER.

R. & A. sand, discount, 35 per cent	
Emory, discount 35 per cent.	
Garnet (Rutten's) 5 to 10 per cent. advance	

SASH WEIGHTS.

Sectional, per 100 lb.	2 00	2 25
Solid	1 50	1 75

SASH COORD.

Per lb.	0 31
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BLIND AND BED STAPLES.

All sizes, per lb.	0 07½	0 10
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TOOLS AND HANDLES.

ADZES.

Discount 22½ per cent.	
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AXES.

Single bit, per doz.	5 00	9 00
Double bit	10 00	11 00
Bench Axes, 40 per cent.		
Broad Axes, 25 per cent.		
Hunters' Axes	5 50	6 00
Boys' Axes	6 25	7 00
Splitting Axes	7 00	9 00

Handled Axes

Red Ridge, boys, handled	7 00	9 00
" hunters	5 75	5 25

BITTS.

Ford's auger bits, 30 and 10 per cent.	
Irwin's auger, 47½ per cent.	
Gilmour's auger, 60 per cent.	
Rockford auger, 50 and 10 per cent.	
Jennings' Gen. auger, net list.	
Gilmour's cat, 47½ per cent.	
Clark's expansive, 40 per cent.	
Clark's gimlet, per doz	0 65
Diamond, Shell, per doz.	1 00
Nail and Spike, per gross	2 25

BUTCHERS' CLEAVERS.

German, per doz.	7 00	9 00
American	12 00	18 00

CHALK.

Carpenters' Colored, per gross	0 45	0 75
White lump, per cwt.	0 60	0 65

CHISELS.

Warnock's, discount 70 and 5 per cent.	
P. S. & W. Extra, discount, 70 per cent.	

CROSSCUT SAW HANDLES.

S. & D., No. 3	per pair	0 13
S. & D., " 5		0 11½
" " 5		0 18
Boynton pattern	"	0 20

CROWBARS.

3½ c. to 4 c. per lb.	
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DRAW KNIVES.

Coach and Wagon, 75 and 5 per cent.	
Carpenters' 75 per cent.	

DRILLS.

Millar's Falls, hand and breast, net list.	
North Bros., each set, 50c.	

DRILL BITS.

Morse, discount 57½ to 40 per cent.	
Standard, discount 50 and 5 to 55 per cent.	

FILES AND RASPS.

Great Western, Diston's, Aradoe, Kearney & Foot, American, J. Barton Smith, McClellan, Eagle and Globe, in ordinary quantities, 70 and 10 per cent.; Nicholson 65 p.c.; Black Diamond, 60 and 10 p.c. Jowitt's, English list, 27½ per cent.	
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GAUGES.

DRILLS.	
Millar's Falls, hand and breast.	net list.
North Bros. each set	50c

HANDLES.

Second growth ash fork, hoe, rake and shovel handles, 40 p.c.	
Extra ash fork, hoe, rake and shovel handles, 45 p.c.	

For Over Thirty Years

Paterson's goods have represented the highest standard of quality, both in material and manufacture.

AMATITE READY ROOFING.—Mineral surfaced.
Needs no painting.

WIRE-EDGED READY ROOFING.—Over half a million rolls used in Canada.

BEST TARRED WOOL ROOFING FELT.

PURE COAL TAR ROOFING PITCH.

PLAIN AND TARRED BUILDING PAPERS.

The Paterson Manufacturing Co., Limited

TORONTO

MONTREAL

WINNIPEG

PLANES.
Wood bench, Canadian, 40, American, 25 p.c.
Wood, fancy, 37½ to 40 per cent.
Stanley planes, \$1.55 to \$3.60, net list prices.

PLANE IRONS.
English per doz. 2 00 5 00
Stanley, 2½ inch, single 24c., double 39c.

PLIERS AND NIPPERS.
Button's genuine, 37½ to 40 per cent.
Button's imitation per doz. 5 00 9 00
Berg's wire fencing 1 72 5 50

PUNCHES.
Saddlers per doz. 1 00 1 85
Conductor's 3 00 15 00
Tinners, solid per set 0 72
" hollow per inch 1 00

RIVET SETS.
Canadian, discount 35 to 37½ per cent.

RULES.
Birchwood, No. 68, 2 foot, doz. 1 00
Ivory, No. 1282, 2 foot, each 3 50

SAWS.
Atkins, hand and crosscut, 25 per cent.
Diaton's Hand, discount 12½ per cent.
Diaton's Crosscut per foot 0 35 0 55
Hack, complete each 0 75 2 75
" frame only each 0 50 1 25
S. & D. solid tooth circular shingle, concave and band, 50 per cent.; mill and ice, drag, 30 per cent.; cross-cut, 35 per cent.; hand saws, butcher, 35 per cent.; buck, New Century, \$6.25; buck, No. 1 Maple Leaf, \$5.25; buck, Happy Medium, \$4.25; buck, Watch Spring, \$4.25; buck, common frame, \$4.00.
Spear & Jackson's saws—Hand or rip, 26 in., \$12.75; 28 in., \$14.25; panel, 18 in., \$8.25; 20 in., \$9; tenon, 10 in., \$9.90; 12 in., \$10.90; 14 in., \$11.50.

SAW SETS.
Lincoln and Whiting 4 75
Hand Sets, Perfect 4 00
X-Cut Sets, " 7 50
Maple Leaf and Premiums saw sets, 40 off.
S. & D. saw swages, 40 off.

SCREW DRIVERS.
Bargent's per doz. 0 65 1 00
North Bros., No. 30 per doz. 16 80

SHOVELS AND SPADERS.
Canadian, 45 per cent.

SQUARES.
Steel, No. 14, 75 and 2½, doz. \$23 00
Iron, No. 492 1 85
" 493 2 45
" 494 3 25

TAPE LINES.
English, ass skin, No. 1921, 66 ft., doz. 2 85
Universal, ass skin, No. 714, 66 ft., doz. 3 00
Lufkins, linen, No. 494, 66 ft., each 0 94
" steel, No. 264, 66 ft., each 3 15
Chesterman's, linen, No. 1822, 66 ft. ea. 1 10
" steel, No. 1820, " 1 70

TROWELS.
Diaton's, discount 10 per cent.
S. & D., discount 35 per cent.
Berg's, brick, 24x11 4 00
" pointing, 24x5 2 10

FARM AND GARDEN GOODS

BELLS.
American cow bells, 63½ per cent.
Canadian, discount 50 per cent.

BULL RINGS.
Copper, \$2.00 for 2½-inch

CATTLE LEADERS.
Nos. 32 and 33 per gross 7 50 8 50

BARN DOOR HANGERS.
Stearns wood track doz. pairs. 4 50 6 00
Zenith 9 00
Atlas, steel covered 5 00 6 00
Perfect 8 00 11 00
New Milo, flexible 6 50
Steel, track, 1 x 3-16 in (100 ft) 3 25
" 1½ x 3-16 in (100 ft)

Double strap hangers, doz. sets 6 40
Standard jointed hangers, " 6 40
Steel King hangers 6 25
Storm King and safety hangers 7 00
" rail 4 25
Chicago Friction, Oscillating and Big Twin Hangers, 5 per cent.

HARVEST TOOLS.
50 and 10 per cent.
" sidewalk and stable scrapers, 40 off.

HAY KNIVES.
Net list.
HEAD HALTERS.
Jute Rope, 1-inch per gross 9 00
" 1½ " 10 00
" 2 " 12 00
Leather, 1-inch per doz. 4 00
Leather, 1½ " 5 20
Web 2 45

HOES.
Garden, 50 and 10 per cent.
Planter per doz. 4 00 4 50

HOSE COUPLERS.
Time Savers, per doz ½ and ¾ inch 3 31

LAWN MOWERS.
Taylor Forbes Co.—8 in. wheel, 3 knives, 12 in., \$5.25; 9 in. wheel, 3 knives, 12 in., \$6.75; 9 in. wheel, 5 knives, 12 in., \$7.75; 10½ in. wheel, 4 knives, 12 in., \$8.50; 10½ in. wheel, 4 knives, 12 in., ball bearing, \$10.00.
50 per cent. Dated April 1, f.o.b. Guelph.
D. Maxwell & Sons—8 in. open wheel, 3 knives, 12 in. \$2.75; 8 in. open wheel, 4 knives, 12 in. sizes, \$2.85; 9 in. wheel, 3 knives, 12 in. sizes, \$2.95; 9 in. wheel, 4 knives, 12 in. sizes, \$3.05; 10½ in. wheel, 4 knives, 12 in. sizes, \$4; 10½ in. wheel, 5 knives, 12 in. ball bearing, \$5.70.

SCYTHES.
Per doz. net 6 25 9 25
Canadian, discount 40 per cent.

SCYTHES AND SNAPS.
Harless, German, 25 per cent

LOOK, ANDREWS. 4 50 11 00

STABLE FITTING.
Warden King, 25 per cent.

WOOD HAY RAKES.
Dennis Wire & Iron Co., 33½ p.c.
40 and 10 per cent.

S. & D. lawn rakes, Dunn's, 40 p.c.

HEAVY GOODS, NAILS, ETC.

ANVILS.
Wright's, 80-lb. and over 0 104
Hay Budden, 80-lb. and over 0 094
Brook's, 80-lb. and over 0 114
Taylor-Forbes, prospectors 0 05
Columbia Hardware Co., per lb. 0 094

VIKES.
Wright's 0 134
Berg's, per lb. 0 124
Brook's 0 124
Pipe Vise, Hinge, No. 1 2 50
" No. 2 5 50
Saw Vise 4 50 5 00
Blacksmith's, 60; parallel, 45 per cent.

BOLTS AND NUTS.
Carriage Bolts, common \$1 list Per cent.
" " and smaller 60, 10 and 10
" " 7-16 and up 60
" Norway Iron (\$3 list) 60

Machine Bolts, ½ and less 60, 10 and 10
Machine Bolts, 7-16 and up 60
Plough Bolts 55, 5 and 10
Blank Bolts 60
Bolt Ends 60
Sleigh Shoe Bolts, ½ and less 60 and 10
" 7-16 and larger 55 and 5
Coach Screws, none point 70 and 124
Nuts, square, all sizes, 4½c. per lb. off.
Nuts, hexagon, all sizes, 4½c. per lb. off.
Stove Rods per lb. 54 to 60.
Stove Bolts, 80 and 124.

CHAIN.
Proof coil, per 100 lb. ½ in., \$6.00; 5-16 in., \$4.85; ¾ in., \$4.25; 7-16 in., \$4.00; ½ in., \$3.75; 9-16 in., \$3.70; 1 in., \$3.65; ¾ in., \$3.60; ½ in., \$3.45; 1 in., \$3.40.
Halter, kennel and post chains, 40 to 40 and per cent.; Cow ties, 40 per cent.; Tie out

chains 65 per cent.; Stall fixtures, 35 per cent.; Trace chain, 45 per cent.; Jack chain iron, 50 per cent.; Jack chain, brass, 50 per cent.

HORSE NAILS.
M.R.M. cold forged process, list Feb. 1, 1908, \$2.45 per box base.
"O" brand, list March 2, 1908, \$2.75 per box, base sizes 10 to 14. 10 per cent.
Capewell brand, quotations on application.

HORSESHOES.
M.R.M. brand: iron, light and medium, No. 1 and smaller, \$3.75; No. 2 and larger, \$3.50; snow pattern No. 1 and smaller, \$4.00, No. 2 and larger, \$3.75; "X.L." new light steel, No. 1 and smaller, \$4.10; No. 2 and larger, \$3.85; "X.L." featherweight steel, No. 0 to 4, \$5.25; Special countersunk steel, No. 0 to 4, \$5.50 pig; toe-weight, all sizes, \$6.00. F.o.b. Montreal. Extras for packing.
Toecalks Standard Blunt No. 1 and smaller, \$1.50; No. 2 and larger, \$1.25. Sharp No. 1 and smaller, \$1.75; No. 2 and larger, \$1.50 per box. Sharp. Put up in 25 lb. bxs.

HORSE WEIGHTS.
Taylor-Forbes, 4½c. per lb.

NAILS.
Out Wire.
34 3 80 3 25
34 2 85 2 95
4 and 54 2 70 2 65
6 and 74 2 80 2 55
8 and 94 2 45 2 40
10 and 124 2 40 2 35
16 and 204 2 35 2 30
30, 40, 50 and 804 (base) 2 30 2 25
F.o.b. Montreal. Toronto 5 cents higher.
City Mills, Toronto 20c. higher.
Miscellaneous wire nails, 75 per cent.
Coopers' nails, 33½ per cent.

PRESSED SPIKES.
Pressed spikes, ½ diameter, per 100 lbs., \$3.00

RIVETS AND BURS.

Iron Rivets, black and tinned, 60, 10 and 10.
Iron Burs, discount 60 and 10 and 10 p.c.
Copper Rivets, usual proportion burs, 35 and 12½ per cent.

Copper Burs, only, 22½ p.c.
Extras on Coppered Rivets ½ lb. packages 1c. per lb.; 1 lb. packages 2c. lb.
Tinned Rivets, net extra, 3c. per lb.
Coppered Rivets, net extra, 2½c. per lb.

SCREWS.
Wood, F. H., bright and steel, 85 and 10 p.c.
" R. H., bright, 80 and 10 per cent.
" F. H., brass, 75 and 10 per cent.
" R. H., " 70 and 10 per cent.
" F. H., bronze, 70 and 10 per cent.
" R. H., " 65 and 10 per cent.

Drive Screws, dis. 85 and 10 per cent.
Bench, wood per doz. 3 25
" iron 4 25
Set, case hardened, dis. 80 per cent.
Square Cap, dis. 50 and 5 per cent.
Hexagon Cap, dis. 45 per cent.

MACHINE SCREWS.
Flat head, iron and brass, 35 per cent.
Fillister head, iron, 30; brass, 25 per cent.

TACKS, READS, ETC.

Carpet tacks, blued, 75 p.c.; tinned, 80; (in kegs), 40; out tacks, blued, in dozens only, 75; ½ weights, 60; Swedes cut tacks, blued and tinned, blued, 80 and 15 dozens, 75; Swedes, upholsterers', bulk, 35 and 10; brush, blued and tinned, bulk, 70; Swedes, gimp, blued, tinned and japanned, 75 and 124; zinc tacks, 35; leather carpet tacks, 35; copper tacks, 45; copper nails 50; trunk nails, black, 85; trunk nails, tinned and blued, 65; clout nails, blued and tinned 65; chair nails, 35; patent brads, 40; fine finishing, 40; lining tacks, in papers, net; lining tacks, in bulk, 15; lining tacks, solid heads, in bulk, 75; saddle nails, in papers, 10; saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glaziers' points 5; double pointed tacks, papers, 90 and 10 double pointed tacks, bulk, 40; clinch point shoe rivets, 45; cheese box tacks, 85; trunk tacks, 80 and 10.

WROUGHT IRON WARRIERS.
Canadian, discount 50 per cent.

SPORTING GOODS.

CARTRIDGES.

"Dominion" Rim Fire Cartridges and O.B. caps, 50 and 7½ per cent.; Rim Fire E.B. Round Caps, 60 and 2½ per cent., Centre Fire, Pistol and Rifle Cartridges, 30 p.c.; Centre Fire Sporting and Military Cartridges, 2½ and 5 p.c. Primers, 100, 15 p.c. 250, 20 p.c.

LOADED SHELLS.
"Crown" Black Powder, 15 and 5 p.c.; "Sovereign" Empire Bulk Smokeless Powder 30 and 5 p.c.; "Regal" Ballistite Dense smokeless Powder, 30 and 5 p.c.; "Imperial" Empire or Ballistite Powder, 30 and 5 p.c.

EMPTY SHELLS.
Paper Shells, 10 and 10; Brass Shells, 55 and 5 p.c.

WADS.
Best thick brown or grey felt wads, in ½ lb. bags \$0 70

Best thick white card wads, in boxes of 500 each, 12 and smaller gauges 0 23
Best thick white card wads, in boxes of 500 each, 10 gauge 0 35

Thin card wads, in boxes of 1,000 each, 12 and smaller gauges 0 20

Thin card wads, in boxes of 1,000 each, 10 gauge 0 25

Chemically prepared black edge grey cloth wads, in boxes of 250 each—Per M

11 and smaller gauge 0 60

9 and 10 gauges 0 70

5 and 8 " 0 90

Superior chemically prepared pink edge, best white cloth wads in boxes of 250 each—

11 and smaller gauge 1 15

9 and 10 gauges 1 40

7 and 8 " 1 55

5 and 9 " 1 90

SHOT.

Ordinary drop shot, AAA to dust \$7.50 per 100 lbs. Discount 30 per cent.; cash discount.

2 per cent, 30 days; net extras as follows subject to cash discount only: Chilled, 40 c;

buck and seal, 80c; no. 28 ball, \$1.20 per 100 lbs.; bags less than 25 lbs., 4c. per lb.; F.O.B. Montreal, Toronto, Hamilton, London, St. John and Halifax, and freight equalized thereon.

TRAPS (steel.)

Game, Newhouse, discount 30 and 10 per cent.

Game, Hawley & Norton, 50, 10 & 5 per cent.

Game, Victor, 70 per cent.

Game, Oneida Jump (B. & L.) 40 & 2½ p.c.

Game, steel, 60 and 5 per cent.

SKATES.

Skates, discount 37½ per cent.

Empire hockey sticks, per doz .. 3 00 3 50

CUTLERY AND SILVER-WARE.

RAZORS.
per doz.

Elliot's 4 00 15 00

Boker's 7 50 11 00

" King Cutter 13 50 18 50

Wade & Butcher's 3 60 10 00

Lewis Bros.' "Klean Cutter" 8 50 10 50

Henckels 7 50 20 00

Clauss automatic safety 27 00

Clauss perfect stropper 16 00

Berg's 7 50 20 00

Clauss Razors and Strops, 50 per cent

KNIVES.

Farriers-Stacey Bros., doz 3 50

Claws, 50 and 25 per cent.

PLATED GOODS.

Hollowware, 40 per cent. discount.

Flatware, staples, 40 and 10, fancy, 40 and 5.

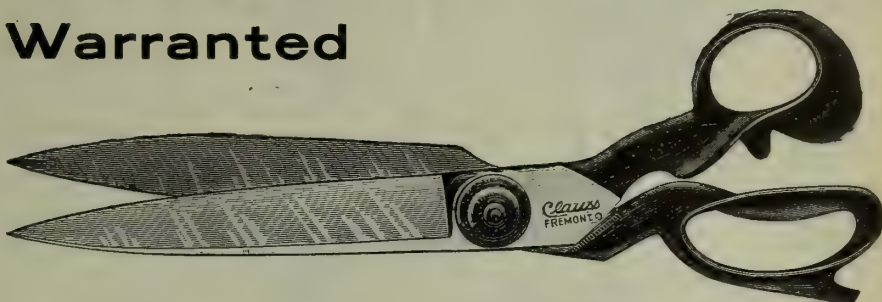
Hutton's "Cross Arrow" flatware, 42½;

"Singapore" and "Alaska" Nevada silver flatware, 42 p.c.

CLAUSS BRAND TAILORS' SHEARS

Fully Warranted

These goods are the BEST and are EQUALLED only by such other goods as are manufactured by us.



Write for Trade Discounts.

The Clauss Shear Co., :: :: Toronto, Ont.

SHEARS.
Claus, steel scissors and shears, 60; Japan, 65; tailors, 40; pruning, 70. Seymour's, 53 and 10 per cent.

HOUSE FURNISHINGS.

APPLE PARERS.
Hudson, per doz., net 5 75

BIRD CAGES.
Brass and japanned, 40 p.c.

COPPER AND NICKEL WARE.
Copper boilers, kettles, teapots, etc. 45 p.c.
Copper nits, 30 per cent.

KITCHEN ENAMELED WARE.
White ware, 75 per cent.
London and Princess, 50 per cent.
Canada, Diamond, Premier, 50 and 10 p.c.
Pearl, Imperial, Crescent and granite steel, 80 and 10 per cent.

Premier steel ware, 40 per cent.
Star decorated steel and white, 25 per cent.
Japanned ware, 45 per cent.

Hollow ware, tinned cast, 35 per cent. off.

KITCHEN SUNDRIES.
Asbestos mats, 50 p.c.
Can openers, per doz. 0 40 0 75
Mincing knives per doz. 0 50 0 80
Duplex mouse traps, per doz. 0 65
Potato mashers, wire, per doz. 0 60 0 70
" wood " " 0 50 0 60
Vegetable slicers, per doz. 2 25
Universal meat chopper No. 1. 1 15
Enterprise chopper, each 1 30
Spiders and fry pans, 50 per cent.
Star Al chopper 5 to 32 1 35 4 10
" 100 to 103. 1 35 2 00
Kitchen hooks, bright 0 60
Toasters, 50 p.c.

LAMP WICKS.
Discount, 60 per cent.

LEMON SQUEEZERS.
Porcelain lined, per doz. 2 20 5 60
Galvanized, " " 1 87 3 85
King, wood, " " 2 75 2 90
King, glass, " " 4 00 4 50
All glass, " " 0 50 0 90

METAL POLISH.
Tandem metal polish paste, 6 00

PICTURE NAILS.
Porcelain head, per gross 1 35 1 50
Brass head, " " 0 40 1 00

Tin and gilt, picture wire, 75 per cent.

SAD IRONS.
Mrs. Potts, No. 55, polished, per set 0 90
" No. 50, nickel-plated, " 0 95
" handles, japanned, per gross 9 25
" nickled, " 9 75
Common, plain, 4 25
" plated, 5 50
Asbestos, per set, 1 50

TINWARE.

CONDUCTOR PIPE.
2-in. plain or corrugated, per 100 feet, \$3.30; 3 in., \$4.40; 4 in., \$5.80; 5 in., \$7.45; 6 in., \$9.90.

FAUCETS.
Common, cork-lined, 35 per cent.

KAYETROUGHS.
10-inch, per 100 ft. 3 30

FACTORY MILK CANS.
Discount off revised list, 35 per cent.
Milk can trimmings, discount 25 per cent.
Creamery Cans, 45 per cent

LANTERNS.
No. 2 or 4 Plain Cold Blast, per doz. 6 75
Lift Tubular and Hinge Plain, " 5 00
Japanning, 50c. per doz. extra.
Prism globes, per doz., \$1.20.

OILERS.
Kemp's Tornado and McClary's Model galvanized oil can, with pump, 5 gal., per dozen 10 92
Davidson oilers, 40 per cent.
Zinc and tin, 50 per cent.
Coppered oilers, 20 per cent. off.
Brass oilers, 50 per cent. off.
Malleable, 25 per cent.

PAISLS (GALVANIZED).
Dufferin pattern paisls, 45 per cent.
Flaring pattern, 45 per cent.
Galvanized washbasins 40 per cent.

PIECED WARE.

Discount 35 per cent off list, June, 1899.
10-qt. flaring sap buckets, 35 per cent.
6, 10 and 14-qt. flaring pails 35 per cent.
Copper bottom tea kettles and boilers, 30 p.c.
Coal hods, 40 per cent.

STAMPED WARE.

Plain, 75 and 12½ per cent. off revised list.
Retinned, 72½ per cent. revised list.

SAP SPOUTS.

Bronzed iron with hooks per 1,000 7 50
Eureka tinned steel, hooks 8 00

STOVEPIPES.

5 and 6 inch, per 100 lengths 7 64 7 91
7 inch, 8 18
Nestable, discount 40 per cent.

STOVEPIPE ELBOWS.

5 and 6-inch, common, per doz. 1 32
7-inch, " 1 48
Polished, 15c per dozen extra.

THERMOMETERS.

Tin case and dairy, 75 to 75 and 10 per cent.

TINNERS' SNIPS.

Per doz. 3 00 15 00
Claus, discount 35 per cent.

TINNERS' TRIMMINGS.

Discount, 45 per cent.

WIRE.

ANNEALED OUT HAY BAILING WIRE.
No. 12 and 13, \$4; No. 13½, \$4.10;
No. 14, \$4.25; No. 15, \$4.50; in lengths 6' to 11', 25 per cent.; other lengths 20c. per 100 lbs. extra; if eye or loop on end add 25c. per 100 lbs. to the above.

BRIGHT WIRE GOODS
Discount 60 per cent.

CLOTHES LINE WIRE.
No. 7 wire solid line, No. 17, \$4.90; No. 18, \$5.00; No. 19, \$2.70; 6 wire solid line, No. 17, \$4.45; No. 18, \$3.10; No. 19, \$2.80. All prices per 1000 ft. measure; 6 strand, No. 18, \$2.60; No. 19, \$2.90. F.o.b. Hamilton, Toronto, Montreal.

COILED SPRING WIRE.
High Carbon, No. 9, \$2.95; No. 11, \$3.50; No. 12, \$3.20.

COPPER AND BRASS WIRE.
Discount 50 per cent.

FINE STEEL WIRE.
Discount 25 per cent. List of extras
In 100-lb. lots: No. 17, \$5 — No. 18, \$5.50 — No. 19, \$6 — No. 20, \$6.65 — No. 21, \$7 — No. 22, \$7.30 — No. 23, \$7.65 — No. 24, \$8 — No. 25, \$9 — No. 26, \$9.50 — No. 27, \$10 — No. 28, \$11 — No. 29, \$12 — No. 30, \$13 — No. 31, \$14 — No. 32, \$15 — No. 33, \$16 — No. 34, \$17. Extras net-tinned wire, Nos. 17-25 \$2 — Nos. 26-31, \$4 — Nos. 32-34, \$6. Coppered, 75c — oiling, 10c — in 25-lb. bundles, 15c — in 5 and 10-lb. bundles, 25c — in 1-lb. hanks, 25c — in ½-lb. hanks, 35c — in ¼-lb. hanks, 50c. packed in cases or cases, 15c — bagging or papering, 10c

FENCE STAPLES.
Bright, 2 80 Galvanized, 3 20

HAY WIRE IN COILS.
No. 13, \$2.70; No. 14, \$2.80; No. 15, \$2.95; f.o.b., Montreal.

GALVANIZED WIRE.
Per 100 lb. — Nos. 4 and 5, \$3.95 — Nos. 6, 7, 8, \$3.40 — No. 9, \$2.80 — No. 10, \$3.45 — No. 11, \$3.50 — No. 12, \$3.05 — No. 13, \$3.15 — No. 14, \$4.00. Base sizes, Nos. 6 to 9, \$2.35 f.o.b. Cleveland in car lots. List for cut and straightened wire per 100 lbs. Extras for cutting.

LIGHT STRAIGHTENED WIRE.
Gauge No. Over 20 in. 10 to 20 in. 5 to 10 in.
0 to 5 \$0.50 \$0.75 \$1.25
6 to 9 0.75 1.25 2.00
10 to 11 1.00 1.75 2.50
12 to 14 1.50 3.25 3.50
15 to 18 2.00 3.00 4.50

SMOOTH STEEL WIRE.

No. 0-9 gauge, \$2.40; No. 10 gauge, 6c extra; No. 11 gauge, 12c. extra; No. 12 gauge, 20c. extra; No. 13 gauge, 30c. extra No. 14 gauge, 40c. extra; No. 15 gauge, 55c. extra; No. 16 gauge, 70c. extra. Add 60c. for coppering and \$2 for tinning.

Extra net per 100 lb. — Oiled wire 10c., spring wire \$1.25, bright soft drawn 15c., charcoal (extra quality) \$1.25, packed in cases or cases 15c., bagging and papering 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb. hanks, 50c., in ½-lb. hanks 75c., in ¼-lb. hanks \$1.

POULTRY NETTING.
2-in. mesh, 19 w. g., 60 and 5 p.c. off. Other sizes, 60 and 5 p.c. off.

WIRE CLOTH.
Painted Screen, in 100-ft. rolls, \$1.70, per 100 sq. ft.; in 50-ft. rolls, \$1.75, per 100 sq. ft.

WIRE FENCING.
Galvanized barb, 3 00
Galvanized, plain twist, 3 35
Galvanized barb, f.o.b. Cleveland, \$2.75 for small lots and \$2.60 for carlots.

WIRE ROPE
Galvanized, 1st grade, 6 strands, 24 wires, ½, \$5; 1 inch \$16.80.

Black, 1st grade, 6 strands, 19 wires, ½, \$5 1 inch \$15.10. Per 100 feet f.o.b. Toronto

WROUGHT STAPLES.
Galvanized, 2 75
Plain, 2 50

Coopers', 45 per cent.
Poultry netting staples, 40 per cent.
Bright spear point, 75 per cent.

WOODENWARE.

BROOMS.
Boeckh's 4 string, 2 55 3 40
Nelson's, 2 25 3 65
" bamboo, 2 95 3 95

CHURNS.
No. 0, \$9; No. 1, \$9; No. 2, \$10; No. 3, \$11; No. 4, \$13; No. 5, \$16; f.o.b. Toronto Hamilton, London and St. Marys, 30 and 30 per cent.; f.o.b. Ottawa, Kingston and Montreal, 40 and 15 per cent.

CLOTHES PINS.
Cang's, 5 gross loose, per case, 0 60
" 4 " packages, per case 0 70

CLOTHES REELS.
Davis Clothes Reels, 40 per cent.

FIBRE WARE.
Star pails, per doz. \$ 3 00
0 Tubs, " " 14 00
1 " " 12 00
2 " " 10 00
3 " " 8 50

ICE CREAM FREEZERS.
White Mountain, 50 p.c.

LADDERS, EXTENSION.
3 to 6 feet, 12c. per foot; 7 to 10 ft., 13c.
Wagonner Extension Ladders, 40 per cent.

MOPS AND IRONING BOARDS.
" Best " and " 900 " mops, 1 25
Folding ironing boards, 12 00 16 50

METALIZATIONS.
Discount, 40 to 50 per cent.

SCREEN DOORS.
Common doors, 2 or 3 panel, walnut stained, 4-in. style, per doz. 8 00
Common doors, 2 or 3 panel, grained only, 4-in. style, per doz. 8 30
Common doors, 2 or 3 panel, light stair per doz. 10 55

WASHBOARDS.
Cane's, per doz. 1 10 3 35

WASHING MACHINES.
Round, re-acting per doz. 60 00
Square, " " 63 00
Eclipse, per doz. 54 00
Downwell, " " 39 00
New Century, per doz. 75 00
Daisy, " " 54 00
Stephenson, " " 74 00

WOODEN PAISLS.
Cane's wire hoop, 2-hoop 1 90
" 3-hoop 3 95

WOODEN TUBS.

Cane's wire hoop, per doz., No. 0, \$11; No. 1 \$9; No. 2, \$7.50; No. 3, \$6.50.

WRINGERS.

Royal Canadian, 11 in., per doz. 35 00
Royal American, 11 in. 35 00
Eze, 10 in., per doz. 36 75

MISCELLANEOUS

AXLE GREASE.
Ordinary, per gross 6 00 7 00
Best quality, 10 00 12 00

BELTING.
Extra, 60 per cent.
Standard, 60 and 10 per cent.
No. 1, not wider than 6 in., 60, 10 and 10 p.c.
Agricultural, not wider than 4 in., 75 per cent.
Lace leather, per side, 75c.; cut laces, 80c.

BOOT CALKS.
Small and medium, ball per M 2 25
Small heel 4 50

CARPET STRETCHERS.
American per doz. 1 00 1 50
Bullard's 4 50

CASTORS.
Bed, new list, 55 to 57½ per cent.
Plate, discount 52½ to 57½ per cent

PULLEYS.
Hothouse, per doz. 0 55 1 00
Axle, " " 0 22 0 33
Screw, " " 0 22 1 00
Awning, " " 0 35 2 50

PUMPS.
Canadian oilstern 1 40 3 00
Canadian pitcherspout 1 80 3 16
Berg's wing pump, 75 per cent.

ROPE AND TWINE.
Sisal, 0 09½
Pure Manila 0 12½
" British " Manila 0 10
Cotton, 3-16 inch and larger, 0 21 0 23
" 5-32 inch 0 25 0 27
" 4 inch 0 35 0 38
Russia Deep Sea 0 09
Jute, 0 09
Lath Yarn, single 0 08½
" double 0 09
Sisal bed cord, 48 feet, per doz. 0 65
" 60 feet, " 0 80
" 72 feet, " 0 95

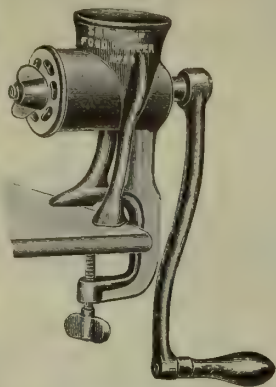
Twine.
Bag, Russian twine, per lb. 0 27
Wrapping, cotton, 3-ply 0 25
" 4-ply 0 29
Mattress twine per lb. 0 33 0 45
Staging " " 0 27 0 85

BINDER TWINE.
500 feet, sisal, 0 08½
500 " standard 0 08½
550 " " Manila 0 09½
800 " " " 0 11½
650 " " " 0 13

Car lots, 3c. less; 5-ton lots, 3c. less. Central delivery.

SOALES.
Gurney Standard, 35; Champion, 45 p.c.
Burrow, Stewart & Milne — Imperial Standard, 35; Weigh Beams, 35; Champion Scales, 45.
Fairbanks Standard, 30; Dominion, 50
Richelieu, 50.
Warren new Standard, 35; Champion, 45 Weigh Beams, 30.

STONES—OIL AND SCOTCH.
Washta, per lb. 0 25 0 37
Hindustan, " " 0 06 0 10
" slip, " " 0 18 0 30
" Axe, " " 0 10
Deer Creek, " " 0 10
Deerlick, " " 0 25
" Axe, " " 0 15
Lily white, " " 0 42
Arkansas, " " 0 10
Water-of-Ayr, " " 1 50
Scotch, per gross 3 50 5 00
Grind, 40 to 200 lb., per ton, 22 00
" under 40 lb., 24 00
" 100 lb and over 36 00



A Free Cook Book

is packed with every

SHIRREFF

Steel Knife Food Chopper

This free book containing scores of handy recipes, is a great inducement to the thrifty housewife. Moreover, the merits of the **SHIRREFF FOOD CHOPPER** are a great recommendation. The knives are made of steel properly tinned to prevent rusting. These knives are made in four sizes—cutting fine or coarse as desired. The whole chopper is a marvel of simple practicability.

LIBERAL DISCOUNT

Write for Price List To-Day

SHIRREFF MFG. CO., Limited
BROCKVILLE, - ONT.

Their Loss; Your Gain

Every paper you have picked up since June 1st has contained a list of barns and other buildings "Struck by Lightning" and "Burned to the Ground." Don't you realize that this has rapidly increased the demand for Fire and Lightning-Proof Building Goods? Property Owners look to the hardware men for these goods. Get ready to supply them in quantity and quality to pay you a fair profit and satisfy your customers.

We want you to have catalogs, samples, and advertising literature of the "GALT KIND" especially

"Galt" Steel Shingles

Securely locked, weather-tight and easily laid.

"Galt" Steel Siding

Several new and pleasing designs.

"Galt" Corrugated Sheets

Made from Redcliffe Iron. All gauges and sizes carried in stock.

These Goods, supported by our extensive advertising and selling systems, will sell themselves. Drop us a card.

The Galt Art Metal Co.,

LIMITED

GALT,

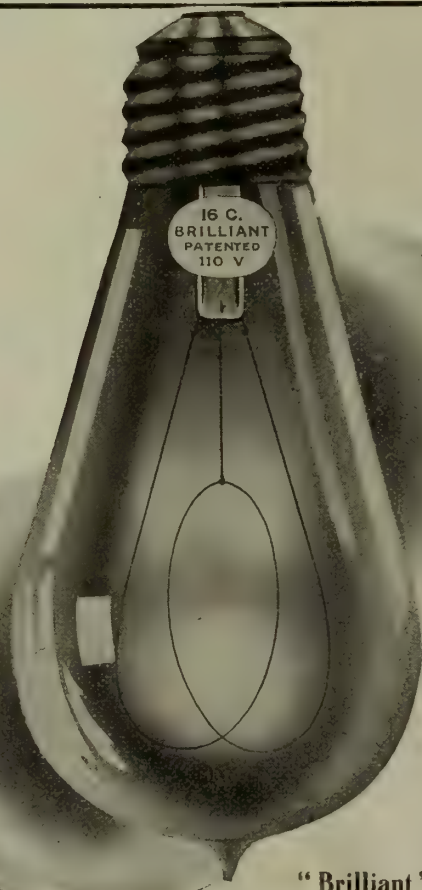
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Toronto

Winnipeg and Regina

W. D. Beath & Son

Dunn Bros.



"Brilliant" Lamp

We Would Like to Sell You

a case lot of

"Brilliant"

or

"Shelby" Lamps

PRICES RIGHT
QUALITY RIGHT

Every Lamp carefully tested, and guaranteed to give full rated Candle Power at the voltage for which it is labelled.

Write for Catalogue No. 11 showing our complete line.

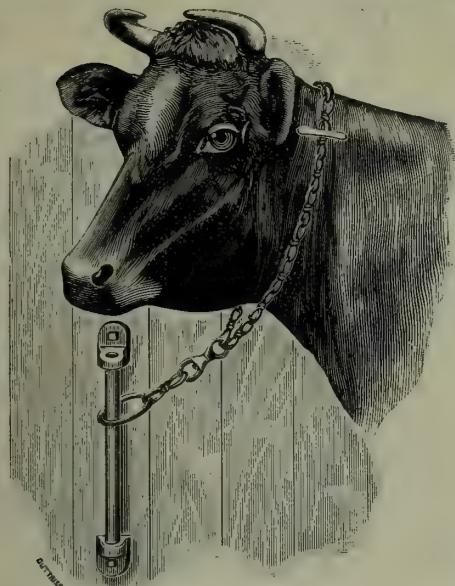
Ontario Lantern & Lamp Co.,

HAMILTON, ONT.

Limited

GREENING'S PATENT COW TIES

GREENING'S



These Cow Ties have stood the test for years.

Undoubtedly the best and strongest on the market.

It will pay to handle the best.

A complete line of all sizes ready for shipment.

FOR SALE BY ALL JOBBERS

THE B. GREENING WIRE CO.
LIMITED

HAMILTON, ONT., MONTREAL, Que.

Atkins Silver Steel

Segment
Ground
Cross-
Cut
Saws



Made of our exclusive steel, on patented scientific principles—superior to others. Try them.

E. C. ATKINS & CO., Inc.

Canadian Factory, Hamilton, Ont.

Home Office and Factory, Indianapolis

HOPKINS & ALLEN

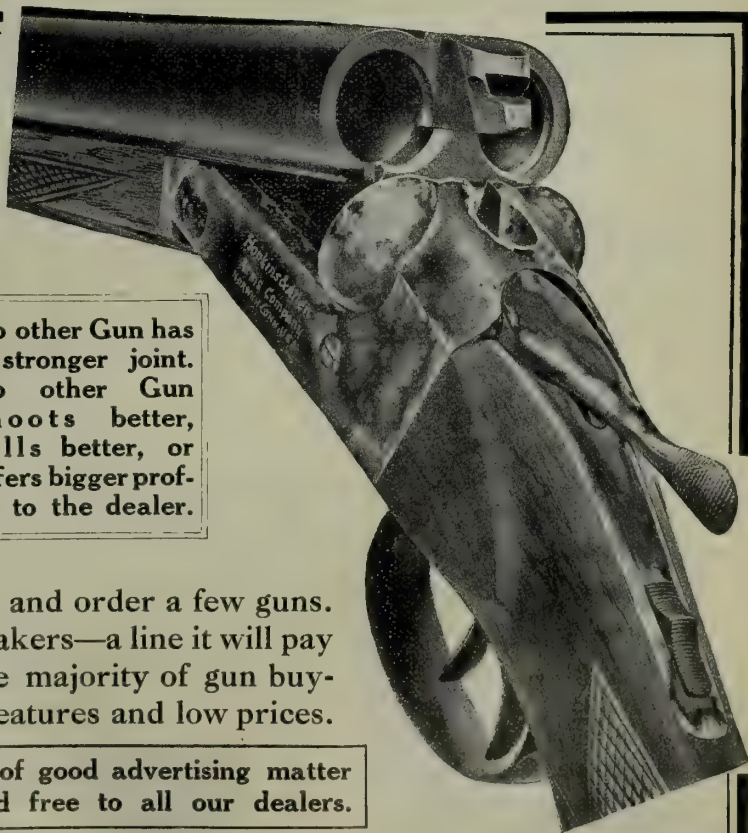
12, 16, & 20 Gauge
Hammerless, Side
Plate and Hammer

DOUBLE BARREL SHOT GUNS

Widely Known, Widely Advertised,
Widely Demanded.

Get prices from your jobber this fall, and order a few guns. They're quick sellers and big profit makers—a line it will pay you to handle. They are the kind the majority of gun buyers look for—high quality, improved features and low prices.

No other Gun has a stronger joint. No other Gun shoots better, sells better, or offers bigger profits to the dealer.



For sale by all jobbers. List prices (11 styles) . \$15.00 to \$30.00.

Plenty of good advertising matter supplied free to all our dealers.

WRITE FOR OUR CATALOG

THE HOPKINS & ALLEN ARMS CO. Dept. 67 NORWICH, CONN., U. S. A.

Fire Bricks

To every man who uses Fire Bricks.

We handle the best makes of Scotch Fire Bricks, and our prices are right, but there are occasions when you must have more refractory materials, and then please remember that we are the Canadian representatives of the

"HARBISON WALKER REFRACTORIES" COMPANY

and this should indicate that we are the Fire Brick House of Canada.

Others of our exclusive specialties are

Lafarge

Non-Staining Cement

Iron Glad

Portland Cement

United Paving Bricks

Best in the World.

Enamelled Bricks

All Colors

**Drain Pipes
Plaster, etc.**

Francis Hyde & Co.

KING, QUEEN and WELLINGTON STS.

MONTREAL

THE ERECTION AND REPAIR OF

WIRE FENCING

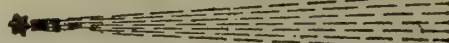
is a practical treatise relative to Wire, Posts, Pattern of Fence to Build, Laying the Wires, Straining Tools and Repair Work.

Fully illustrated. Sent postpaid on receipt of 25c.

THE MACLEAN PUBLISHING COMPANY
Technical Book Department

10 FRONT STREET EAST, - TORONTO

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COMET

ALEX. GIBB,

Not surpassed in Quality or Finish by any brand of Galvanized Sheets on the market.

13 St. John St., Montreal

Sole Canadian Agent

W. GILBERTSON & CO., LTD., Makers, Pontardawe, Wales

DRIVE WELL POINTS



All lengths from 14 inches to six feet. All iron pipe, sizes from one inch to four inches. All numbers of gauze from 60 to 120 mesh.

Also tubular and Washer Points, Earth Augers, Drive Caps, Cast Steel Drive Shoes, Tubular Well Valves, Porcelain Lined Iron Cylinders for Wood Pumps. Brass Wire Cloth, and Perforated Sheet Brass, Pump Leathers.

PROMPT SHIPMENTS

Otterville Manufacturing Co., Limited, Otterville, Ont.



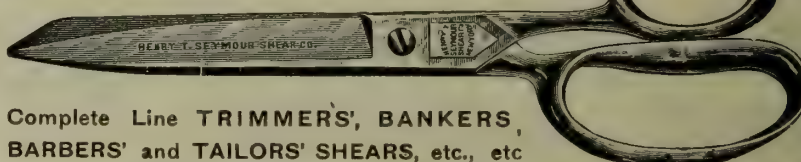
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SEYMOUR SHEARS

have been the Standard for over seventy years

"QUALITY UNQUESTIONED"

Each pair of our shears bears the above trade mark



TRADE MARK

Complete Line TRIMMERS', BANKERS', BARBERS' and TAILORS' SHEARS, etc., etc

HENRY T. SEYMOUR SHEAR COMPANY

WIEBUSCH & HILGER, LIMITED, NEW YORK
Agents



INCREASED PROFITS

and satisfied customers will be yours if you push our wire gate here illustrated. It is built by experts and it is a perfect gate. As such it gives unending satisfaction.

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OTTAWA WIRE FENCE & GATE CO.

164 Bank St., Ottawa
R. W. GRANT, Manager
Wire Goods Makers

Shear making "up-to-date" is found in

HEINISCH

**TAILORS' SHEARS,
TRIMMERS, SCISSORS,
TINNERS' SNIPS, ETC.**

"Best in the World"

Since 1825, and a steady increase in sales due to their superior cutting quality.

R. HEINISCH'S SONS CO.
NEWARK, N.J., U.S.A.

New York Office and Salesroom, 155 Chambers St.



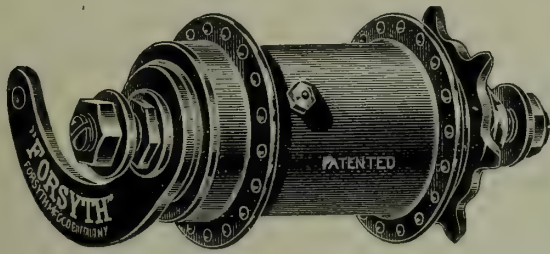
Sharratt & Newth's Glaziers' Diamonds

are unequalled for cutting and wearing qualities.



To be obtained from the principal Dealers in Glass, Hardware, and Painters' Supplies.
Contractors to H. M. Government and the principal English Sheet and Plate Glass Works

ARE YOU SELLING BIKES ?



Of course you know that our old friend the bike is once more a popular favorite! Your stock of bicycle sundries is incomplete unless you have the

Forsyth Coaster Brake

"IT ALWAYS WORKS"

No use selling ordinary, unreliable coasters when there is a whole heap of profit in Forsyth Perfect Coasters.

FORSYTH MFG. CO.

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HARDWARE AND METAL

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Auger Bits. Ford Auger Bit Co., Holyoke, Mass.	Hyde, F., & Co., Montreal.	Claude Shear Co., Toronto	Furnaces. Butterworth & Co., Ottawa, Ont.
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Babbitt Metal. Canada Metal Co., Toronto.	Lewis, Rice, & Son, Toronto.	Frothingham & Workman Ltd, Montreal	McClary's, London, Ont.
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HARDWARE AND METAL

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McIntosh, H. F., & Co., Toronto.
Gibb, Alexander, Montreal.

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Canada Iron Furnace Co., Midland, Ont.

Canada Metal Co., Toronto.

Caverhill, Learmont & Co., Montreal.

Frothingham & Workman, Ltd., Montreal.

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Kemp Mfg. Co., Toronto.

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Lysaght, John, Bristol, Eng.

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Robertson, Jas., Co., Montreal.

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Ferrosteel Co., Cleveland, Ohio.

Hart & Conley, New Haven, Conn.

McClary's London, Ont.

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Shurly & Dietrich, Galt, Ont.

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McClary's London, Ont.

Kemp Mfg. Co., Toronto.

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Canadian Heating & Ventilating Co., Owen Sound.

Davidson, Thos., Mfg. Co., Montreal.

Clark Bros., Preston, Ont.

Gurney Foundry Co., Toronto.

Harris, J. W., Co., Montreal.

Kemp Mfg. Co., Toronto.

McClary's London, Ont.

Pease Foundry Co., Toronto.

Taylor-Forbes Co., Guelph, Ont.

Wright, E. T., & Co., Hamilton.

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Ontario Tack Co., Hamilton.

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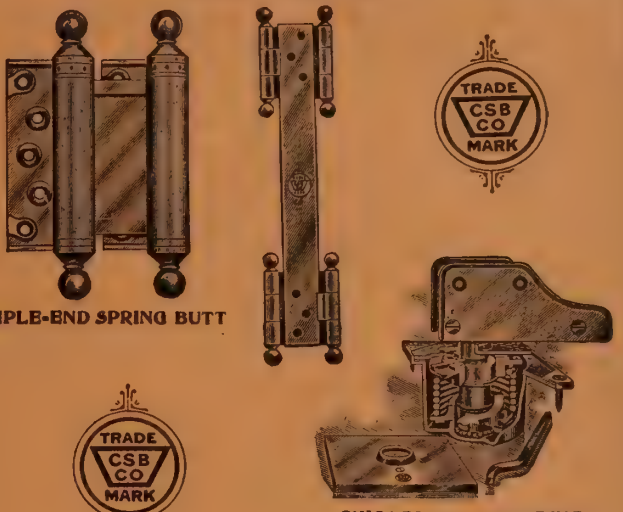


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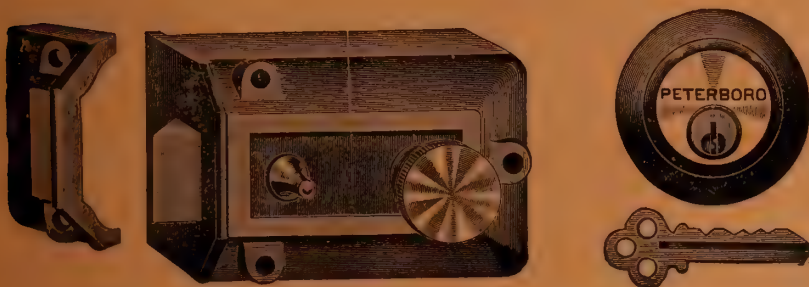
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Burman No. 17 Horse Clipper

Enclosed Gear Type



Specification—6 ft. Flexible Shaft; The Burman Clipping Head; total weight, packed, 35-lbs.; size of case, 26 in. x 11 in. x 8 in.

All gears are machine cut from solid metal.

B. & S. H. THOMPSON & CO., Ltd.

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The Original Rubber Manufacturers of Canada

Rubber Goods for All Purposes BEST BY TEST

RUBBER HOSE—For Air Brakes, Car Steam Heating, Air Signal, Hot and Cold Water Pump Suction, Pneumatic Tool, Corrugated Steam Tender Hose, Chemical, Fire Protection and every special purpose.



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HIGH PRESSURE PACKING AND RINGS—Star Red Sheet and Canadian Spiral have been leaders for over 20 years. Pebbled and Corrugated Rubber Matting, Mats, Moulded Rubber Specialties, Bumpers, Rings, Valves, Plain and Corrugated Tubing, Air Brake Gaskets, etc., etc.

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Papineau Avenue, Montreal, P.Q.

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A Weekly Newspaper Devoted to the Hardware, Metal, Paint, Heating and Tinsmithing Trades in Canada.

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LONDON, ENG., 88 Fleet St., E.C.

VOL. XX.

PUBLICATION OFFICE: TORONTO, SEPTEMBER 12, 1908

NO. 37.

ANVILS
HENRY BOKER BITS
MANUFACTURER
OF
ARROW BRAND
REGISTERED TRADE MARK
HARDWARE Vices
SPECIALITIES OF ALL DESCRIPTIONS
Pliers
For Sale by Leading Wholesale Houses.

"SOUTHERN CROSS" BLACK SHEETS.

Can be beaten into any
shape but you **CAN'T** beat
the quality.

John Lysaght, Limited
Makers
Bristol, Newport and Montreal

A. C. Leslie & Co., Ltd.
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Managers Canadian Branch



"SOVEREIGN" STOVE PIPE DAMPERS

These are the finest stove pipe dampers on the market, made in four sizes—5, 5½, 6 and 7 inches, packed in barrels containing from 40 to 60 dozen. These dampers have strong wooden or iron spring handles. They are undoubtedly the

Best and Cheapest

Write us to-day for list and discounts:

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OUR PRICES WILL CONVINCE YOU.

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THE White Mop Wringer

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Does
Perfect
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Ease.

Remember—

The "White" wrings
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ical house keeper, maid
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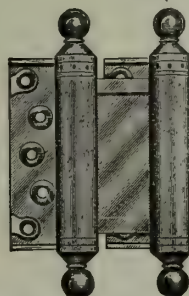
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Order direct or of your jobber.

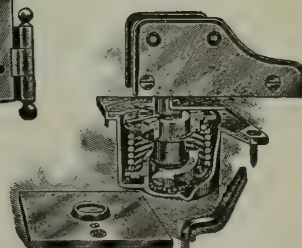
THE **White Mop Wringer Co.**
FULTONVILLE, N.Y.

CHICAGO SPRING BUTTS

A PRODUCT OF RECOGNIZED SUPERIORITY
CHICAGO SPRING BUTT



TRIPLE-END SPRING BUTT



CHICAGO BALL-BEARING
FLOOR HINGE



Chicago Spring Butt Company
CHICAGO NEW YORK
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ICE CREAM FREEZERS THAT SELL

THEY ARE
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In Demand
Easily Sold
Satisfactory in Use
Of Known Reputation

THEY EXCEL IN
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Economy
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Practical Results



"LIGHTNING"



"GEM"



"BLIZZARD"

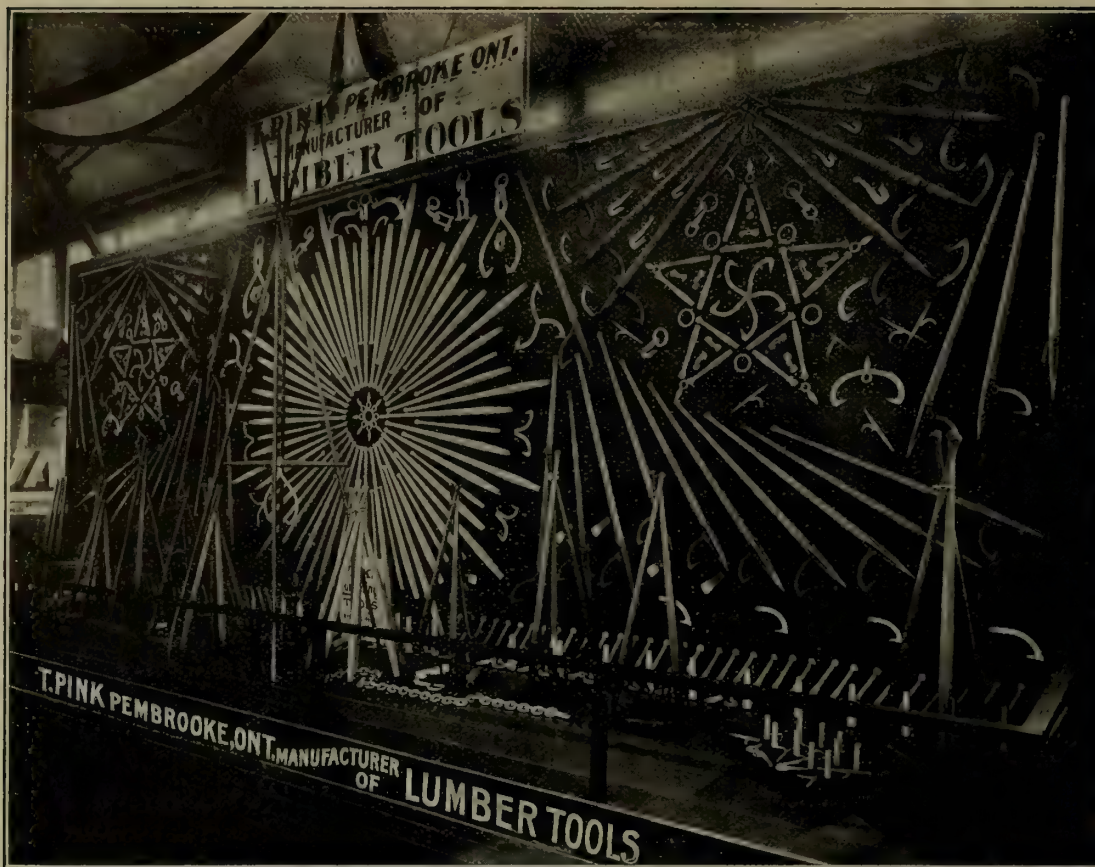
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Our line of Freezers comprises the largest variety made in any one factory
They embody all that is best and of intrinsic merit in a Freezer. Besides these we
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The Standard Tools
in every province
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We manufacture all
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Light and Durable.

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18 x 24 x 52 "
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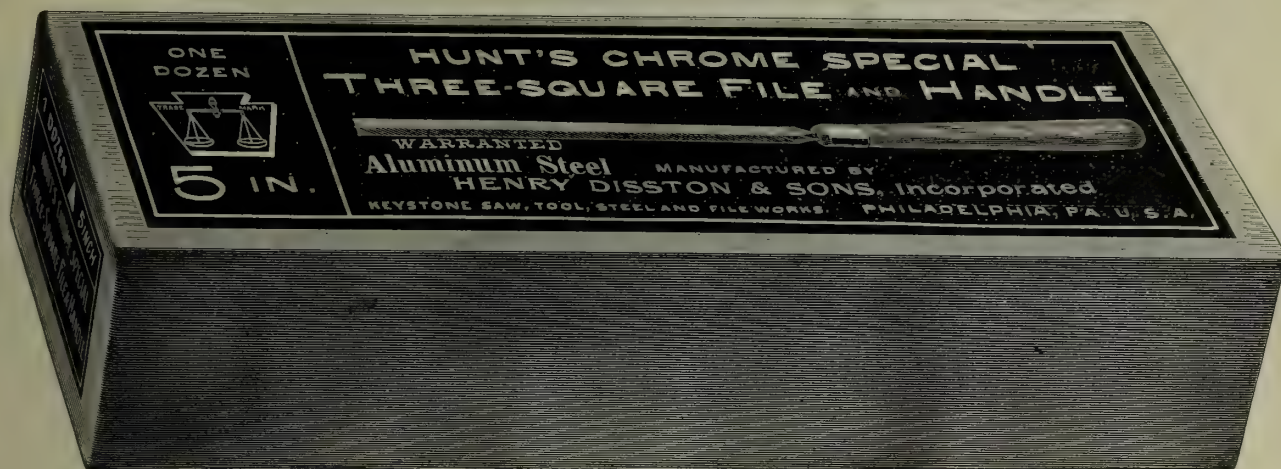
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This File has been on the market only three months, and has met with a good reception wherever shown. It is particularly adapted for filing fine tooth saws, such as Butcher Saw Blades, Panel Saws, and all saws with fine teeth.

They are made in the following sizes :

3-in., 3½-in., 4-in., 4½-in., 5-in., 5½-in., 6-in. and 7-in.

The most popular lengths are 4½ in. and 5 in.

They are put up one dozen files in a box, with four handles in each box.

We would recommend that you buy a sample dozen

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Importers and Distributors

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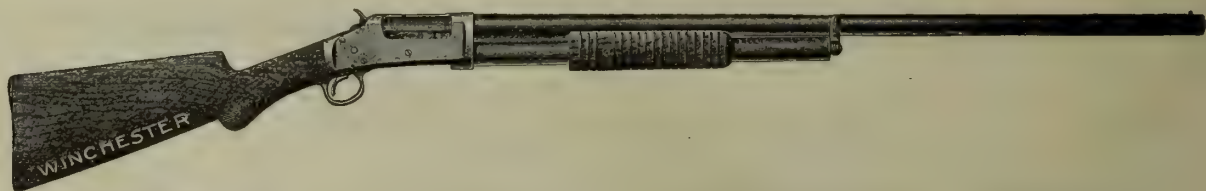
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Single barrel, breech loading; 12, 16 or 20 gauge; with or without ejector.



Double barrel, breech loading; 10, 12 or 16 gauge; Belgium, English and American makes.



Repeating Shot Guns, 12 gauge, Winchester, Marlin, or Remington, with solid frame or takedown model.

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WOOD, VALLANCE HARDWARE CO., LIMITED,
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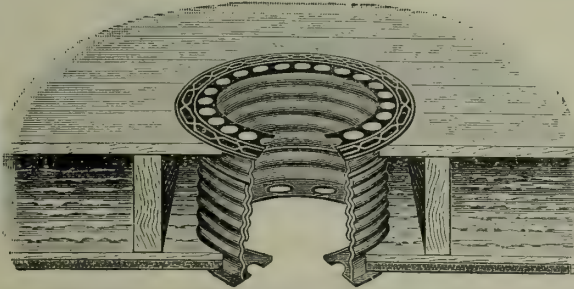
138-140 WEST FRONT STREET, TORONTO.

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REGISTERS, Etc.



"Diamond" Fire Fronts
Adjust in height 4 to 6 inches.
in length 11 to 21 inches

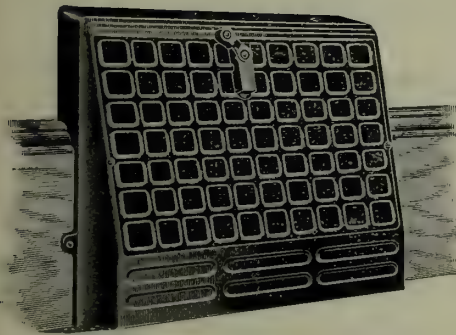


Stove Pipe Thimbles—O.K. Adjustable.

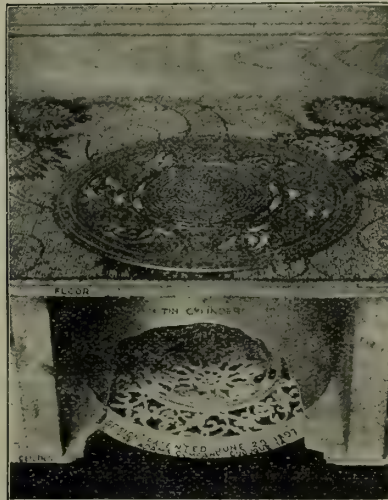


CLOSED

"Diamond" Fire Backs
Adjust in height 4 1/2 to 7 inches.
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Side Wall Registers
Japanned Black
Sizes 7x10, and 12 inches.



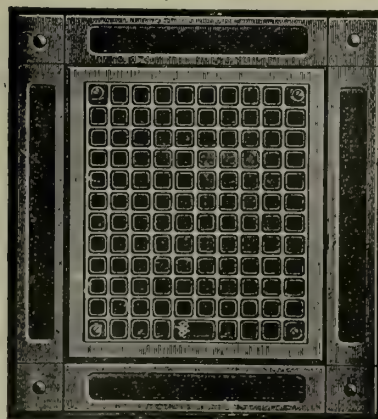
Adams Stove Pipe Registers
Japanned Floor Plate. White Ceiling Plate



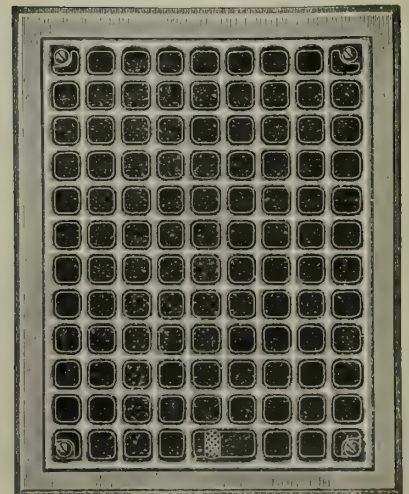
Cast Round Registers—Complete.
Register Face (only)
Sizes 7 and 8 inches.



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Stamped Steel, Japanned



Registers—Complete
Black Japanned
Stock all Sizes.



Face Plates
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H. S. HOWLAND, SONS & CO., LIMITED

Opposite Union Station

GRAHAM NAILS ARE THE BEST

Our Prices are Right

Ship Promptly

Cattle Chains

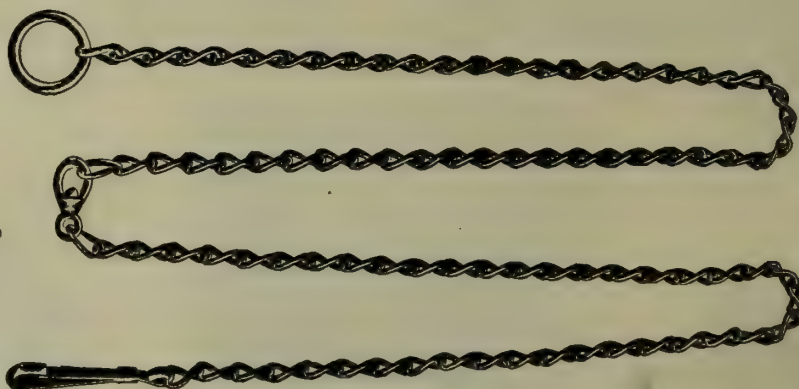
Electric Welded

When ordering your stock of cattle chains this year be sure and get the welded link. The welded link cattle chains are the strongest and are considered the best on the market. We are carrying a complete line of all sizes ready for shipment.

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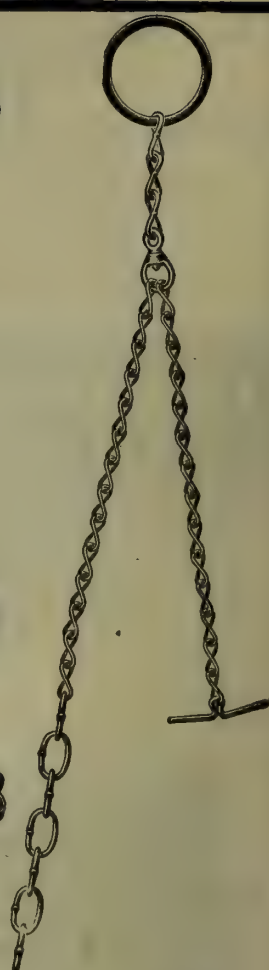


CLOSED RING
Made in Six Sizes



TIE OUT CHAINS

Made in three lengths, 20, 30 and 40 feet.



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Made in Six Sizes

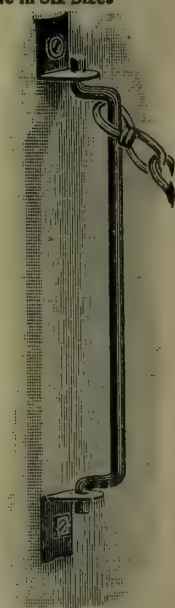


DOG AND HALTER CHAINS—4½ and 6 feet.

The season will soon be here when you will want a stock of cattle fixtures. If your stock is not complete drop us a line, and we will be pleased to quote you prices.

We are also carrying a large stock of the following cattle chains, Greening's Open and Closed Ring, English Open and Closed Ring, and Three Ring.

Ask our travellers to show you samples and quote you prices.



**SWING STALL
FIXTURES**



FROTHINGHAM & WORKMAN, Ltd.

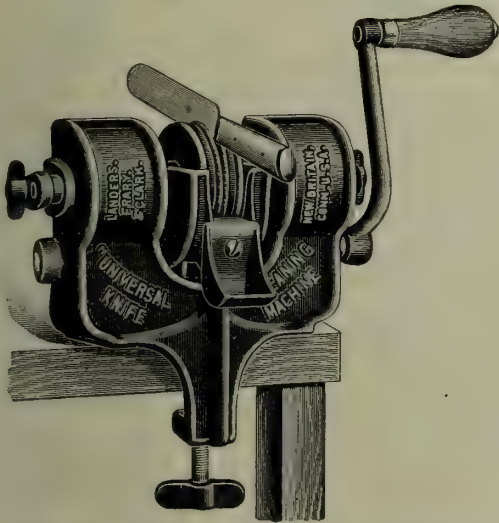
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MONTREAL, - CANADA

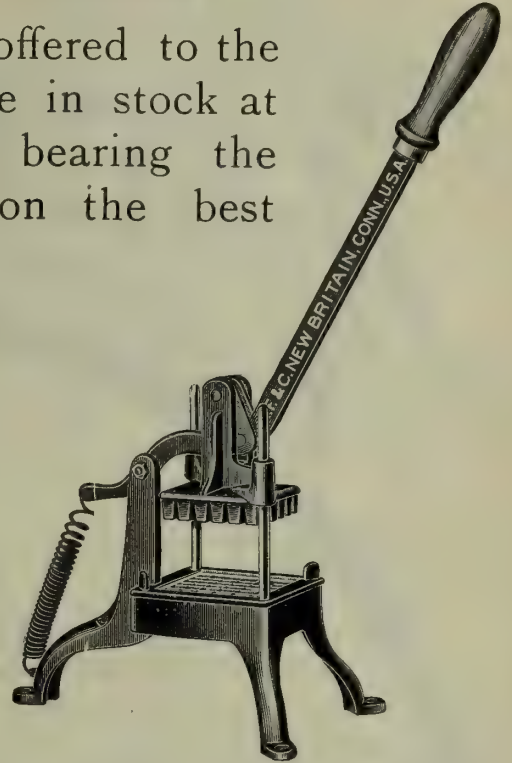


Three New "Universal" Goods

that are household necessities, are offered to the trade for the first time this fall, and are in stock at our warehouses. Like all articles bearing the **"Universal"** name they are built on the best mechanical lines and work perfectly. They are made primarily for family use and being moderate in price, should have a large sale by the general hardware trade.



The **"UNIVERSAL"** Knife Cleaner is the best family size machine yet produced. It should find ready sale at \$3.00 each and afford a good profit.



The **"UNIVERSAL"** French Fried Potato Slicer, No. 1, cuts potatoes in well shaped square sticks. It is strongly built and works easily. Retails at a good profit at \$3.50 each.



The **"UNIVERSAL"** alcohol vapor stove is a beauty and should be found in every household. It burns ordinary wood alcohol. You can make a good profit on it at \$3.00 each.

Write for descriptive circulars or prices, or ask our travellers about them

Caverhill Searmont & Co

Wholesale Distributors

MONTREAL and WINNIPEG



Amatite ROOFING



Amatite on Douglassville Squab Co.'s
Buildings, Douglassville, Pa.

CO-OPERATING WITH THE DEALER

IN these days co-operation means success, and it is our intention to co-operate with the dealer to the fullest extent possible.

We are, therefore, putting out the biggest advertising campaign that the ready-roofing business has ever seen.

Amatite is an easy seller owing to its low price and the fact that it has so many good features that the consumer is interested in.

First—It has a real Mineral surface, which does away with the need of coating or painting. Consumers are getting tired of buying smooth surfaced roof-

ings that have to be painted every year or two.

Second—All the extras, such as nails and liquid cement, are packed in the centre of each roll.

Third—Amatite is water-proofed with pitch, the greatest water-proofing compound known, and if properly put on it will give satisfactory service longer than any other roofing at anywhere near its price.

With all this advertising behind it, the dealer who brings these points before his trade is going to sell Amatite in large quantities.

Address nearest office.

Paterson Manufacturing Co., Limited

Toronto, Montreal, Winnipeg,
St. John, N.B., Halifax, N.S.

**SEND
FOR FREE
ROOFING BOOKLET**



Eclipse Roofing —and— Sheathing Paper

A Profitable Line for Hardware Dealers
and General Stores



ECLIPSE ROOFING is waterproof and odorless; fire resisting; steam, acids, smoke, gases or condensation do not change it; hot or cold weather or sudden changes will not affect it; it is elastic and pliable, consequently easy to lay; it is suited to any style roof, steep or flat, and is superior to steel, iron or tin roofing; it remains unaffected by weather for years; it contains no coal tar and is therefore non-volatile; it is long lasting, cannot blow off and can be walked on without damage; it is ready for use when shipped and is always neat and attractive in appearance; each roll contains nails and cement for making joints and full instructions for laying.



Put up in Rolls Especially for Dealers

—SAMPLES FREE—

Advertising matter sent with all stock orders

ASK FOR PARTICULARS

The Canadian Fairbanks Co., Limited
MONTREAL

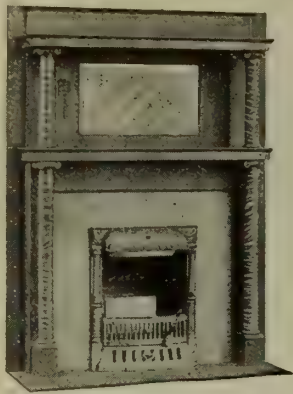
ST. JOHN

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We Have the Best Selling Line of

LIGHTING FIXTURES AND MANTELS

Our designs are right up-to-date, and the workmanship on our goods is unexcelled. Prices just right.

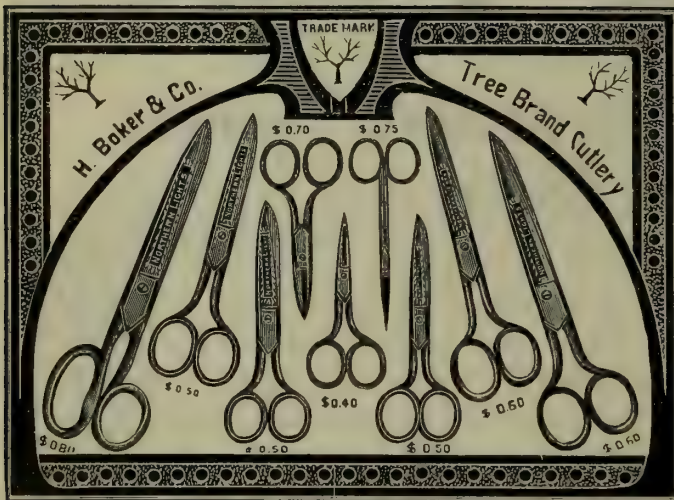
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The Barton Netting Company, Limited

38 Ouelette Ave., Windsor, Ontario

Mantels, Grates, Tiles, Fire-place Furnishings, Mosaics, Etc.

THIS IS A GENUINE MONEY-MAKER FOR YOU !



THESE CELEBRATED

"Northern Lights" Scissors

SELL WHEREVER DISPLAYED

This beautiful Cabinet given away **FREE** with an order for nine half-dozens of these celebrated Scissors as illustrated. Cabinet comprises Bent Manicure, Bent Nail, Lace and Regular Ladies' Scissors, from 4½ in. to 7 in. Every pair guaranteed. Prices range from 40 cents to 80 cents per pair.

Ask your jobber to supply you with a trial order

McGILL CUTLERY CO., Reg'd

P.O. Box 366, Montreal

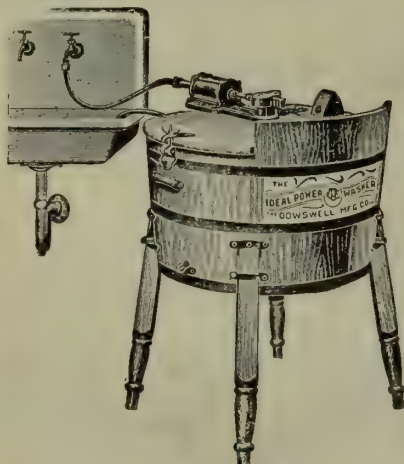
A PAIR OF MODERN LABOR SAVERS

The machine that runs itself

Their Equal Not Made Yet.

and

The next thing to it



The Leaders of a trade winning line of up-to-date and exclusive styles of Washing Machines, Wringers and Churns, of National Reputation, Undisputed Popularity and Superior Quality, that have been extensively advertised and a demand created.

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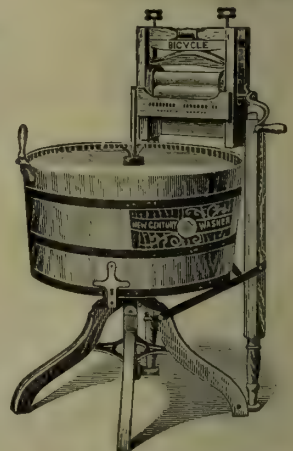
This line is a powerful asset and one you cannot well afford to overlook.

The Dowsell Mfg. Co. Ltd.

HAMILTON, - ONT.

W. L. Haldimand & Son, 36 St. Dizier St., Montreal, Que.

Eastern Agents.



Perfectly Simple and Simply Perfect

New Century Style "B"

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Your
Goods
on
The
Market?**

They may be first-class. Do the people know that they are? Do you want help—a partnership—or have you a business for sale?

Advertise in the Condensed Ad. columns of Hardware and Metal and **Tell Us If You Don't Get What You Want.**

When writing to advertisers, kindly mention having seen the advertisement in this paper.

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Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines. These enquiries come from Wholesalers, Manufacturers and Retail Dealers, who usually intimate they have looked through Hardware and Metal, but cannot find any firm advertising the line in question. In the majority of cases these firms are anxious to secure the information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay them to advertise in larger space.

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To the Hardware Trade

The 1907 Edition, Canadian Industrial Blue Book, is sold. The 1909-10 Edition will be \$5.00, subscription only. No extra copies will be published.

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Witness Press, MONTREAL

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The Hanover Portland Cement Co.,
Limited,
HANOVER, ONTARIO
Manufacturers of the celebrated
"Saugeen Brand"
OF PORTLAND CEMENT.
Prices on application. Prompt shipment.

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PRIEST'S CLIPPERS
Largest Variety,
Toliet, Hand, Electric Power
ARE THE BEST.
Highest Quality Grooming and
Sheep-Shearing Machines.
WE MAKE THEM.
SEND FOR CATALOGUE TO
American Shearers Mfg. Co., Nashua, N.H., U.S.A.
Wiebusch & Hilger, Limited, special New York
representatives, 106-110 Lafayette Street.



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"PLIC BOOKS"

For making carbon copies of your letters
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THE CARTER-CRUMS COMPANY, Limited
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FEED COOKERS

A good line to handle.
Write us for full particu-
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The Best Door Closer is . . .
NEWMAN'S INVINCIBLE FLOOR SPRING

Will close a door silently against any pressure of
wind. Has many working advantages over the ordi-
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W. NEWMAN & SONS,
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Work and Prices Right

ONTARIO WIND ENGINE & PUMP
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GALVANIZING AND TINNING

The CANADA METAL CO.

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We lead in Asbestos Fire-proof Stove-
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Gas Stove Cookers and Heaters Combined,
New Success Toasters, Ash Sifters, &c.

Send for our Specialty Catalogue.

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METAL STAMPING.

STEEL STAMPINGS

We design stampings to replace castings of all
kinds. Send sample for estimate.

ACME STAMPING and TOOL WORKS
HAMILTON, ONT.

PULLEY BLOCKS & CARGO GINS

IMPROVED CARGO GINS,

LEAD AND HEEL BLOCKS,
with Self-Oiler Sheaves, Steel Centres

DAVEY & CO.

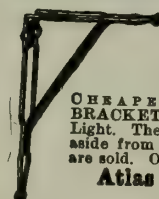
88 West India Dock Road, London, Eng.

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The PARMENTER & BULLOCH CO., Ltd.
GANANOQUE, ONT.

Iron and 6opper Rivets, Iron and Copper Burrs,
Bifurcated and Tubular Rivets, Wire Nails,
Copper and Steel Boat and Canoe Nails,
Escutcheon Pins, Leather Shoe and Overshoe
Buckles, Bit Braces, Felloe Plates.

SHELF BRACKETS.



Will Hold Up a Shelf

That's what a shelf bracket's for.
For this purpose there can be
NOTHING BETTER, NOTHING
CHEAPER than the BRADLEY STEEL
BRACKET. It is well Japanned, Strong and
Light. The saving on freight is a good profit
aside from the lower price at which the goods
are sold. Order direct or through your jobbers
Atlas Mfg. Co., New Haven.

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Steel Tanks
All Kinds
Stock Tanks
Steel Cheese
Vats, Thresh-
er's Tanks,
Water Troughs,
Feed Cookers,
Grain Boxes, Coal Chutes, Smokestacks.



ALL STEEL HOG TROUGHS
THE
STEEL TROUGH and MACHINE CO. Limited
TWEED, ONT.

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ARMSTRONG CUTTING-OFF TOOLS

are correctly designed and the blades
are bevel rolled from special Self-
Hardening Steel. Straight and Offset
shaping. 7 sizes each. Write for Catalog

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My patent rotary ventilator is
backed by a guarantee. It is the
best ventilator on the market. Write
for particulars, handsome booklets
of testimonials and information
mailed free.

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Crescent Wire and Iron Works
KINGSTON, ONT.

We have added a tinning plant, estimates
given on Tin Dipped Wire Goods, Refrigerator
Shelves, etc., also manufacturers of Wire Guards,
Fencing and Railings.

PARTRIDGE & SONS Proprietors

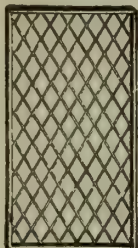
PARKER WIRE GOODS COMPANY

1 Assonet St., WORCESTER, MASS., U.S.A.
General and special Wire Hardware

Write us for prices

New York Office, - 107 Chambers St.

"If It's Made of Wire We Make It"



Let us quote you when in need of
Wire Cloth, Coal and Gravel Screen-
ing, Window Guards, Spark
Guards and Grille Work.

We are offering a splendid selling line of
**ORNAMENTAL FENCING AND GARDEN
BORDER**

Illustrated Price List on application.

**THE CANADA WIRE GOODS MFG. CO.,
HAMILTON, ONT.**

Big Profits in the Time-Saver Hose Coupler

No threads to burr or wear smooth. No screwing
up. Just put one section over the other and
press a little lever over and you make an instan-
taneous and perfectly water-tight coupling. Big
sales to Cheese Factories, Gardeners, Hotels, Brew-
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The Time Saving Coupler Co., Ltd.

166 BAY STREET, TORONTO, ONT.

GLUES, GELATINES AND SIZE

Quality counts in these lines, as in
others. Fifty years' experience
enables us to offer goods that for

QUALITY AND VALUE

cannot be excelled.

The GROVE CHEMICAL CO., LTD.

ESTABLISHED 1856

Appley Bridge, Wigan, Lancs., England



Ford's Auger Bit

is an all round Bit, boring smoothly, and well
suited to the finest work. For many difficult
jobs it is the only tool that can be used. Give it
a trial, and afterwards you will sell only one line
of high-grade Bits, and that line will be Ford's.

FORD AUGER BIT CO.,

108 Cabot Street, HOLYOKE, MASS., U.S.A.

NO SANDHOLES in "DIAMOND" BRAND FITTINGS

You can tell your steamfitter
customers with perfect truth
that Diamond Brand Fittings
are perfect in material, thread-
ing and finish.



WHOLESALE ONLY

OSHAWA STEAM & GAS FITTING CO., Limited
OSHAWA, CANADA

RODGERS' Cutlery & Plate

NONE GENUINE unless bearing the TRADE MARK:



James Hutton & Company
Montreal

Sole Agents for Canada.

Canadian General Electric Company Limited

14-16 KING STREET EAST

Montreal,
Halifax,
Ottawa,

TORONTO,
Canada.

Winnipeg,
Vancouver,
Rossland.

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Electrical Apparatus of all Kinds.
Complete Electrical Installations
for all purposes.

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HARDWARE AND METAL has enquiries from time to
time from manufacturers and others wanting represen-
tatives in the leading business centres here and abroad.

Firms or individuals open for agencies in Canada or abroad
may have their names and addresses placed on a special list
kept for the information of enquirers in our various offices
throughout Canada and in Great Britain without charge.

Address

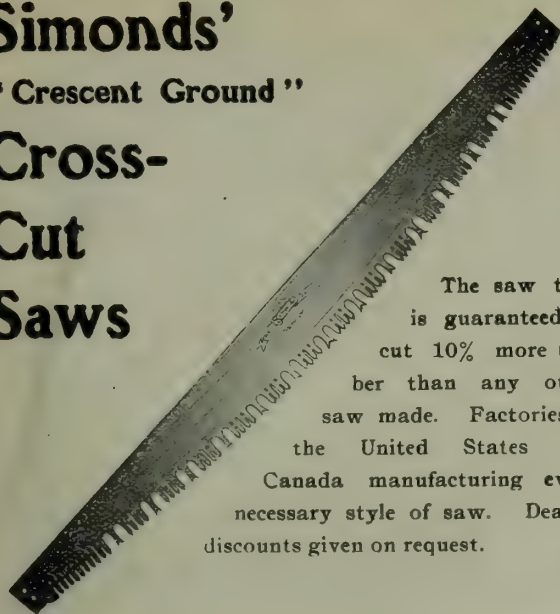
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HARDWARE AND METAL
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"Crescent Ground"

Cross-Cut Saws



The saw that is guaranteed to cut 10% more timber than any other saw made. Factories in the United States and Canada manufacturing every necessary style of saw. Dealers discounts given on request.

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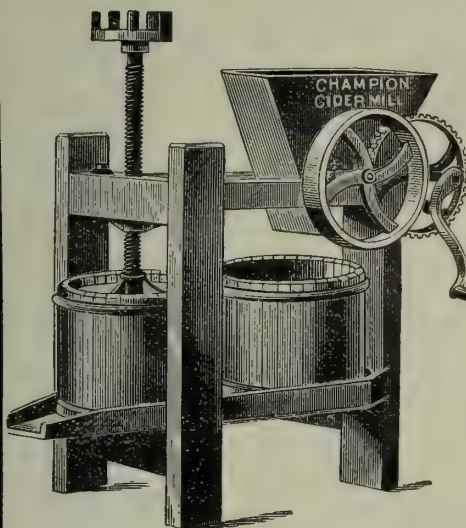
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Order now and be ready for the demand.

Circulars and prices will be sent by return mail.

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LONDON, CANADA

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SINGLE GUNS

Enjoy the confidence of the public — your customers

When a man comes into your store to buy a gun he is on friendly terms with an H. & R. That is because of our persistent advertising.

Then when he takes an H. & R. Gun in his hands—examines it, discovers its simplicity, perfect balance, finish and all-round superiority compared with higher priced guns, the sale is made.

Very little effort is required on your part, but in order to enjoy a liberal profit and a growing patronage you must carry H. & R. Guns.



MODEL 1908

Our catalog tells about our full line and gives valuable selling points. We are now offering our new three-piece gun

which we call **MODEL 1908** Built on

the same lines as our famous Model 1900, this new gun is taken down in the same manner as a double gun—by pulling off the snap fore-end and unhooking the barrel from the frame.

MODEL 1908 will be made

in 12, 16, 20 and 28 gauge. We shall continue to manufacture and supply our popular Model 1900, with patented hinge pin, and our unequalled small framegun. Model 1905.

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DISSTON

SAWS

BACKED BY THE
DISSTON SAW WORKS
AND BY THE
DISSTON METHOD
of manufacturing

THIS BRAND

ON SAWS AND TOOLS

will continue to be recognized
in the future as in the past
SIXTY-EIGHT YEARS
as a guarantee of Highest
Quality and Efficiency.



HENRY DISSTON & SONS, Inc., Philadelphia, U.S.A.

Keystone Saw, Tool, Steel and File Works.

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**Satisfaction
Guaranteed**

A MARK OF QUALITY

**Prompt
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**Manila Rope
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**Sisal Rope
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Mills: MONTREAL, QUE. HALIFAX, N.S.

Manufacturers of CORDAGE and TWINE of all descriptions,
From

Manila, Sisal Jute, Russian, Italian

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CONSUMERS CORDAGE CO., Limited,
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Complete Stocks at Halifax, St. John, Montreal, Toronto, Winnipeg, Vancouver



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This Saw is of the general style and shape which carpenters have been accustomed to using for years past. Has a carved apple handle with highly polished sides and edges, making a very pretty Saw. Holds its cutting edge and saws true. Its high quality and even temper are due to the fact that it is **Made of Simonds Steel**. Covered by the broadest Simonds warranty.

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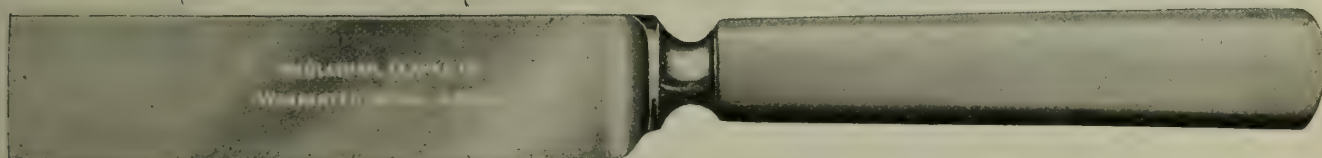
are good sellers. Dealers should send for 1907 Catalogue and discounts.

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Extra Good Value in Dessert and Table Knives.



Made from highest quality English Cutlery Steel, best Grained Celluloid Handle, oval shaped, warranted perfectly secure. Put up by ½ dozens in neat rack boxes. Ask for Catalogue.

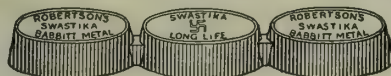
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AGENTS: J. MACKAY ROSE, 88 McGill Street, Montreal, Que. N. F. GUNBY, 61 Albert Street Toronto, Ont.
DAVID PHILIP, 291 Portage Avenue, Winnipeg, Man.



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Annealed Hay Baling Wire and Bale Ties



Cut to any desired length
with single loop.



QUALITY—THE BEST. SHIPMENTS—RIGHT

DOUBLE PROFIT

Mr. Hardwareman, you know how little profit there is in many lines sold over the counter.

We offer you a chance by a little missionary work to greatly increase this.

You know of a new building going up in your town or neighborhood. Get after the builder and show him the advantage of putting in one of our

Aeolian Ventilators

the best means for insuring pure air.

One Testimony:

Montreal, June 12th, 1903
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Messrs. J. W. Harris Co., Limited,
7 St. Elizabeth St., Montreal, Que.

Gentlemen,—Answering yours of June 1st, I am not personally familiar with the merits of the "Aeolian" Ventilators but our Assistant Engineer, Mr. F. Crossley, reports that the Ventilators of this type manufactured by you and used by this Company at the Place Viger Hotel, Chateau Frontenac, Windsor Street Station and elsewhere, have proved satisfactory. Yours truly,

E. H. McHENRY, Chief Engineer.

Write direct for booklet and catalogue to-day.

Learn about our system of ventilating.

A pleasure to send books.

THE J. W. HARRIS CO., LIMITED

General Contractors and Manufacturers

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New Style H. & C. Side Wall Register.

BE A LITTLE DIFFERENT

Don't use breakable cast iron registers because the other fellow does. Use H. & C. Wrought Steel Registers and see what a strong talking point they are.

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EMPIRE OAK IN THREE SIZES

SPECIAL FEATURES

Large double feed door

Bottom door has three lights mica

Clean, smooth castings



SPECIAL FEATURES

Nickel ring, top and bottom

Nickel swing top and ash door

Fine polished steel in body

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The "Regal" Hockey

The "Regal" is another of our leading hockey skates. Our specially designed heel and front plate are two of its special features.



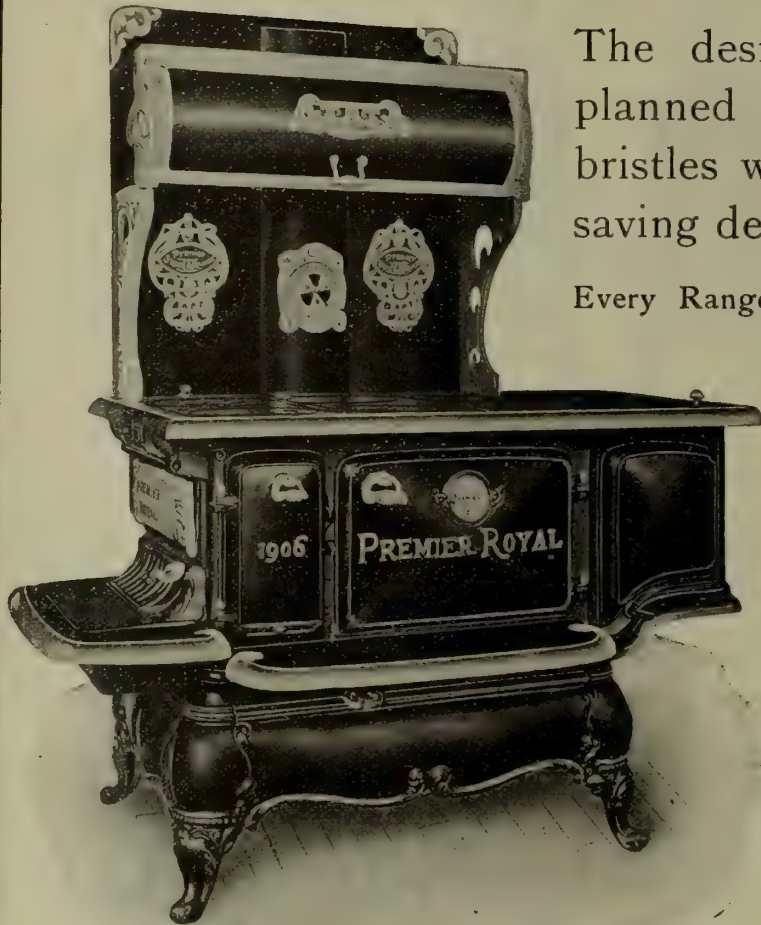
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DARTMOUTH, N. S.

BRANCH OFFICE : TORONTO, ONT.

It is pre-eminently a skate of quality, being light in weight, speedy and strong. Made only in sizes from 10 to 12 inches. All Senior Championship Leagues use the "Regal."

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The design is attractive and well-planned for convenience and fairly bristles with good points and labor-saving devices.

Every Range is fitted with these improvements :

- Heat Indicator
- Single Damper
- Detachable Guard Rails
- Ventilated Oven
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- Simmering Cover
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A Thoroughly High-class Range

Made in

Three Sizes and Seven Styles

Commands a Good Price
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In special features of excellence—ease of keeping clean, freedom from repairs, perfect cooking, and also in material, workmanship and finish, these ranges are unequalled.

Cut illustrates Style F with steel high closet.

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REVIEW**

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More about general dry goods conditions ; how to increase your net profits, by modern successful selling methods, by effective store advertising and by a thorough knowledge of the markets? The Dry Goods Review will tell you how. Published monthly. 130 to 230 pages.

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There are many lines sold in grocery stores which you could handle with profit. You can keep posted on these through The Canadian Grocer for less than 4 cents per week

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But in combination of quality and price none equal

GOOD CHEER

TAKING HIS OWN MEDICINE

(A Storiette)

A certain Ontario coal dealer was so concerned about the small quantity of fuel for heating purposes which he was being called upon to supply to the hospital in his town, having calculated that the tonnage, for which he had the contract, would be much greater, that he set about inquiring as to whether there might not be some other source of supply than himself, but he soon satisfied himself that all the coal used came from his yards, and that the solution of the question was a "GOOD CHEER" Furnace in use in the building. A furnace like that was good enough for him, and he is now saving coal himself by using a "GOOD CHEER" in his own house.



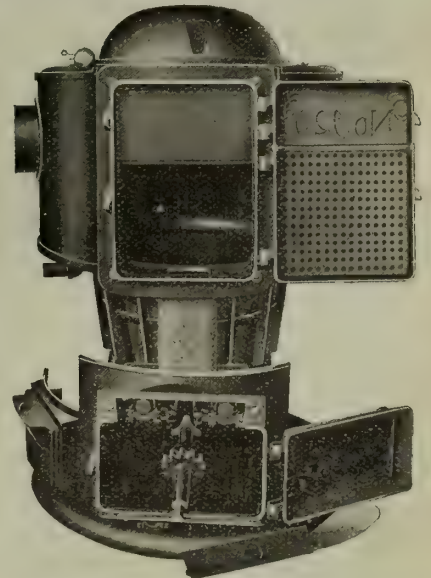
A Warm Air Heater of the Better Class

No. 100 series, with air blast

Coal and Wood

NOTE—Furnace capacity claims are often so extravagant that the dealer unless already familiar with the furnace in question, is apt to be misled. A study of the radiator construction of the "Good Cheer" readily convinces that the furnace will radiate more heat per inch of diameter of firepot than other makes, and the capacities we quote can be thoroughly relied upon as well within the mark, and under favorable conditions of installation even greater heat giving power will be developed.

No.	Capacity	Diameter of Firepot	Depth of Firepot	Shipping Weight	Height to top Casing Ring
116	11,500 ft.	16 in.	13 in.	675 lbs.	42 in.
118	15,000 "	18 "	13 "	800 "	44 1/2 "
120	19,000 "	20 "	13 "	910 "	47 1/2 "
124	33,000 "	24 "	14 "	1300 "	51 1/2 "



Large feed doors with swinging smoke shield also method of removing grate bars.

If you have not received a copy of our Good Cheer Furnace booklet, a card to our Woodstock or Winnipeg office will bring you one.

The JAS. STEWART MFG. CO.

Woodstock - Ontario

Limited

Western Warehouse: James St., Winnipeg, Man.

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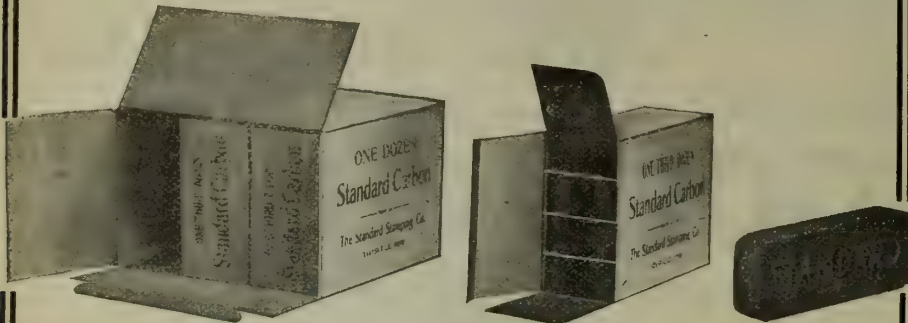
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Standard Carriage Heaters and Standard Carbon

ALWAYS THE LEADING LINE OF THE WORLD



ASK FOR 1908 PRICES

Ask about the New and Improved Package for Standard Carbon. The Best Carriage Heater Fuel on Earth. Packed to Prevent Breakage. Packed for Convenience and Cleanliness.

LET US TELL YOU ABOUT IT

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BEST ELBOWS

—FOR—

CONDUCTOR PURPOSES

BEAR TRADE MARK

F. Dieckmann

PLAIN ROUND.

CORRUGATED.

Crimps outside no obstructions
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Only elbow holding in position with-
out solder.



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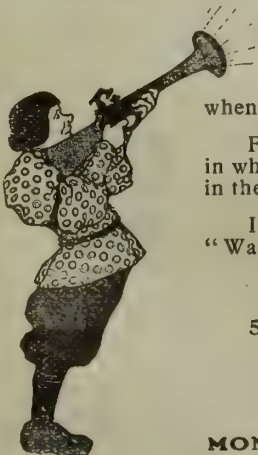
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VULCANITE ROOFING

without giving the house owner who uses it a
feeling of great satisfaction. WHY? Because he knows that
"Vulcanite" Roofing is the most perfect, economical and
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THAT'S WHY **VULCANITE ROOFING** IS UNIVERSALLY USED
SPECIALLY ADAPTED FOR RECOVERING SHINGLE ROOFS
PATENT VULCANITE ROOFING CO., 625 S. Campbell Ave., Chicago, Ill.

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when you use Hardware and Metal "Want Ads."

From Nova Scotia to British Columbia not a town is missed
in which there is a Hardware Dealer or Manufacturer interested
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If there is a man in Canada interested in your proposition a
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SEND CASH WITH ORDER.

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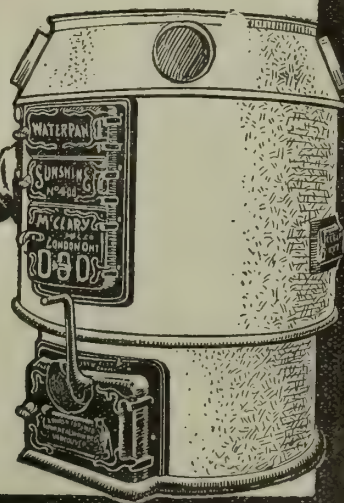
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Come
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Used in factories of all kinds for hurried machine repairs.

All machine shops and railway shops should have it.

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COVERT MFG. CO., TROY, - N.Y.
WAGON JACKS, CHAINS, HARNESS HARDWARE



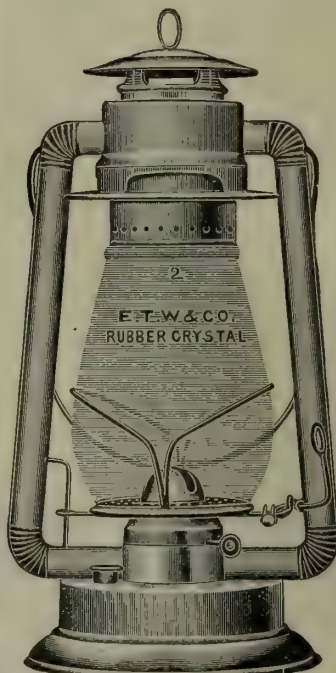
Trojan Loop, No. 20 Trojan Round Eye, No. 19

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13 St. John Street, Montreal

Representing Canadian, British and American Manufacturers. Correspondence invited from firms wishing to be represented.

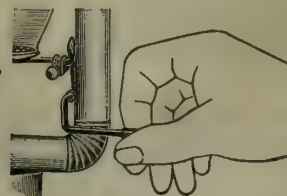
Wright's 1908 New Lift Lantern



This is our NEW IMPROVED PATENT LIFT. The most effective lift yet invented.

It is neat, strong and durable, and cannot get out of order.

This lantern is made of the very best material obtainable and has proved to be SUPERIOR to every other lantern on the market.



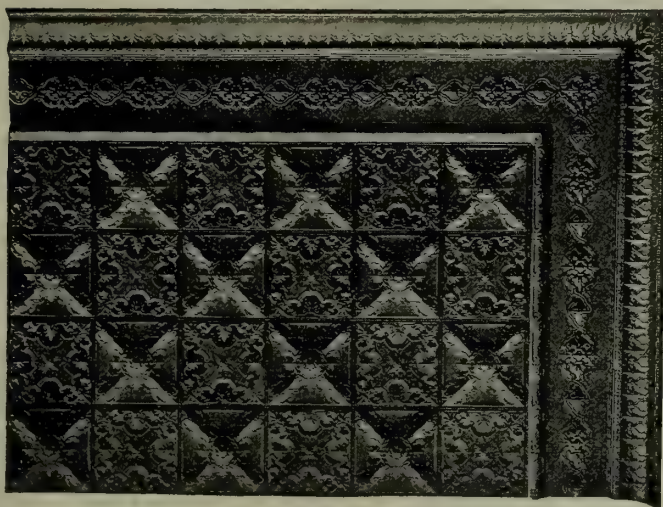
When ordering lanterns, be sure and order the best, and you can only obtain

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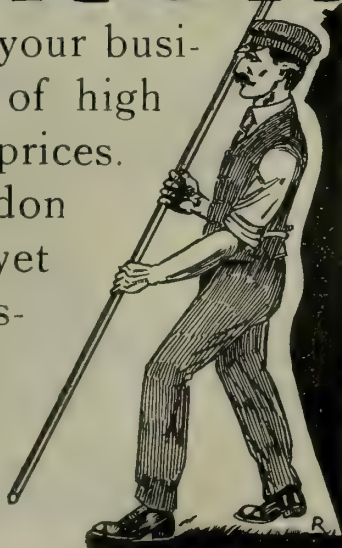
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tell where contracts may be had.
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Partner wanted to invest about \$5,000 in the leading hardware business in one of the most prosperous towns in Manitoba. There are three partners in the business now, but two wish to retire to attend to other interests. The third is an experienced hardware man who has not sufficient capital to buy the business himself. Annual turn-over \$40,000 on stock of \$11,000 to \$12,000. Store building, two years old, can be bought on easy terms. Can give best of references from wholesale houses as to volume of business done.

This is a splendid opportunity for the right man.

Fuller particulars on application.

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All made out of the

BEST SIEMEN'S MARTIN STEEL

Brand

Best Coke or Charcoal	"Rhyd"
Good Charcoal	"Edith"
Second Charcoal	"Sawel"
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We are ready to offer the Canadian Trade very best value and finest quality in Tinplates.

Baglan Bay Tinplate Co., Limited

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Please mention above brands in your indents and inquiries.

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COIL, RAILROAD, LOGGING, DREDGE, STEAM SHOVEL, WAGGON and BRIGHT CHAIN of all kinds.

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Prompt shipment.

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Manufacturers of

COLD ROLLED STRIP STEEL

For Deep Drawing, Blanking, Forming, all kinds of Bending. Has Bright Finish for Nickel Plating, Rolled accurate to Gauge. Made in all tempers and in any thickness from .002" to .250".

McKINNON

Electric Welded Coil Chain

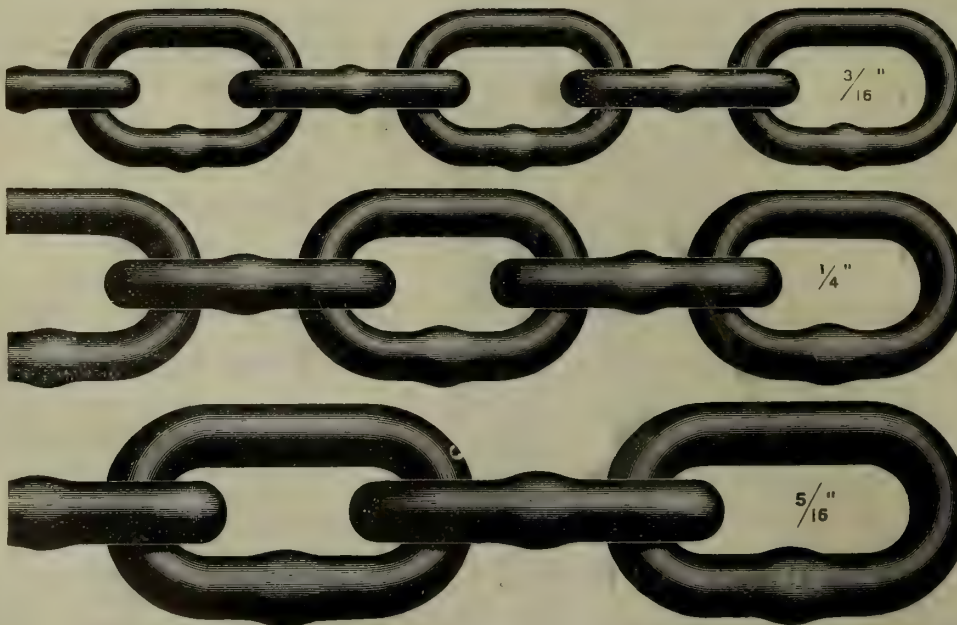
Design Patented

Notice the

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We guarantee our Electric Welded Common Chain of any stated size to pull more than one size larger of any other make of common chain. Our BB and BBB qualities are similarly guaranteed.

See that you get the **SWELLED-WELD.**



Cuts Exact to Size

McKinnon Chain Works

**ST. CATHARINES
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Design 522. See Catalogue, Page 18.

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If you require glass for building purposes we can fill all your orders promptly, as we manufacture and import glass exclusively.



Design 378. See Catalogue, Page 4.

All Mail Orders for glass other than manufactured shipped same day as received.

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Design 523. See Catalogue, Page 18.

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Guaranteed new National Detail Adders, \$30.00, \$40.00 and \$50.00. Other kinds generally sold by jobbers, like the Detroit, Victory, Western, Peninsular, etc., \$25.00 each, new.

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BY C. GODFREY

¶ This book is a simple treatise prepared for the wants of the Practical Painter, showing him not only how to mix paints, but also **HOW TO MATCH A GIVEN COLOR.**

The contents include:—

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Manufacturers for nearly 100
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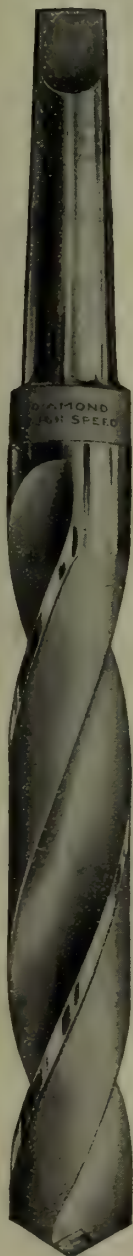
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Will fit any gun of standard
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SOLE AGENT FOR CANADA

THE SERVICE TEST COUNTS



"Diamond" High Speed Twist Drills make good in actual work, which is really the only test that means anything.

The following letter from The James T. Clark Co., Newark, N.J. tells what "Diamond" High Speed Twist Drills are doing for them:—

"Referring to $\frac{1}{4}$ in. "Diamond" High Speed Drills recently purchased through your Philadelphia representative, would advise that same have more than met our expectations. We are drilling on an automatic 6 spindle upright drill press, ten thousand (10,000) wheels per day, each casting having a hole $\frac{1}{4}$ in. x 1 in. long.

We do not find it necessary to grind the drills more than once an hour, and in that time we drill one thousand (1,000) castings. We have drilled one hundred thousand (100,000) castings with one dozen drills, using about one and one half inches of the twist, same being too short for further use.

We trust this information will prove to be of interest to you, and with best wishes we remain,"

They will do as much for you, and to convince you, all we ask is a trial order.

The WHITMAN & BARNES MFG. CO.

Canadian Factory and Sales Office

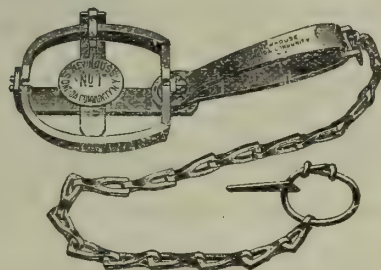


ST. CATHARINES,
ONTARIO



FURS ARE VALUABLE

Don't allow your catch to escape because caught in a poor trap. A **Genuine Newhouse** trap will hold the game and earn its extra cost several times in a season.



NEWHOUSE STEEL TRAPS ARE ABSOLUTELY GUARANTEED

Made since 1848 by

Oneida Community, Limited

Write for Catalogue

NIAGARA FALLS, ONT.

The Howland Pump Oiler



FOR SALE
BY ALL
CANADIAN
JOBBER.

A slight pressure of the thumb-piece pumps the oil to the bearings.

Maple City Manufacturing Co.
Monmouth, Illinois

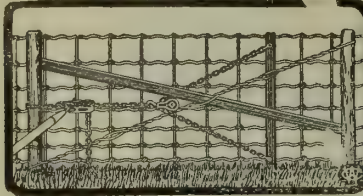
The Toronto Plate Glass Importing Co., Limited

(HILL & RUTHERFORD, Managing Directors.)

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR AND
ORNAMENTED GLASS.

Works: Don Speedway, also Victoria St.,

TORONTO



HOW TO BUILD A GOOD FENCE

Everyone intending fence building should send for our folder on Erecting Fences. It's full of valuable information on fence building, tells how to erect woven wire fencing quickly and substantially, describes the manufacture of fence wire and has an article quoted from bulletin of U. S. Dept. of Agriculture on concrete post making, showing how these durable posts can be economically made at home. Don't fail to write for a copy. It's free.

THE BANWELL HOXIE WIRE FENCE CO., Ltd.
Dept. P. Hamilton, Ontario. Winnipeg, Manitoba.



Mr. Hardware Dealer,

Are you prepared to defend your spring orders for roofing? If not, our "SHIELD BRAND READY ROOFING" will do the trick. Why stock high-priced roofings when ours is made the same, and of the same material as specified by leading architects.

Office, 65 Shannon St.
Factory, 44 Ann St.

Lockerby & McComb
Montreal

Write for samples and
prices to-day.

SELLS ON ITS MERITS

Because it is strong and substantially built—runs very easily, with a smooth, even motion—and washes the clothes quickly and thoroughly, the

"Puritan" Re-Acting Washing Machine

sells freely and steadily. Every woman who buys one from you is sure to be pleased—and you know the value of a well-pleased customer.

Write for booklet and prices to dealers.



DAVID MAXWELL & SONS

ST. MARY'S, ONT.



You are sure of constant, profitable sales when you
handle the Buffalo line of

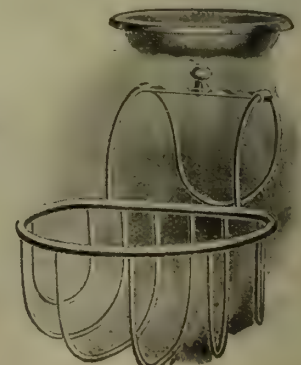
Bath and Toilet Accessories

Practical, Useful, Artistic—Workmanship the Best.

Get our new Catalog of Water Coolers, Filters, &c.

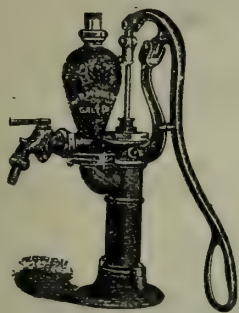
Buffalo Manufacturing Company
Buffalo, N.Y.

Canadian Representatives:
H. F. McIntosh & Co., 51 Yonge St., Toronto



For All Purposes

McDougall Pumps



are Standard Pumps for Cisterns, Deep Wells, Contractors uses, Plumbers, Power connections and many employments. You take no chances with "Aremacdee" on a pump.

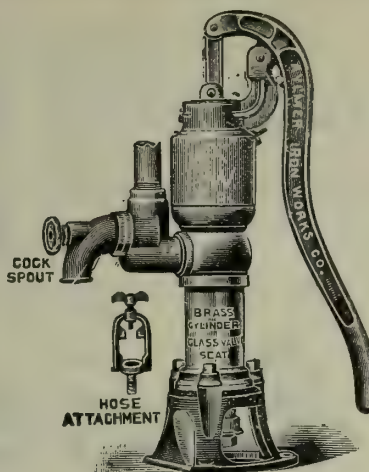
A catalogue is laid aside for you

The R. McDOUGALL CO.

Galt, Canada

LIMITED

PUMP DEALERS



are ever praising our Fig 49 House Force Pump. It is the most complete pump on the market, and

is finished in A-1 style.

ONCE USED ALWAYS USED is its reputation.

THE AYLMER PUMP AND SCALE CO., Ltd.

AYLMER, - ONT.

Western Representatives:

ONTARIO WIND ENGINE AND PUMP CO., WINNIPEG, MAN.



PLYMOUTH, CORDAGE COMPANY'S FACTORY
AT WELLAND, ONTARIO

High quality in any article always means satisfaction to the user. In all Cordage products it means not only satisfaction but economy as well.

We would like a chance to demonstrate this to every Cordage buyer in Canada. We know the truth so well that Plymouth Cordage Co. in all its goods makes one grade only—the best.

Look over this list, mark the items in which you are interested, tear out and mail to address below. You will receive promptly samples and full information.

Manila Rope	Transmission Rope	Bale Rope
Sisal Rope	Hide Cord	Lath Yarn
Clothes Lines	Leather Cord	Shingle Ties

INDEPENDENT CORDAGE COMPANY, LIMITED

Stocks at

TORONTO
MONTREAL
HALIFAX

ST. JOHN
WINNIPEG
VANCOUVER

Canadian Sales Agents

55 Colborne St.
TORONTO, ONTARIO



WE ARE NOW READY TO SHIP
THE
**900 Series Gurney
Steam Boiler**

It's the biggest advance yet in sectional boilers, and we can't describe it here.

Many of the Ontario trade will likely be in Toronto Fair week. Won't you visit us at 500 King St. West?

Our travellers will be in. Our heating department will be at your service.

And we've got this new steam boiler—and some other new heating goods to show you, that you ought to know about.

We'll be glad indeed if you can arrange to come in. Won't you drop us a card telling us just what time you'll visit the Fair?

The Gurney Foundry Co., Ltd.

Toronto, Hamilton, Montreal, Winnipeg, Calgary, Edmonton, Vancouver.

ANNOUNCEMENT

We respectfully introduce to the Trade in Canada

The Family Souvenir

A NEW MEMBER OF THE SOUVENIR LINE

READY FOR FALL TRADE

IN ORDER THAT WE MIGHT INCORPORATE ALL DESIRABLE FEATURES IN THIS NEW RANGE, THE PATTERNS HAVE BEEN ENTIRELY CONSTRUCTED IN OUR OWN WORKS.

AS A RESULT WE OFFER A RANGE ESPECIALLY ADAPTED FOR CANADIAN HOMES—A RANGE STERNLY PRACTICAL IN EVERY DETAIL OF DESIGN—A FAMILY RANGE IN EVERY SENSE OF THE WORD, REplete WITH PRACTICAL, USEFUL FEATURES, AND WITHOUT A "FUSSY" POINT ABOUT IT.



NOTE THESE SPECIAL FEATURES

Drop Oven Door. Cast iron with steel inner lining forming an airspace and absolutely preventing escape or radiation of heat through the oven door. Also forms large shelf convenient for basting and examining contents of oven.

Contact Reservoir attached or removed in an instant. Water is always hot. No dampers to operate. Cannot interfere with baking qualities of oven.

Aerated Oven affords a continuous supply of pure, fresh air, resulting in juicy roasts and the finest of bread and pastry. Give full ventilation—no taint of previous cookery remains to harm the most delicate of dishes.

Souvenir Duplex Grates, Fire-box and Flue Construction. Time-tried and perfect.

Simple Elegance of Design —The handsomest range made.

Removable Nickel. All nickel parts can be removed for cleaning or blackening the range. They are "lifted off" or "dropped back" into place with the utmost of ease.

Sizes and Attachments. 18 and 20-inch ovens, full standard sizes throughout. Reservoirs, Water-fronts, Thermometers, High Shelves and High Closets for all sizes.

QUALITY AND PRICE

Souvenir Quality throughout. Everything the very best. Working qualities are unexcelled. The price is a competitive one, A High-grade Range at a medium-grade price.

ASK FOR CATALOGUE

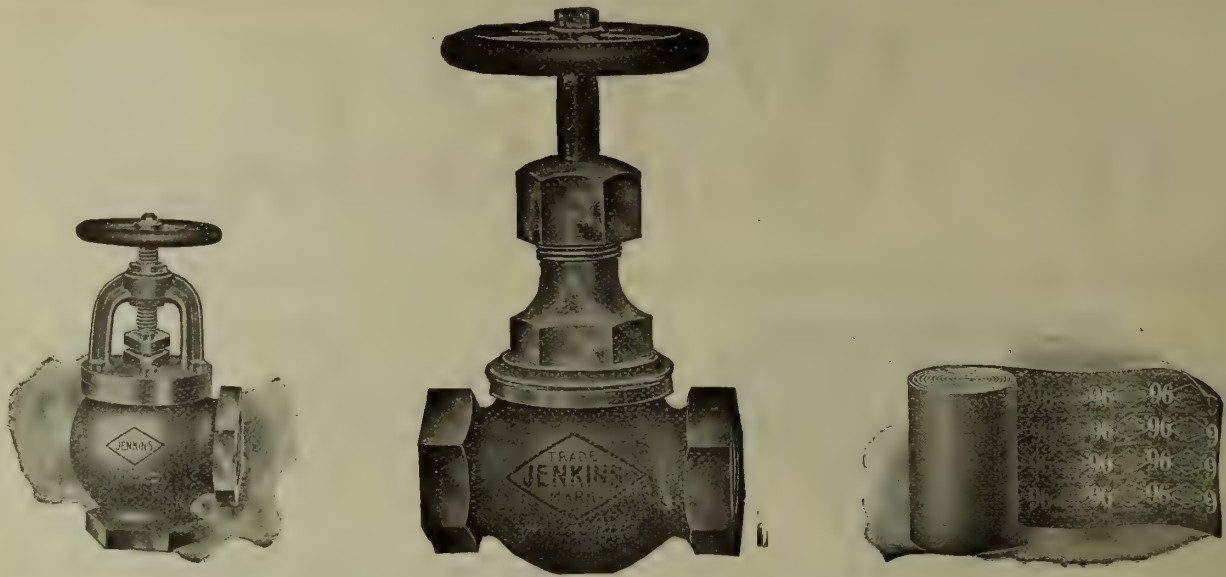
The Gurney, Tilden Company, Limited

Montreal

HAMILTON

Vancouver

TILDEN, GURNEY & CO., Limited, WINNIPEG, Man.



Catalogue and discount sheet sent on application.

JENKINS BROS., LIMITED

BRANCH AT
95 QUEEN VICTORIA STREET
LONDON, E.C., ENG.

OFFICE & WORKS
ST. REMI STREET & ACORN AVENUE
MONTREAL, QUE.



Back in the Sixties

we started the first screw making plant in Canada. Ever since we've been extending our plant and keeping well in the lead. Our trade mark means satisfaction. Look for it when you buy

MACHINE SCREWS

Wood Screws, Wire Nails, Tacks, Stove, Sink, Tire and Sleigh Bolts, Bright Wire Goods, Iron, Brass and Copper Rivets and Burrs, Staples, Corrugated Fasteners, Wire—Bright, Coppered, Tinned, in coils or cut to lengths, etc.

Canada Screw Co., Limited

Toronto

Hamilton

Montreal

WIRE

of every description

FLAT, ROUND, SQUARE, HEXAGON, TRIANGULAR
and ODD-SHAPED for all requirements.

SPRINGS

We make springs to any specifications, fine or heavy; "spring" catalogue on request.

YOUR ENQUIRIES SOLICITED.

UNITED STATES STEEL PRODUCTS EXPORT CO.,
MONTREAL.

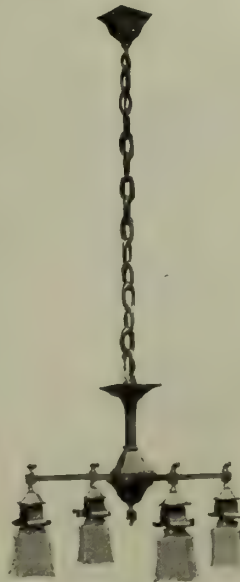


Manufacturers of Artistic Electric Lighting Fixtures

We make a large variety of these goods in plain and ornamental designs—

Pendants, Brackets, Clusters,

Portables, etc.



If interested in this line, our Fixture department will be pleased to mail you catalogue.

The James Morrison Brass Manufacturing Company, Limited
93-97 Adelaide St. West, Toronto



QUICK TURN OVER OF PROFITS

That's the secret of modern business success—goods that please, that bring back customers ; goods that help keep the clerks busy—a continual jingle of coin on the counter.

DOMINION AMMUNITION

is a staple to Sportsmen. It is sold all over the world and its sales increase every year by enormous figures. This means we helped retailers to make money selling Dominion Cartridges and Dominion Shells.

Shall we co-operate with you ? Write to us.

Dominion Cartridges
(Sure fire.)

Regal Shells
(Ballistite dense smokeless powder.)

Sovereign Shells
(Empire bulk smokeless powder.)

Crown Shells
(Best black powder.)

Dominion Cartridge Company, Limited, Montreal

KEMP'S Improved Steam Cereal Cookers

SUPPLIED IN DIAMOND OR PEARL WARE



Nos.
Pints (inside dish)
Inches
Per Doz.
Case Lots

104
4
8 1/4 x 4 1/4
\$13.50
1

106
5
9 1/4 x 5
\$17.50
1

108
8
10 1/4 x 6 1/4
\$22.00
1

WRITE FOR DISCOUNT

Kemp Manufacturing Co., Cor. Gerrard and River Streets, **Toronto, Canada**

The Kemp Manufacturing and Metal Co., Ltd.
111 Lombard St., Winnipeg, Man.

The Kemp Manufacturing Co. of Montreal
39 St. Antoine St., Montreal, Que.

"Men Who Sell Things"

What Respect for One's House Really Means—A Homily on Dress and Orderliness, One of the Important Factors of Salesmanship—Something About Displaying Samples.

By Walter D. Moody—Serial rights for Canada purchased by the MacLean Publishing Co. from the publishers, A. McClurg & Co., Chicago.

CHAPTER XVII.

DRESS AND ORDERLINESS.

Good clothes help to make a salesman. Observers are more impressed by the tidiness of one's clothing than by its expensiveness or variety.

It is said that no one ever notices a man's linen, unless it is soiled; or his hat, unless it is of unusual shape, or dusty, or shabby; or his shoes, unless they are loud, or need blacking, or are worn down at the heel.

True, unpleasant conditions do attract notice, but it is undeniable that the observer is always agreeably impressed by the cleanliness and good style which distinguish the gentleman. Every salesman, therefore, owes it to himself and to his house to be well dressed.

The secret lies more in the choice of clothes and the way they are taken care of, than in their expensiveness or variety. Often the man with a modest wardrobe is better dressed than the one with many suits. Naturally, the man is light-headed, not to say wicked, who would squander on coats, boots, and neckties an income sufficient to support several families; but the example of the careless, slovenly man is not inviting, and if extravagance is to be deplored, there is merit in good dressing. Strike the happy medium. Be neither a Beau Brummell nor a dust-stained Weary Willie.

Neglect of the clothing is a symptom of slovenliness that is apt to be progressive.

The Well-Dressed Salesman.

The well-dressed salesman is scrupulously neat, carries himself well, and is alert and active. The salesman who is content with ill-fitting clothes, shabby hat, soiled linen, rusty shoes, and a collar that is a size too large may be a very bright man and representing a first-class house, but he certainly does not look that way. The first impression the observer forms of him is that he is a "down-and-outer," bordering on a state of collapse. So much depends on first impressions and in keeping up good impressions once formed, that every salesman should regard his personal appearance as important.

Contempt for clothes is too often associated with laziness. The salesmen whom the general trade care to meet are those who "keep up" in every way. In matters like dress, it is a good thing for the salesman to try to get a look at himself "as others see him."

It matters little what your income is or the claims there may be upon it, you can at least afford to patronize a tailor who can give your clothes a stylish cut and a neat fit. Properly selected and adjusted fifty-cent neckties look as good as dollar ones; and a hat that becomes you costs no more than a misfit.

How Personal Appearance Counts.

Personal appearance in salesmanship counts so much and costs so little, that

any salesman can afford the price, and it is money well invested. A man is judged almost as much by his appearance as by his actions or the degree of his sanity in this progressive age. A well-dressed, alert salesman will get a "look in" with a brusque merchant, while his slovenly brother is being waved aside with the busy signal.

Orderliness in dress goes hand in hand with orderliness in the sample-room and orderliness in everything else connected with the work of a salesman. Nothing creates in the buyer a desire to buy like stepping into a well-ordered salesroom. The most attractive line of goods will lose out fifty per cent. through ineffective display in a cluttered-up room.

Displaying Samples.

The proper display of samples on the road is a subject worthy of the closest study. Due care should also be given to cleaning up the sample-room in general before going out to round up a customer. Waste paper, trays, and empty boxes should be stowed away out of sight, and everything arranged in apple-pie order, if one hopes to conduct a customer through the line without a hitch.

Some salesman are naturally orderly; others learn to be, by hard knocks taught in the school of experience; and still another class never learn the lesson. I graduated from the second class during my first year on the road. It happened in this way.

My line was displayed in a large, hustling, northern Michigan town. Our house had practically no business there, and my first three visits were devoted largely to an effort to interest the largest concern in the place; but I failed.

On my fourth trip I found the buyer of my line away on sick leave. The head of the house was a crusty, nervous old man; but not wishing to be turned down altogether, I summoned courage enough to approach him.

In the place of the curt refusal I expected to receive, to my surprise, he asked in a quick, sharp manner if I would be in my room at the hotel at twelve o'clock. Receiving a reply in the affirmative, he promised to meet me there at that hour. With eager expectancy I went back to wait out the interval. I was nervous and dreaded his coming, for that was my first experience face to face with a big merchant.

He was on time to the second. With youthful indiscretion I greeted him rather more effusively than the occasion required, which he failed to notice, however, for he pushed right by me into the room without any ceremony whatever. Before I had recovered my mental equilibrium, he was firing questions at me, two at a time, concerning the value of various items in the line. Without giving me time to answer even his first inquiry, he started for the door, with the remark that he guessed

there wasn't anything he wanted. Stopping on the threshold, he turned and said, "If you have a black silk at—, I can use a few pieces."

"Certainly," I said, "I'm sure we have it," and commenced a search that ended in despair. The piece-goods samples were jumbled in a telescope with two or three other lines, and in spite of desperate efforts to locate that silk sample, I couldn't put my hand on the right one, although I knew it was there.

He got impatient, and I got nervous, which gave me blind staggers, and I couldn't have found that sample if it had stood in front of me as large as the statue of Liberty. Muttering something about "disorderly salesmen," he rushed out, banging the door behind him. I dropped into a convenient chair in a cold sweat. Ten minutes later I located the offending sample and started to run over to his store with it, when it struck me that he was probably at luncheon. At one-thirty I found him in his office and hastened to apologize for the delay.

(To be Continued.)

CREATING A NEW CUSTOMER

How a Trade Newspaper Ad Brought a Traveler a New Account.

In a prosperous town of the central part of Ontario there is a merchant who, until recent years, had never included wall paper in his stock. One day, three or four years ago, he was thoughtfully turning over the pages of one of the MacLean trade newspapers when the advertisement of a prominent wall paper manufacturer caught and held his attention "Why not handle wall paper?" thought he, "surely I can turn a few honest dollars that way. I'll try, anyway!" So he sat down and wrote to the wall paper manufacturer, who at once dispatched a traveler with a full line of samples. Later on, the smiling traveler left the store with a pretty fair order booked. In a couple of years that merchant had cleared several hundred dollars; and, needless to say, the traveler who followed up the first enquiry still gets the business. Really, there is no business-getting combination on earth superior to trade newspaper advertising and live travelers who appreciate its advantages!

Displaying Goods Helps Business

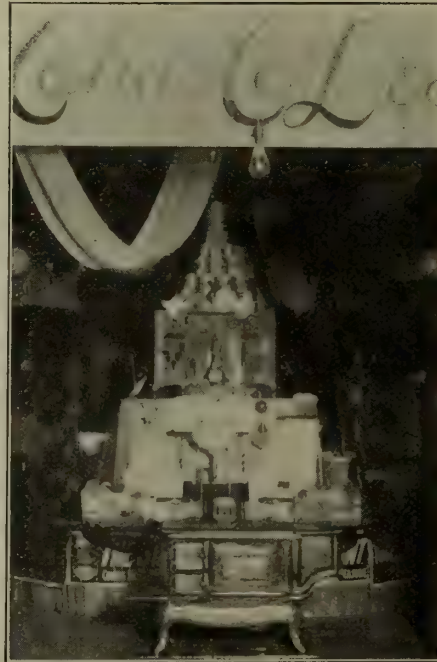
Plumbers Can Develop Trade by Neat Shops and Window Displays—Exhibits at Fall Fairs—Co-operative Display Room Suggested.

TWO GODERICH DISPLAYS.

While there are some notable examples of effective window displays and neatly arranged shops with sample bath rooms, etc., Canadian plumbers do not as a rule, take advantage of their opportunities in this direction. In coming issues Hardware and Metal will illustrate some of these exceptions to the rule and the trade are invited to send photos of their windows and shop interiors for reproduction in these pages.

Charles C. Lee, Goderich, is one who knows the advantage of window advertising. The accompanying illustration shows his hardware and plumbing store decorated at the time of the fall fair a year ago. The picture has been taken too far away to show much detail, but it will readily be noticed that half of the window is arranged as a kitchen, with a sink, gas range, etc., and the other half as a bathroom, with a bath, closet, basin, range boiler and gas heater installed. This is an idea that can be worked out by any plumber. A few yards of oilcloth for the floor and wall and a few hours' labor is all that is necessary as the goods ought to be in stock for display purposes. Then the displays can be maintained with a little effort to keep the window clean and an occasional change, such as putting in a few sizes of radiators and a hot water boiler during the season when heating contracts are secured.

kind are helpful in educating farmers and others in what is available in the way of modern conveniences. A plumber



Plumbing Display at Goderich Fair.

down in Maine has been making displays of model bathrooms at his local fair for three years and has secured numerous orders as a result. He installs a medium-priced bathroom, for instance, and puts up a card: "This outfit has

that what he can have they ought to have also.

Illuminate displays at night, keep them clean and they will help to bring business to you.

SAMPLE BATH ROOM.

In displaying plumbing fixtures to their best advantage it is generally conceded by manufacturers and practically all those who display fixtures that it can be done by showing them as they would appear in the finished bathroom. To accomplish this end elaborate rooms have been fitted up by some of the larger manufacturers and plumbers, but this is an expensive procedure frequently costing \$500 per room. In the accompanying illustration is shown an arrangement used by George Howard, plumber, Mount Vernon, N.Y. As will be seen by the illustration a division is made about the same size as a bath-



Sample Display Room.

room. It has the advantage of being easily constructed, and at the same time not requiring any artificial light or any blocking off of light from other sections of the store. Frequently such displays as this are connected under water pressure, which make them much more effective for displaying certain classes of goods.

SAMPLE ROOMS FOR BUILDERS.

One of the most serious obstacles which architects now have to contend with in the erection of new buildings and in connection with specifying plumbing goods is the lack of adequate display rooms of plumbing goods outside of the larger cities, writes D. Zeimer in the Metal Worker. In other lines there is excellent opportunity for the customer to see the goods desired, especially in the line of builders' hardware, as complete sample rooms are maintained in almost all cities, and even the coun-



Front of C. C. Lee's Hardware and Plumbing Store at Goderich.

Another of C. C. Lee's enterprising displays is shown, it being made at the Goderich fair last fall. Displays of this

been installed in Arthur Brown's new house," and as everybody knows Brown as an up-to-date young farmer, they feel

try hardware merchant carries a variety of stock, so that his customer may be permitted to select such goods as he desires.

At one time practically all plumbers except those who attended purely to jobbing trade made a considerable display of plumbing fixtures, but this at the present time is manifestly impossible with the great number of baths, both of enameled iron and solid porcelain on the market, as well as the variety of shapes made for different purposes. Not only is the space lacking for any display, but it is difficult to see where there would be sufficient profit to pay for making such an investment. In all probability the plumber himself cannot display the goods to advantage in his own shop, but a way may be found so that displays can be maintained, the advantage to accrue to the plumber himself and the expense borne by him rather than by the manufacturer.

The manufacturers have made extensive displays and fitted up their showrooms in an expensive manner in many cities, but unfortunately but a partial line can be seen in any one of these showrooms, as the manufacturer of enameled iron ware would manifestly not wish to display solid porcelain goods which he does not make, and vice versa, consequently for a customer to see the different lines of goods on the market he is obliged to go to the showrooms of two or three manufacturers or several jobbers who keep such a display. Many jobbing houses take particular pride in having attractive showrooms, but these are not always kept up to date, nor is the line complete, and very frequently customers come into these showrooms unaccompanied by master plumbers, consequently they can gain little or no information regarding the quality of the goods, and much time is wasted by several master plumbers in showing goods to prospective customers in the jobber's showrooms. Oftentimes the same customer is taken to showrooms by several different plumbers for the selection of goods for any one job, and this is quite frequently a small one.

A Co-operative Show Room.

The cost of this display whether made by the manufacturer, the jobber or the plumber, will ultimately be borne by the consumer, and consequently any display which will answer the consumers' needs and at the same time be economical to maintain will be of benefit to the trade. It is well within the range of possibility for the master plumbers' associations in any city or town to maintain at the expense of the association a complete showroom, showing the new goods and having them there either at the expense of the manufacturer or preferably bought and paid for by the local

association. This should be in some centrally located place and should be taken care of by some one who is not only thoroughly conversant with the merits of the various classes of goods, but who will command the respect of the architects. In this way the plumber does not have to go to the expense of carrying a large line of fixtures in his own shop and he is more independent regarding his buying. A scheme of this character, to my mind, would not only be a benefit to the consumers, but a benefit to the association, and would assist materially in riveting together the business interests of the members, providing them with an ever increasing source of profit. The expense of the institution, which would ultimately fall on the consumer, would necessarily be borne by ordinary assessments, and in this way would be an outlay of the members, but probably no more would be expected in fitting up a showroom of this character than would be by various members for showrooms of their own.



Strachan & Hebden's Shop at Nelson, B.C.

PROSPEROUS NELSON FIRM.

A fine window for display is shown in the illustration of Strachan & Hebden's building at Nelson, B.C., this firm having succeeded Hebden & Hebden, who opened business just ten years ago. At present the firm has on hand a \$60,000 contract for city schools, and another for a large Methodist church. They have just completed the heating plant of the C.P.R. station at Castlegar, B.C.

A SAMPLE ADVERTISEMENT.

As an introductory paragraph for a plumber's ad., the following is about as good as has appeared for some time:

Essential to comfort. No house of modern construction is now considered even half way com-

plete unless it has a perfect system of plumbing. The cost of this can be low if materials of ordinary finish are used. If more elaboration is desired the expense is greater, but in no case are our prices in excess of the value given. We do highly satisfactory work at moderate rates.

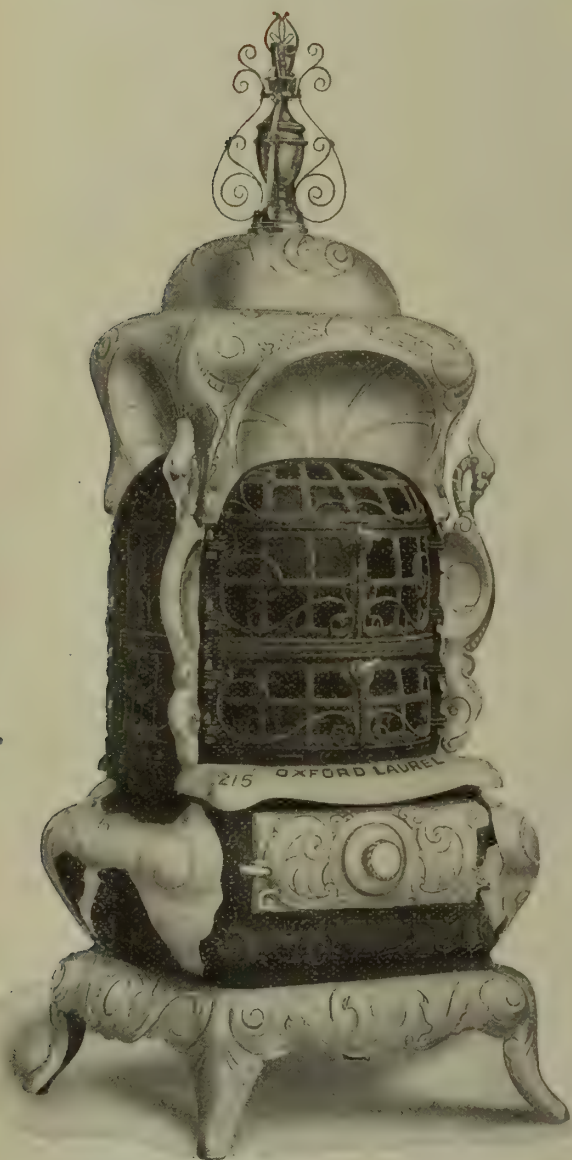
EXHIBITION VISITORS.

The following hardwaremen were seen in Toronto this week: Wm. Glassford, Beaverton; Thos. S. Tait, Campbellford; W. H. Pogue, Little Britain; Chas. Boyd, manager estate of J. F. Young, Gravenhurst; Chas. Sargent, Claremont; Walker Holborn, Sutton; Gibb McLaren, Port Elgin; J. M. Scott, of D. Graham & Sons, Inglewood; J. Parr, Blackstock; W. G. Neal, Walton; J. A. Henderson, Brampton; W. G. Scott, Mt. Forest; F. Murray, Cayuga; J. Henry Orono; J. Waverley, of H. Wolfhard & Co., Berlin; W. W. Scott, sr., Forest; W. P. Samson, Blenheim; W. H. Richardson, Essex; A. Ballantyne, Brantford; M. F. Derby, Selkirk; A. J. Wagg, Mindemoya; D. W. Elsley, Hawkesville; W. Stevenson, Willowdale; C. J. Boyce, Warkworth; A. A. Graham, Warkworth; J. A. Anderson, Morganston; Geo. Earl, Pusey; F. W. Lee, Enniskillen; S. E. Eakins, Millbrook; A. T. Bowie, Acton; J. A. McFadden, Mono Centre; C. W. Cole Keswick; Geo. E. Dinstedt, Auburn; J. H. Beamish, Schreiber; D. McConnell, Hillsburg; A. H. Smith, Tilbury; J. Spahr, Wellesley; W. H. Creeper, Haydon; A. Griffin, Alma; W. T. Price, Berkeley; S. L. McCabe, Lotus; T. D. McPherson, Niagara Falls; H. M. Borland, Coldwater; J. Greig, Iron Bridge; W. J. Laurin, Pt. Colborne; J. W. Walker, Belleville; Geo. A. White, Trenton; W. A. Fuller, Green River; Roy Black, Jerseyville; E. L. Yerex, Little Britain; W. J. McMurtry, St. Thomas; J. R. Newton, Cowanville; Howie Feely, Brantford; Jas. Redpath, New Liskeard; T. N. Dunn, Ingersoll; W. E. Nixon, Milton; Jas. Pattison, Ayton; S. R. Peart, Rockwood; Geo. Williamson, Simcoe; C. W. Conn, Tillsonburg; S. W. Vogan, Walkerton; J. C. Hanley, Read; T. R. Loughheed, Gore Bay; A. McMurray, Gilmore; W. J. Moorish, Highland Creek; X. H. Hartwick, Fisherville; H. P. Merriek, Mitchell Square; W. C. Thompson, Inglewood; W. H. Rumball, Victoria Harbor; J. W. Rork, Norwood; Russell Chown, Belleville; F. W. Otton, Barrie; C. E. Noble, Dundalk; Stillman Bros., Keene; J. Franks, Woodbridge; J. Hay, Unionville; R. J. Pedlow, Delhi; W. M. Pringle, Whitby; J. G. Laurie, Maple; Jacob Eyer, Richmond Hill; Geo. T. Hancock, Port Hope; J. J. Cain, Alliston; S. McIntyre, Priceville.

G. A. Ferguson, of Ingram & Davey, St. Thomas, spent Labor Day in Toronto.

GURNEY-OXFORD

BACK of the name Gurney-Oxford are years of experience and the accumulated knowledge that has produced the greatest successes in cooking and heating apparatus. The name immediately suggests to your customers the highest efficiency, the greatest durability. That is why it takes so little effort to sell Gurney-Oxford products. That is why each customer you sell starts an endless chain of praise for the Gurney-Oxford lines.



GURNEY-OXFORD

ART LAUREL BASE BURNER

Here's a heater that sells on sight.

It catches a woman's eye through its truly artistic appearance—it appeals to her because it is easy to operate, requires little attention and coal may be put on and ashes removed without the least dirt or disorder.

Then it appeals strongly to the man who pays the coal bills. It can get more house warmth out of the coal it burns than any other heater.

These are points you can prove to your customers—points that will sell stoves.



The Gurney Foundry

Stocks at Montreal, Hamilton, London,

Do you realize what weight that name carries with your customers?

GURNEY-OXFORD HAZEL

(Wins approval on sight)

A parlor stove for wood.

Medium prices and without an equal as a heater.

It's an "Air-Tight" with a cast iron lower body and a richly ornamented cast front. It will not burn out. Ordinary steel heaters have given trouble in this way, but the Hazel is built so it will last.

The joints are of a special construction, insuring more heating power—more direct radiation to the floor, than with any other parlor wood heater, and

The Hazel has an extra large feed door with a large opening in the top, with a swing cover.

Removable foot rails, and rich nickel trimmings make the Hazel a very handsome stove.



GURNEY-OXFORD CHANCELLOR RANGE

Here's the range that has proved itself.

Proved itself as a quick seller on the sample floors of progressive merchants. Proved itself as an efficient, economical range in many Canadian kitchens.

Built of cold rolled, dead flat steel—lined with asbestos millboard and riveted and mounted in the most perfect manner.

Built with or without high warming closet and reservoir.

If you haven't already done so, get a Chancellor Range on your sample floor—it will mean more sales.



Co., Limited, Toronto

Winnipeg, Calgary, Edmonton, Vancouver



Hardware Conditions in Great Britain

(From Hardware and Metal's Special Correspondent for Great Britain.)

Sheffield, Eng., Aug. 28.—All manufacturers are of the opinion that trade with Canada has fallen off to a lamentable degree. For quite a long time now it has been recognized that Canada's demands for plate, cutlery, hardware and steel have been steadily growing, and manufacturers have been on the alert to meet them. In recent years lucrative Canadian connections have been established, but now not only has it been impossible for firms to open up trade with Canada, but it has been difficult for houses well known in the Dominion to get sufficient orders to justify their keeping a representative on his rounds for anything like so long a period as formerly. But the manufacturer here is not keenly disappointed, it is what he is experiencing in other markets. The consoling fact is that with good harvest prospects there is every hope of business being resumed on an active scale. Certainly stocks in Canada of British-made hardware, cutlery and plate must have got very low, and only a realization of the hopes of bumper corn crops is needed to make the replenishing of stocks a time for an industrial fillip in the trades which have found Canada to be such a good and consistent customer.

The Trade Outlook.

Trade generally has not improved. This is the holiday season, and a revival could hardly be expected at such a time, but there is a more hopeful feeling and the autumn will doubtless see a much better state of affairs.

Recently the governments of two South American Republics have been in communication with a Sheffield firm for the supply of very large quantities of knives and forks, machine-made all in one piece. Accompanying the inquiries were patterns made in Germany almost identical with the Sheffield productions. Were it not that the blade was coarser and made of worse steel—though of excellent finish and shape—it would have been difficult to pick out the Sheffield-made article.

But while the large orders which are to be obtained would keep works well employed, there is a serious deterrent in the fact that the freight charges and the other debits incidental to the laying down of these goods, say in Chile or Peru, would reach a total equal to the value of the goods themselves. This is due largely to the heavy weight of the goods, and there have also to be considered the prohibitive exchanges with the South American Republics.

Very large numbers of sugar-cane knives have recently been sent out to the West Indies. Some of them have very large and heavy blades with a scale-tang haft in thick leather to give the workmen a good grip. The constant-

ly recurring demand for these goods is due to the short "life" of the goods. The juice of the cane ferments upon the steel after a day's work—knives being thrown on one side without being wiped—and in the morning the blade is often found to be eaten through, with an edge like a saw.

Palette knives, made of most pliant and flexible steel, are being sent in large quantities to America, Russia, Finland and Normandy, where they are used in the preparation of honey-comb for the market.

Some Big Contracts.

The railways of India and South America have been the best customers this year in the departments which are devoted almost exclusively to the manufacture of railway material.

Messrs. Braithwaite & Kirk, the Crown Bridge Works, West Bromwich, have received an order from the Indian Government for about 4,000 tons of bridge work for the Bengal and North Western Railway, consisting of 18 bridges, each of 200 feet clear span. The order, which was received in open competition, will be sufficient to keep 250 men employed for nearly twelve months.

A contract for a foreign railway company has just been completed by Hadfield's Steel Foundry Co., of Sheffield. It is a huge stone-breaking plant, with breakers of the fixed type, driven by electricity. The plant comprises eight complete breaking sets, served by two common conveyors, and has a total output of 4,500 tons of ballast a day.

The Price of Coal.

One of the most serious causes of depleted profits of all manufacturing concerns has been the very high price of fuel during the past year. Coal owners complain that they are worse off now than they were before, but as every firm has been paying "through the nose" for fuel for nearly twelve months, there is no need to go very far to find the cause of the coal owners' prosperity.

The big manufacturing concerns which have best weathered the storm of bad trade are those which have their own collieries.

As an example of how profits are affected by high fuel charges, an examination of the accounts of eleven railways shows that during the half-year ended June 30th, they spent close upon half a million sterling more for locomotive fuel than they did in the corresponding period of 1907. This may not seem much to the Canadian mind, because of the magnitude of railway concerns in the Dominion. Perhaps my point may be better made if I state that 75 per cent. of the increased working expenses

of those railways was attributable to the coal bill.

A bright spot is that contracts by railway, manufacturing and gas companies are all being arranged at lower prices than have recently been operating.

In some instances the fuel bill has been kept lower by judicious alterations in plant and machinery. At the annual meeting of the Sheffield Forge and Rolling Mills it was stated that had it not been for the introduction of water-tube boilers and the replacing of antiquated plant by more modern machinery the coal bill during the year would have been £10,000 more than it was ten years ago.

Exports Still Declining.

I have again gone through the Board of Trade returns for figures of special interest to readers of Hardware and Metal. They show that exports from the United Kingdom to Canada are still declining very considerably.

Taking hardware first, the value of these exports to Canada in July was only £2,366 compared with £6,569 in the corresponding month of 1907, and £7,345 in July, 1906. In the seven months to July 31 the decline is not so proportionately large, but it is about 50 per cent. For that period this year the value was £21,588, compared with £37,022 in the corresponding period of 1907 and £36,274 in the corresponding period of 1906.

Cutlery is even worse when 1907 is taken as a basis, but then the exports to Canada were exceptional. The value in July, 1908, was £5,708, a very big drop from £13,076 in July, 1907, but not so very far from £7,236 in 1906. If the first seven months of the year are taken the decline is not so marked. For that period of 1908 the value of cutlery exports to Canada was £40,925 compared with £62,342 in the corresponding period of 1907, and £50,321 in the corresponding period of 1906.

Unwrought tin also shows a decline, rather marked when contrasted to 1907, but not far short of the level of 1906. For example, the exports to Canada in July, 1908, were of the value of £4,760; in July, 1907, £8,702; and in July, 1906, £5,734. For the seven months of 1908 the value was £47,069; for the corresponding period of 1907, £67,056; and for the corresponding period of 1906, £49,077.

The exports of pig lead and manufactures thereof to Canada are looking up, and in July last they amounted to 293 tons, well ahead of July, 1906, when the weight was 249 tons. In July, 1907, the quantity was 475 tons. For the first seven months of the year also 1908 is ahead of 1906, but below 1907. The 1908 figures are 2,237 tons; 1907, 3,478 tons; and 1906, 2,117 tons.

Steel bar, angle, rod, etc., exports to Canada show fewer signs of recuperation. In July, 1908, they only amounted to £14,402, compared with £38,326 in July, 1907, and £27,325 in July, 1906.

For the seven months to July 31st, 1908, they only reached £70,967 compared with £157,919 in the corresponding period of 1907, and £131,320 in the corresponding period of 1906.

The Tin Plate Trade.

The tin plate trade is improving, and South Wales manufacturers report a better inquiry from Canada. This is thought to be partly due to the operation of the Anti-dumping Act. One firm alone is said to have sold to Canadian merchants 100,000 boxes for delivery during the last six months of the year. All the mills are employed to the full capacity. Recently 2,038 tons of tin plates were despatched to New York.

In addition to the extensions to be made by Gilbertson & Co., of Pontardawe, mentioned in my last letter, I hear that Baldwins, Limited, have recently purchased a tract of land upon which they propose to erect new sheet mills.

R. A.

GOVERNMENT INVESTIGATION AT MONTREAL.

The inquiry into the affairs of the Department of Marine and Fisheries conducted before Justice Cassels in Montreal showed that not only did the Government not have to pay exorbitant prices for supplies but the Department even got goods lower in many cases than the ordinary merchant. Among the many Montreal firms called to give evidence with regard to the business done with the Department were: Lewis Bros., Caverhill, Learmont & Co., Drummond, McCall & Co., The Sherwin-Williams Co., James Robertson Co., Thos. Robertson & Co., The Imperial Oil Co., B. J. Coghlin & Co., Jack Watson & Co., McCall Bros. & Co., the E. Cavanagh Co. and I. L. Lafleur.

James T. McCall, of Drummond, McCall & Co., said, in the course of his evidence, that his firm had always charged the Department the regular ordinary prices. They never distinguished between purchasers, whether it was the Marine Department or not, except that sometimes with the Department they cut the price very fine to get the business, sometimes finer than they would with other customers.

An accountant's examination of Drummond, McCall & Company's books showed that the prices charged the Government were very low, and there was nothing to indicate the allowance of a commission or a rake off to anybody.

J. G. Lewis, of Lewis Bros., said that generally speaking, they had charged the Department lower prices than other people. In many cases they would have been better without the business considering what it cost them to make the turn over. Their average profit in dealing with the Government would probably be less than 7½ per cent., while they figured the cost of doing business at 12½ per cent. The accountant's report corroborated Mr. Lewis' statement.

George Caverhill, of Caverhill, Lear-

mont & Co., said his firm gave the Government the benefit of trade discounts as other dealers did, and the Government obtained all the advantages other purchasers secured. He had never been approached by an official of the Department for a rebate or rake-off.

Alex. Wood, manager of the hardware department in the James Robertson Company, said that he always sold on tender, and he regretted to say that his tender was not always accepted. The Department was treated as a wholesale jobber.

C. C. Ballantyne, of the Sherwin-Williams Paint Company, Montreal, and G. J. Kilpin, of the Imperial Oil Co., Montreal, also testified.

HARDWARE TRADE GOSSIP.

Ontario.

Garner Bros.' tinware and stove store, Niagara Falls, was burned a week ago.

Frank Taylor, of Taylor Bros., Carleton Place, spent Monday and Tuesday in Toronto.

The tinware and stove store of A. D. Enticknapp & Son, Dumbo, was burned last week.

E. S. Townsend & Co., hardwareman, Harrow, is succeeded in business by Louis T. Ferris.

J. C. Walker, sheet metal worker, Toronto, has moved from 536 Manning Avenue to 872 Bloor St. west.

S. S. Wetmore, of A. M. Bell & Co., Halifax, N.S., with his wife, spent several days in Toronto during the past week.

D. Mistelet Rodney, accompanied by Mrs. Mistelet, visited Toronto on Tuesday and returned home by Niagara and Buffalo.

C. L. Moffat, Winnipeg, Western representative of the Moffat Stove Co., Weston, has been holidaying in Muskoka and spent a fortnight in Toronto during the Exhibition.

Fred Ryan, vice-president of the Charles Fawcett Manufacturing Company, Sackville, N.B., stove manufacturers, spent the past week in Toronto with Mrs. Ryan.

B. C. Hazlett, sales manager of the Martin-Senour Company, paint manufacturers, Chicago, was in Toronto on Tuesday on his way to visit the company's Canadian headquarters at Montreal.

Quebec.

Peter Cohen, hardwareman, Montreal, has assigned.

Desire Gaudreau, tinsmith, Roxton Falls, has assigned.

G. N. Gray, Ottawa, manager for Lewis Bros., Montreal, was in Montreal this week.

The infant son of J. Lucien Normandin, of Frothingham & Workman, Montreal, was accidentally drowned at Woodland, near Montreal, last week.

George E. Chaffee, advertising manager of Lewis Bros., Montreal, was at

the Sherbrooke Exhibition last week, demonstrating the merits of the Marvel Safety Razor, made by the International Safety Razor Co., New York.

G. H. Kenyon, representing William Kenyon & Sons, Dunkinfield, Manchester, manufacturers of transmission rope, is visiting Canada, looking into the trade conditions of the country. He is quite pleased with the result of his visit. He has appointed Jones & Glassco, Montreal, as the firm's agents, and they will carry a complete line of this rope.

Ernest Howard Caswell, of the Sherwin-Williams Co., Montreal, is dead from an affection of the heart. Born in England, he came out to Montreal 15 years ago, and was first in charge of the varnish department of the William Johnson Company. He was then for 8 years with the McCaskill-Dougall Company, and of late has been connected with the Sherwin-Williams Co., first in Newark and then in Montreal.

T. H. Jordan, of A. C. Leslie & Co., Montreal, has just returned from an extended business trip to the West, visiting Winnipeg, Sudbury, Port Arthur, Fort William and Owen Sound. Mr. Jordan considers that conditions look very promising out West. There is a greater feeling of confidence all the way round, although buying would be on the cautious side for some time. The harvest was above the average, and the farmers were getting a good price for their grain.

NOTES FROM VANCOUVER.

W. O. Webster and R. W. Hanna have taken over the office furniture and type-writing department of Clarke & Stuart. Mr. Webster is a typewriter man known from the Atlantic to the Pacific, while Mr. Hanna was formerly field superintendent of the western agencies of the Globe-Wernicke Company.

J. A. Flett, Limited, have put in a complete sporting goods department. The gun repairing will be under the charge of F. Birkett, late of McLennan, McFeely & Co.

Work is now being carried on in connection with the installation at Wallace's Shipyards, North Vancouver, of ways to cost \$30,000, and which will accommodate any of the coasting vessels now coming into this port.

McCLARY FACTORY AT MONTREAL BURNED.

The branch factory of the McClary Mfg. Co., 95-99 King St., Montreal was damaged by fire on Saturday, Sept. 5, the two upper stories being burned, the fire originating in the reserve stock. The factory will be closed for a few days but business will be carried on at the Montreal warerooms, 334 St. Paul St.

BUSINESS CHANCES.

PARTNER WANTED—One who is thoroughly versed in the hardware business, and preferably one with considerable knowledge of tinsmithing, plumbing, steamfitting, etc. Would need to have from \$2000 to \$3000 in cash. Business well established, town of 2000 in sunny Alberta. Would consider selling outright to buyer with \$5000 to \$7000. Write for full particulars to "Owner," Box 746, HARDWARE AND METAL, Toronto. [38]

HARDWARE^A METAL^N

Established 1888

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TECHNICAL EDUCATION.

The Premier of Ontario will look into technical education matters when in Europe. It is a subject that will take a great deal of looking into.

Canada has been blessed by nature with a great many things that if utilized will make it a great nation; but we are not always so quick to take advantage of our opportunities as we are to boast of their existence.

It is not because a country is rich in natural resources that it becomes great. Greatness depends more upon the character of its people than upon any other factor in nation building.

Technical education builds up character by awakening the intelligence and stimulating the creative powers of the youth of the country who come under its influence. This is not a supposition. It is a fact attested by the experience of other nations and particularly Germany. The position that country has assumed during the last ten years among the industrial nations of the world is ascribed more to technical education than anything else.

In Canada we have made a beginning, but it is a very small beginning. Outside a Board of Trade or two and the Canadian Manufacturers' Association no body of men seem to be very enthusiastic over the subject. Even the educationalists, with few exceptions, are indifferent. Last year the inspector of technical education for Ontario, with a view to ascertaining what technical work was being done, sent a circular to the public school inspectors in that

Province. In his official report he says that not nearly 50 per cent. replied. This is certainly discouraging. And yet Ontario is doing more for technical education than any other Province.

Two or three years ago a movement was started to secure the co-operation of the Dominion Government. While supervision and care of education devolves upon the Provinces it is only proper that in a matter of such national importance as technical education assistance should be given by the Federal authorities. So far the most the Dominion Government appears to have done is to consider the advisability of appointing a commission to investigate and report upon this important subject. The matter has not yet gone beyond the consideration stage.

Politicians are usually slow to move in the direction of reform but it is to be hoped that while abroad the Premier of Ontario will be so strongly inoculated with the technical education microbe that his enthusiasm will burn as a fever. In the meantime why should not another effort be made to inoculate the Dominion Government?

PATRONIZE YOUR LOCAL PRINTER

Retail merchants, particularly in the smaller towns, are more than any one else interested in the matter of home patronage. With this in view isn't it rather peculiar that they are often the first persons to go out of their town for printing, or rather, allow their work to be gobbled up by the smooth solicitor of some out of town concern? This is no imaginative affair, either. Such a thing happens almost every day in nearly every Canadian town.

Along about November, for instance, along comes a solicitor with a gaily-gotten-up calendar, which he offers at bargain prices for hundred lots for Christmas gifts for your customers. In a good many cases the offer is accepted.

At another time another man from a similar firm offers special prices on letter heads, statements, or advertising circulars.

These are things which ought to go to the local printer. The merchant should practice the policy of home patronage to the last notch, and he will find, too, that it will usually pay in the end. Ten chances to one, if you get him to figure closely, the local printer can pretty nearly meet the prices on the calendars, particularly if you buy them in quantity. He'll get you just as good a line of samples, too, if he's up-to-date, and he surely ought to be.

Your letter heads and statements, too, ought to be printed at home. It

means a mighty heavy knock to a merchant's home patronage talk if his stationery goes out to his customers bearing the imprint of a city or out-of-town printing firm.

So far as counter pads, checking books and the like are concerned, the large houses which specialize in these have facilities and can quote prices with which the local printer cannot readily compete, but so far as general work is concerned he should be given a chance at least to figure on it.

ADOPTING CASH BUSINESS.

If a merchant feels that he is in a position to change from credit to cash; if he is assured that he is located in the right kind of a community; if he feels that his customers can and will pay cash, it would seem advisable for him to change to a strictly cash basis. But he shouldn't make the change until he has looked carefully into the matter. He shouldn't do so, anyway, until he has mapped out a plan of procedure and knows just how he is going about it and just what he is going to do, and the reasons he is going to give, for selling for cash in future. Hasty action is most inadvisable, for such a change in method of selling merchandise is very important and every step should therefore, be very carefully considered.

Perhaps the most important step to be taken is the making of the announcement. This should be very carefully prepared, after mature thought. The reasons for the change should be fully stated; the value of the customer's patronage should be dwelt upon at length; your ability to sell at lower prices should be pointed out and impressed on the housewife's mind. Then, after the issuance of the proper sort of an announcement, there is the matter of advertising, for to make a big success of a strictly cash business the merchant will find it necessary to advertise as generously as his means will permit.

The cash dealer profits by making his ads. his salesmen; by making them talk **only and prices.** Persistent advertising will be necessary—in these days he who gets the largest share of the trade is the one who goes after it the hardest.

There is one thing to be always borne in mind by the merchant selling for cash, and that is that no matter if he is selling cheaper than before he commenced selling on a strictly cash basis, no matter how good an article he has to offer his public, if he doesn't let them know about it through advertising, he can never attain the full measure of success in the cash business.

THE SITUATION IN THE WEST

The Western Viewpoint, by our Special Correspondent.

Winnipeg, Sept. 7.—With Sept. 1 began the official crop year of 1908-09. The opening price of the wheat of the new crop was really made a few days previous, and started with No. 1 Northern, \$1; No. 2 Northern, 97c; No. 3 Northern, 93c. Ever since the opening there has been a good demand for cars of cash wheat past Winnipeg, and the premiums paid have run all the way from 1c to 4½c over the September option, which has ranged round 98c to \$1. Rejected grades have also commanded a premium of 2c. Exporters report the demand good and a very liberal inquiry, but state that at present it is not possible to decide whether the demand may not be a desire to test the new crop. Receipts of the new crop are increasing daily, and, of course, are much ahead of last year when new wheat was not mentioned in the inspection until after Sept. 20th, but it is not coming in as rapidly as it did in 1906, which was one of the earliest crops on the market we have had in the West. I wired for last issue, the Free Press' official crop estimate for 1908, putting the wheat at 102,000,000 bushels. This estimate has come to be regarded as the most authoritative news that can be obtained on crop conditions, from the fact that the country is so completely covered by wholly disinterested inspectors, the Free Press buying every mile of its railway transportation, as well as paying for the livery hire. It should be a particularly valuable report this year, from the fact that the crop is spotted, that is, any damage that has occurred is not a total damage in any one place, excepting of course from hail, which really does not figure much in the bulk of the crop. The damage from frost will not lessen the yield materially, but it will lower the grade and it is going to be a pretty hard crop to buy on that account. Indications are all in favor of good prices, and the West is feeling very chipper in spite of the frost. A careful personal survey of the whole situation leads your correspondent to the belief that 75 per cent. of all the crop damage sustained in the Canadian West this year might have been avoided by better farming. No farming, however good, will protect a man from hail, so that damage goes in the other 25 per cent., but in the case of hot winds and frost, the matter is to a great extent in the farmer's hands. He cannot prevent either coming, but he can to a very great extent mitigate their effects. In the matter of hot winds, better cultivation would have reduced the damage fully one-half, if not two-thirds. This was plainly manifest by the condition of highly cultivated fields in the district where the hot winds and lack of moisture did the most harm. Well cultivated soil had conserved the moisture from the June rains, there were no weeds to share what moisture there was with the wheat, and the plants being strong, vigorous and well stooled were capable of standing more drought. In the matter of frost the bulk of the wheat

at all seriously damaged was sown too late. There was more excuse for late sowing the past spring than usual, because the bad weather last fall had made it difficult to get lands ready in time, but even this excuse was of no avail in many cases. The real trouble is the ambition of men to cover more ground than they can get in early and in good shape, and until this difficulty is overcome there will continue to be late crops that will be frosted.

It is interesting to note the condition of Manitoba, as compared with other Provinces. There has been a tendency on the part of many farmers, especially new-comers, to discount the little Province that made the West famous the world over for wheat, and to rush to Saskatchewan and Alberta, but in the off year of 1907, 60 per cent. of all the contract wheat was raised in Manitoba, and this year 75 per cent. of Manitoba wheat was harvested and out of harm's way before there was any frost. Of course, as the Provinces of Saskatchewan and Alberta become older and cultivation has continued longer, this condition will prevail with them also. It is within the memory of your correspondent when it used to be considered that you could not grow a crop of wheat round Minnedosa, Rapid City and Neepawa without danger of frost damage, yet last year these districts harvested a 25-bushel crop without a sign of frost. This goes to show that much of the heavy land in Alberta and Saskatchewan only needs good and careful cultivation to warm up and bid the frost defiance. The West is all right, but it still has a few lessons to learn, and, as usual, they have to be paid for. Fortunately, this year the price will not be high.

The event par excellence of the week in grain circles was the movement of the Grain Exchange into its new quarters, a magnificent seven-storey building on Lombard Street, east of Main. The building is not yet quite complete, but the members were determined to begin the new crop year in the new building and so they moved. There was more reason for this than appeared on the surface, for, as a matter of fact, the opening in the new building means a practically new Grain Exchange. Ever since the disruption occasioned by the vicious legislation passed last spring by the Provincial Legislature, the members have been working quietly. A holding company was organized, which has taken over the building, buying it at sheriff's sale, and is operating it as landlords of the Exchange, and, as a matter of fact, when business opened on Tuesday morning in the new trading room, it was not the old Winnipeg Grain and Produce Exchange, with a Provincial charter, but all the members of that old exchange formed into a voluntary association without a charter of any kind. It will make absolutely no difference to the carrying on of business which will be handled precisely in the old way, but it

gives the members the control of their trading room and market reports, which would not have been possible to them had they continued to work under the old charter, after the restrictive legislation of last spring.

In land circles the event of the week was the coming into force of the new Land Act, opening up the odd numbered sections of Government land for homesteading purposes. The rush has been enormous, and even in Winnipeg where the number of homesteads thus available was small, the people spent the night in front of the land office. Moose Jaw had the largest number of homesteads to offer, some 40,000 in all, and the agents have been kept busy. The new law is a very popular one in the West, and has given a great impetus to immigration from the other side, though in many cases the homesteads have been secured by resident settlers for their sons. The fact that a lad of 18 may homestead and live at his father's home, provided that home is not more than nine miles from the homestead, makes it an easy way for the boys to get homesteads and many of them have availed themselves of the opportunity.

The railway strike does not appear to be nearing settlement, so far as the outsider can see, and there are many anxious hearts as to how the crop is going to move. There has been no difficulty so far, but the receipts have not exceeded 60 cars a day up to date. What everyone wants to know is how the company is going to handle 600 cars a day, for that is what will be needed presently. The series of disasters to their track east of Winnipeg has been a great blow, for it all happens on the lines that the wheat must pass over. There is no doubt that the company have secured a large number of men, but it is equally apparent that the number of skilled mechanics among these men is not large. It is learned, unofficially, that the men are anxious for the strike to be off, it has lasted longer now than they expected, and if the company are wise they will put their dignity in their pocket and get the thing straightened up. At present the public largely sympathize with the company, considering that the men have been rash and unreasonable, but all the same they will have no sympathy with the company if the wheat trains get tied up. The feeling of the whole business community is that anyone who puts any hindrance in the way of marketing the present crop promptly is a traitor, and should be dealt with accordingly.

The much-talked-of new Union Stock Yards are coming at last. The land, about 100 acres in extent, has been secured, though the exact location has not yet been ascertained. It is known definitely, however, that it lies between the tracks of the three railways over in St. Boniface, and is excellently situated for the purpose. The purchase of the land has been guarded very carefully, but the three railways, C.P.R., C.N.R. and G.T.P., the big abattoir firms and a few others are interested in it.

Hardware and Metal Markets

(For detailed prices see Current Market Quotations, page 66.)

MARKETS IN BRIEF.

Montreal.

Copper—Firm.
Tin—Unchanged.
Pig Iron—Steady.
Spelter—Weaker.
Lead—Unchanged.
Tank Plates, 3-16—\$2.50.
Tubes, 1½ inch—\$9.50.
Turpentine—Cut of 2c per gallon.

Toronto.

Copper—Slightly firmer.
Iron—Unchanged.
Tin—Up and down.
Turpentine—No change.
Oil—Easy.

MONTREAL HARDWARE MARKETS

Montreal, Sept. 11.—Owing to the interruption of the holiday, trade has been somewhat interfered with this week. Still a fair volume of business has gone through, with a promising stimulation in the purely fall goods. The trade is now fairly embarked on the autumn campaign, and although ordering is backward and of a conservative character, there are signs of a quicker movement in progress. No one looks forward to a phenomenal improvement, but it is generally believed that the stimulation now going on will develop into a satisfactory business rally.

Shelf goods still lead the heavier ones in regard to demand, but the latter are beginning to make up the leeway. With numerous manufacturing concerns shut down or working on short time for so many months, the heavy hardware used in the various shops was bound to suffer. The improvement in the call for these articles shows the steady stimulation that has taken place all the way round in the manufacturing centres. Tools, for instance, are now showing much greater activity.

Prices generally remain firm, and it is evident that those people who have held back buying thinking that the market would fall will be disappointed. Stocks have been allowed to run low, and only a normal demand will make it difficult for merchants to fulfil requirements on time. Conditions, therefore, look very promising for a good purchasing movement. The agricultural community seem very well satisfied with their harvesting operations, and as they are apparently getting a good average price for the grain, there is every reason to believe that they will be strong buyers shortly. As a matter of fact, all the way along the country demand in comparison with the city has been very good.

The various fall lines are moving more freely, including lumbermen's supplies,

lanterns, cutlery, sleigh bells, and ice shovels. Guns and ammunition are still in strong request, while booking for skates, toboggans, and snow shoes are showing better strength.

BUILDERS' HARDWARE—Steady trade is being done in builders' hardware. The advance in building permits during August seems likely to be maintained this month. Large buildings are still on the light side but there is a marked increase in the number of residences going up. This affects building paper somewhat, but not the ordinary lines of supplies. Lock sets, bolts and butts are in most prominent call.

SPORTING GOODS—The shooting lines are moving well, and it is evident that the hard-times talk of late months has not affected the sporting fever. New lines are frequently being put on the market and they find ready sale. It is certain that the sporting enthusiast will deny himself nothing. With good sport opening up, the dealer who is pushing this department well should secure plenty of custom. Guns, shot, powder, primers, knives and hunting clothes are in prominent demand. Toboggans, skates, hockey sticks and snowshoes are showing up better in the booking.

HOUSEHOLD UTENSILS—Dealers are now commencing to display household utensils again with the result that a stimulation has occurred in most of the lines. People are returning every day from the country, and a good demand is opening up. Bread-makers, food-choppers, mops, carpet sweepers are moving most prominently. Tinware continues to show stimulation.

STOVES AND RANGES—Trade is good and with so many residential houses being built orders are coming in most satisfactorily. The first-class lines are in greatest favor, customers recognizing that the better the article the more satisfactory and the more economical it will prove. Stove boards, stove elbows and pipes are in good demand.

RAILROAD SUPPLIES—A steady demand for the ordinary lines continues. Construction camps seem pretty well supplied now, and beyond breakages the demand will not be greatly stimulated. Hammers, picks and blasting powder are most prominent. Small tools are showing better strength.

Bolts and Nuts—The demand is better for bolts and nuts, especially in the country districts. Stocks in dealers' hands do not appear large and jobbers should, therefore, experience a steady demand all through. Nails are moving well at unchanged prices.

BUILDING PAPER—Business is improving, although the falling off in the erection of large business premises has

affected the demand. The call from the country districts continues good. Prices generally are unchanged.

FALL LINES—Booking for the fall lines is improving, although there is no snap as yet to the call. Horse blankets, snow shovels, weather strips, sleigh bells, coal hods, cow ties and halters are moving most prominently.

LUMBERMEN'S SUPPLIES—Axes and axe handles are showing slight stimulation this week, but apart from these two articles other lines are still stagnant. Prospects for supplies do not seem so bright as they might be, but there is yet time for recovery.

ENAMELWARE—The various lines are in good demand and orders are still of an encouraging nature. The Northwest is showing great improvement in the buying line. Stocks there are very light, and a strong demand should set in at any moment.

SCREWS—Fair trade has been done this week. Discounts are maintained at 85 and 10 off for flat head, bright; 80 and 10 off for round head, bright; 75 and 10 for flat head, brass, and 70 and 10 for round head, brass.

TORONTO HARDWARE MARKETS.

Toronto, Sept. 11.—Exhibition is the sole topic all along the line, and jobbers are busy with many visitors from outside points, who at this season make their annual trip to the city. The travelers from Ontario are called in to help look after the interests of their friends and customers. Caution is the watchword. While orders aplenty are being received, booking on a big scale for future business is noticeably absent. Satisfactory trading is being done, however, and jobbers are carrying just as large stocks as a year ago, and every member is busy, too.

Building is taking a spurt in various sections, some large structures which were late in starting being rushed so as to get closed in for interior work during the winter.

SPORTING GOODS—Guns and ammunition are the ready sellers just now. The shooting season will soon be on, and hardwaremen are placing fairly good orders. Hunting knives and jackets, and supplies generally are going well. Footballs, too, are a good second to guns and ammunition.

WINTER GOODS—Skates, hockey supplies, sleds, toboggans and snowshoes are inquired for, and some orders have been placed; but active trading can hardly be expected for some few weeks yet, owing to the very conservative feeling in the air.

BUILDERS' HARDWARE—While city trade continues to be the bright particular feature in the building trade, the country business is rounding to fairly well. The farmer is reaping a good crop of all kinds of products and he is loosening up a little on improvements

about his place. As a consequence hardwaremen in the smaller centres are giving some pretty nice sorting-up orders.

CUTLERY—In this line some fine Christmas and presentation sets are being shown by jobbers and travelers. The holiday season is already being looked forward to, but no heavy booking has yet been done.

FALL GOODS—Lanterns for all kinds of uses are going out well, and farm and barn supplies are being sought after frequently these days. Necessaries for lumber camps, while not numerous on order lists, are yet fair enough to be well worth while going after.

HOUSEHOLD GOODS—Food utensils and preserving articles, enamelware, washing machines, carpet sweepers and all the various utensils used in kitchen and house generally, are particularly active just now. The closing of the summer resorts and the lengthening evenings have turned people's thoughts to home and winter, and preparation is the keynote of the day. Some good orders have been placed.

HEATING AND LIGHTING GOODS—Stoves, ranges, heaters for coal, wood, gas and coal oil, stove pipes and boards and things of that nature are beginning to be much sought after. Lighting goods too, are in good demand. Oil and lamps are the principal sellers, and there are many little fixtures and attachments shown which ought to go well with these goods.

HEAVY GOODS—Nails, screws, bolts, nuts, etc., are experiencing a fair trade. Good stocks are being carried by jobbers, and hardwaremen while not having big stocks, have very representative lines of goods, and are ordering satisfactorily. Bar iron is rather slow, but sheets are a good deal better.

MONTREAL METAL MARKET.

Montreal, Sept. 11.—There is no change in the local markets this week. The demand, although making no great spurt, is on the improving side all the time, and so long as this is continued merchants are satisfied. It seems simply a question of waiting until conditions are thoroughly sound again, and industrial activity working with its old-time swing. Although the process is a somewhat tedious one, still it tends to consolidate the position of the markets generally. Instead of being flurried with sudden sharp rallies and reactions, the markets are slowly re-establishing themselves, and making the future look all the more secure. Users are wise enough not to overload themselves now that trade is mending. They are still buying cautiously though in larger bulk, but they will not commit themselves extensively until there is plain sailing ahead. The farmers have had a fine harvest, and are securing a good average price for the grain, but it must not be forgotten that a large part of this money may be wanted for old obligations, and that some time must elapse before they can come into the market as strong purchasers. Conditions are mending all the way round, but it is the slow, steady improvement which will carry the most lasting benefit to all concerned.

In the primary markets the situation is very much the same as it was a week ago. Copper made a big jump in the English market, but for some time the metal has been very speculative, and the bulling movement was not altogether unexpected. In New York, the metal remains steady under a quiet but firm demand. Producers are not anxious to sell apparently. They are aware that business conditions are improving; and that copper must respond some time or other. Undoubtedly huge quantities of the metal will be needed for those electrical developments to be carried into effect sooner or later by the various railroads. Certainly the consumptive field of copper is being greatly widened. Producers are therefore willing to have surplus stocks rather than force a sale at a cut price. Tin is still fluctuating under market manipulation, but for the time being the metal is of secondary importance to copper. Lead is somewhat steadier again, although on the weak side, while spelter is not so firm. Pig iron is about the same in the States, but in the Old Country has made strong advances, and occupies a position that is certainly surprising.

Prices locally are unchanged, although tin may be somewhat weak. Quotations on tank plates, 3-16, have been reduced to \$2.50, while 1½ tubes are advanced to \$9.50. Pig iron is feeling the stimulation of the nearing close of navigation, although the full movement will not be felt until the end of the month. Orders generally have been encouraging, and a good deal of quiet confidence is felt as to the future.

PIG IRON—A marked improvement has occurred in the English and Scotch metal situation. Cleveland warrants are quoted at 52s and 10d, an advance of about 2s in the past two weeks. Cables also quote Scotch brands at an increase of 3s per ton. The reason for this advance seems to be a stimulation in the demand and a stronger feeling all the way round, not only in pig iron, but in many classes of finished material, especially in tubes and plates the price of which has been advanced. Conditions in the United States are practically unchanged. Although the demand is on the quiet side, producers are not anxious to back ahead at present prices. They evidently anticipate a better demand with higher figures. The quietest feature of the market is in railroad materials. It seems doubtful if an increase can be maintained in general lines to make up for the poor prospects in rails, shapes and plates.

Locally, conditions are quietly but steadily improving, the demand having shown decided stimulation during the past two or three weeks, both for pig iron and finished materials. Prices continue about the same, but the advance in English and Scotch grades will no doubt call for an equal advance in price here on imported goods. Local furnaces continue to do the bulk of the business at prices which are made to suit conditions. Some of the heavier orders always made prior to the close of navigation have al-

ready been booked. We continue to quote: Middlesboro No. 3, \$18; Summerlee No. 2, \$20 for carload lots, shaded 25c for 100 tons or over.

TIN—Tin continues irregular in the primary markets, and whatever strength it has, seems to be induced by speculation. The demand is quiet, and there are reports that the tin plate activity in the States is almost over. This, combined with the fact that the total visible supply at the end of August was 17,257 tons, being 5,392 tons above that of August last year, is not such good reading as merchants like to see. Still the markets seem to be holding well in the face of adverse conditions, and a stronger consumptive demand may break in at any moment. Locally, trade is quiet, but steadily improving. We continue to quote tin at \$32.50.

COPPER—Copper continues steady, but quiet, in the New York market. Producers seem very firm in their prices, and are apparently not at all anxious to push sales. The English market took a strong jump during the week, but as speculative influences have been at work in London for some time, the movement is not surprising. The European demand still continues, the exports for New York during August being 25,906 tons, or an increase of 8,000 tons over the previous month. The total exports this year amount to 207,617 tons, as compared with 110,746 tons for the corresponding period last year. Despite, therefore, the full production of copper going on, which will be increased now that the Boston and Montana mines are running full blast, as the damage to the Great Falls smelter has been repaired, the metal is being well distributed. A large proportion of the copper shipped abroad is being consumed, so that there are no heavy accumulations of stocks threatening the market. Locally, the demand is steady, some good orders going through this week. There is no change in prices.

SPELTER—Spelter is somewhat weaker in the primary markets, but not enough to affect local prices. The metal is in an unstaple position, but there is a feeling of confidence underlying the markets which should not be overlooked. Producers are not anxious to sell for future delivery which is a hopeful sign. Locally there is no change, and we continue to quote spelter at \$5.25 with a shading for large lots.

LEAD—Lead seems steadier for a time in the English market and it may be that the metal will commence to advance again. The demand is dull, but a stimulation would soon affect prices, as the market is very sensitive, and quickly feels an improvement in the demand. There has been no change locally since last week, and imported pig continues to be quoted at \$3.50 to \$3.60.

OLD METALS—Quotations are unchanged from last week. The demand is improving, and prospects are good: Heavy copper and wire, 11c; light copper, 10¼c; heavy red brass, 10½c; heavy lead, 2½c; wrought iron, \$11; No. 1 cast, \$12; No. 2, cast, \$9.

TORONTO METAL MARKETS.

Toronto, Sept. 11.—A spasmodic market prevails this week. One day trading is good, but the following day it is off color again. All prices remain unchanged from last week. There is a gradual expanding tendency, and some liberal sales have taken place. In iron, however, business is being done on an almost charity basis. Some firms prefer to sit tight on this metal and let business go by rather than try to sell at prevailing quotations. Every jobber and manufacturer is waiting to see what way the cat will jump before pushing business. In the meantime stocks are accumulating and there is no unsatisfactory feeling among metal men.

Some authorities think that the growth in consumption of steel will depend largely on the adaptation of steel to new uses. Steel for wire fences is a line being pushed by some manufacturers, and wire is now classed among the grand divisions of steel products. Rails are a normal line, but plates show some hopefulness and are being used more and more with the increasing manufacture of steel cars. Sheets are one of the most promising of the steel lines, and they are displacing wood in many ways. Besides the making of office furniture and fixings, sheets are now being used for the manufacture of ordinary household furniture, and plasterers are now performing their work over steel laths. Steel pipe, too, is displacing wood for many purposes, and steel for structural purposes and bridge building is in a class by itself, reached by no other material.

PIG IRON—This line is slightly more active than a week ago, and a good undertone feeling prevails. Prices are unchanged: \$18.75 for No. 2, Canadian Foundry, and \$20.25 for Middlesboro No. 3, Summerlee No. 2 and Cleveland No. 1. Sellers are less urgent, but large buyers do not seem convinced that concessions cannot be secured. Stocks in jobbers' hands are fair, but manufacturers have not much more than are required for immediate use. The production of pig iron in Canada during the first half of the present year, while behind somewhat the latter half of last year, is much ahead of the corresponding period a year ago, and if production goes on at the same rate during the last half of this year, the total for 1908 will be greatly in excess of the figures for 1907. Basic pig has increased in output, but Bessemer shows a decrease. Bituminous pig iron shows an increase, as does charcoal. Some small quantities of ferrosilicon were treated by electricity. While the United States supplies Canada with 68,296 tons of pig iron, Canada sends 64,898 tons of steel billets and slabs to the United States.

TIN—Still fluctuating in price is this metal, but there is a fair demand for it. Quotations continue to run from \$32 to \$34. Shipments from the Straits for August show an increase of 1,000 tons over the same month last year, and American stocks, too, show a heavy increase. This does not seem to lead to

the belief that prices will go up, unless the market is taken over by bullish speculators. However, good trading is being done and buying on soft spots is said to be recommended by some jobbers.

COPPER—Rather more inquiry is made for copper. Prices are unchanged, 14 $\frac{1}{4}$ c to 14 $\frac{1}{2}$ c being the quotations still ruling. Alaska as a copper field appears to be a future proposition, and active mining there has stopped for the present. New York reports the copper market very firm, but also very dull, sellers being quite indifferent as to orders. Exports for August were 8,000 tons more than August, 1907, and some producers are well sold up into October. The expected improvement in the metal trade has taken place, and if the railroads place the large orders for equipment which are expected to come, copper will certainly take a sharp advance.

LEAD—English lead continues to be extremely scarce, almost every jobber being bare of stocks. Local prices remain unchanged. Business is not more than fair. New York reports the market easier, with some desire on the part of second-hand holders to make sales. The demand, however, is dull, both in New York and St. Louis.

SPELTER—Unchanged in price, but with a more active market prevailing, considerable business is being done in this line. London prices have advanced, but United States remains firm. Sellers are shy on future deliveries, but consumers are fair in their demands. Both receipts and shipments at St. Louis are ahead of a year ago.

SHEETS AND PLATES—There is a steady demand for stock for shipment at unchanged quotations. Some United States mills will close soon, but a very good summer was experienced, being 19 per cent. less than maximum. Stocks, which were high early in the year, will be much depleted now that all the crops are so bountiful.

OLD MATERIALS—The constant zig-zag fluctuations in new metals have had some effect on old materials. One day a bullish feeling prevails, and this is followed by the reverse next day. However, a good undertone is evident, and stocks, while fair in receipt, are not piling up too rapidly. Old prices continue to rule: Heavy copper and wire are 11c; light copper, 9 $\frac{3}{4}$ c; heavy red brass, 10c; heavy yellow brass, 8 $\frac{1}{2}$ c; light brass, 6c; heavy lead, 2 $\frac{3}{4}$ c; zinc, 3c; No. 1 wrought iron, \$9; stove iron, \$10.50; machinery cast iron, \$13.50; rubber, 7c.

U. S. IRON TRADE.

Cleveland, O., Sept. 9.—The Iron Trade Review says: While in its general aspects the market is replete with promises of better things in the future, there is much in the occurrences of today that clouds the horizon. After so long a period of depression, it is entirely natural that the competition of bills and furnaces to share in the improved

demand should bring out a range of prices not in accord with "official" schedules; and until business is more plentiful, it is also to be expected that these conditions will continue. Sheets, plates and structurals are the three products in which the shading is most widely felt, the cutting ranging from \$1 to \$2 a ton. An exception is made in favor of fabricated structural steel, the manufacturers of which have steadily grown firmer in their prices as the volume of business has increased. Neither specifications nor new tonnage were in as good volume last week as during any equal period in August, and the inference is taken that the active elements in the trade being filled up, a lull for a month or so will be experienced before another buying movement sets in.

There is one bright spot in the market that illumines the whole list and forms the basis for all the hopeful prognostications that are made. It is the demand for material which enters directly into the manufacture of agricultural machinery. The specifications for steel bars are such that for the first time in eight months the Chicago manufacturers of this product are compelled to make up their rolling schedules two or three weeks in advance. Wire nails, fencing and barb wire are also moving in old-time volume, the American Steel & Wire Co. reporting between 75 and 80 per cent. of its capacity in operation. Mining and lumber companies are buying freely of light rails, indicating improved activity in these directions; and that steam roads are again spending money on their road beds is evidenced in the good sized orders and specifications for track supplies. The volume of miscellaneous orders for fabricated structural steel is also improving, one maker reporting 33 per cent. of his capacity taken up in this class of business. Bar iron is slow, and scrap is inclined to softness.

A SASKATOON WINDOW.

According to the game laws of the Province of Saskatchewan, duck shooting begins on the 1st of September, and chicken shooting on the 15th. Reports from the country are that ducks are very plentiful this season, while the same cannot be said of chicken. Most sportsmen are buying their ammunition and other implements of war in anticipation of a day or two's sport on the prairie as soon as the season opens. Several of the local hardware stores have neat window displays in this line, that of J. F. Cairns being specially worthy of recording. The display occupies a large deep window and represents a scene in the hills, the slope gradually rising in the distance. In the undergrowth nearby a man stands almost hidden from view of a number of young ducks with which he plays havoc. In the intervening spaces are piles of shells, shotguns, rifles, gun cases, hunting coats, pants and waders, besides a number of other hunting accessories too numerous to mention.

Trade News From Atlantic to Pacific

Maritime Provinces

Halifax and St. John Exhibitions—St. John Store Being Renovated—New Industry for New Brunswick.

HALIFAX.

Sept. 7.—The Halifax hardware firms are well to the front this year with fine exhibits at Nova Scotia's annual fair. One of the finest displays in the whole range of the exhibition in any of its sections is the booth of William Robertson & Son, in the Fisheries Building. Every article in this vast and artistic show has its place in the fisherman's outfit, and its effect on the onlooker must be most convincing as to the importance of an industry warranting such a thorough illustration of its numerous requirements. The most striking exhibit in connection with the whole show is that made by A. M. Bell & Co. It attracts the attention of every visitor to the fair. The exhibit which is located in the main building, is indeed a unique one. 1,081 pieces of hardware and tin ware have been used in designing a model of the port of Halifax with one of the "All-Red" liners of the future steaming into a dock. Ship, tenders, piers, buildings, and cannons at the mouth of the harbor are all made out of articles of everyday use and the design is one of the best that S. S. Wetmore the window-dresser for A. M. Bell & Co., has yet evolved.

In the foreground of this exhibit is a representation of an immense steamer, and is christened by Mr. Wetmore the "Empress of Halifax," and is supposed to be one of the "All-Red" steamships. Nearby is a true representation of the steamer Lord Strathcona, and another smaller steamer. A fort is also shown and a lighthouse.

Above the exhibit is a placard bearing the following inscription:

"Halifax and Blacksod, the line of the world. 2,100 miles in three days and nine hours," handsomest and fastest boats. The popular service from dock to dock." The sides of the ships are made with huge saws, and are complete in every detail.

The Canadian Steel Clothes Drier Company has two of its machines erected on a miniature lawn and H. H. Fuller, & Co. have a fine display of doorknobs, etc. This display is attractively arranged.

James Hillis & Son show a very extensive array of stoves and ranges of all descriptions, being the product of the firm's own foundry at Richmond. The "Richmond Ranges" form the leader at this exhibit.

The Windsor Foundry and Machine Company show a choice line of stoves, and the exhibit attracts the attention of the housewife, particularly as the winter is near at hand.

Tenders have just been opened by the city Board of Works for the supplying of fifty thousand pounds of cement to be used in sewer and street construction in Halifax. The tenders were. Rampart (in bags, to be returned), J. C. Calder, 47.75c per 100 lbs.; Monarch (bags to be returned or charged 10 cents each for), Eastern Canada Portland Cement Company, 50.72c; Rampart (bbls.), J. C. Calder, 51.50c; White's (bbls.), E. C. Portland Cement Co., 52.00c; Wouldham (bbls.), S. M. Brookfield, 53.00c; White's, A. M. Bell & Co., 55.00c; White's, E. C. Portland Cement Co. (bbls. 400 lbs.), at 52.125c, October delivery; White's, W. Stairs, Son & Morrow (bbls. 400 lbs.), 56.70c; White's, E.C.P.C. Co., (bbls. 330 lbs.), 57.50c; White's, W. Stairs, Son & Morrow (bbls. 325 lbs.), at 59.275c. The board recommended to the city council the acceptance of the lowest tenders J. C. Calder's and the Eastern Canada Portland Cement Company's for delivery in such quantities as the City Engineer decides. The council adopted the report of the board.

Never in the history of the Nova Scotia Steel and Coal Company were the prospects for a prosperous year so bright as at the present time. The prediction made at the beginning of the season for a banner year in the output of coal has even now exceeded the most sanguine expectations. No doubt the securing of the contracts with the Elder-Dempster steamship line assisted in swelling the shipments of the company's output. At any rate there is not a pound of coal banked by the company, and according to the outlook it will be some time before any quantity is piled up. An idea of the vast amount of coal raised may be gathered from the fact that for the past eight months no less than twenty-five thousand tons of coal have been taken from the different collieries of the Nova Scotia Steel and Coal Company, more than was raised for a similar period in 1907, and this, too, in view of the fact that last year was a record one for the company.

J. H.

NEWCASTLE.

September 5.—As a result of a visit of Dr. R. W. Ellis, of Ottawa, to Scotland, a new industry may be started to extract oil from the shale in Baltimore, Albert Co., N.B. Dr. Ellis has had 45 tons of this shale submitted to distillation as the Lesmagon shale is treated. This process extracts oil and sev-

eral valuable by-products. It pays in Scotland. Dr. Ellis thinks that the Albert shale compares most favorably with the Scotch article, and expects a new industry for New Brunswick.

The Drummond Company are now building a branch railway from the I. C.R. to their mines on the Nepisiquit. They have shipped no iron ore yet, nor have they selected their shipping centre yet.

Activity in the building trades has been very dull this season in this vicinity. Hardware trade is quiet. There is no sign of the Anderson Furniture Co., whose factory was burned a few days ago, rebuilding here. The loss was \$100,000; insurance only \$43,000.

The Enterprise Foundry Co. are rebuilding in Sackville. They were offered bonuses by several other towns, but decided to stay where they were.

During the months of June and July trade in farm implements in this section was good, but there has been a great falling off in purchases of binders and other harvesting machinery, as the grain crop is very short and light, and the demand for machinery very small.

James Beveridge's new pulp mill, at Lower Derby, six miles from here, will be ready for inspection about November 1.

The Sinclair Lumber Co., one of the heavy operators on the Miramishi, will, it is reported, not lumber at all next winter. The lumber market is very dull.

H. H. S.

ST. JOHN.

September 8.—A number of the hardware and stove dealers are busy now getting ready for their exhibits in the St. John Exhibition, which opens September 12. Indications point to this year's Fair being a big success.

Special window displays are being planned by the leading merchants for Exhibition week.

Among the names mentioned as possible candidates for the Federal Parliament as a running mate with Hon. Wm. Pugsley, Minister of Public Works, are James Pender, of the Pender Nail Works; Mayor Bullock, manager of the Imperial Oil Co.; Edward Lantulum, ex-M.P.P., dealer in heavy metals; and H. B. Schofield, of Schofield Bros., agents for the E. B. Eddy Co. The choice will be made at a convention to be held during the present week.

The Common Council have decided to purchase a floating elevator for use in the harbor here, and Ald. E. C. Elkin is now in Montreal looking for a suitable vessel.

For several weeks masons and painters have been engaged in repairing and improving the exterior of the big hardware warehouse of the S. Hayward Co., on Canterbury Street, and the premises are looking spick and span in their new dress. The cement covering has all been

repaired and the entire building painted a dark brown with window sashes cut in red. The signboards have also been repainted. The Hayward Company report that business is very satisfactory.

Architect H. H. Mott is preparing plans for an addition of six rooms and exhibition hall to Harkins' Academy, Amherst. The building will be heated throughout with steam, the contract for which has been let to Hazen & Co., Amherst.

At the exhibition opening here today the Canadian-Fairbanks Co., Montreal, have a large exhibit of electrical signs and supplies. The firm, through their St. John branch office, invite customers to make the store their headquarters during their visit.

Thomas Malcolm, the contractor, who is building the International Railway, was in the city last week. He said he expected the road would be completed this fall. Good progress has been made since the recent strike. Supply trains are now being run along the completed sections and considerable freight and passengers are carried. Lumbermen are finding the road a great convenience. The lumber business in Restigouche, he said, was in good condition. Mills have been running full blast, and large shipments have been made. There was no doubt, he said, that the railway would have all the business it could handle. W. E. H.

Ontario Trade Items

Business Conditions Brightening—Criticism of the Division Courts—Stouffville Hardwareman—Married.

OTTAWA.

Sept. 8.—The first week of September has proved so summer-like that campers refrained from returning to city life and the usual demand for fall requirements was not so noticeable.

The Labor Day procession included displays of interest and merited the praise bestowed upon it. The plumbers, sheet metal workers, iron moulders, and boiler-makers made good showing. The sheet metal workers were headed by rigs arranged by McFarlane & Douglas and J. E. Sheppard, on which were miniature houses all in metal. The members of the union carried metal canes and had metal rosettes on their badges. In reality there were two celebrations, one by the national unions and the other by the internationals. The former held their sports in the Arena, while the latter held their afternoon festivities at Varsity Oval. Altogether, the day proved a right royal one for unionism.

A building item which will prove interesting whenever read, is the fact that once again operations looking towards the erection of a central station have been commenced. Some buildings are being torn down and excavations will shortly be begun.

The other day a deputation from the Trades and Labor Congress waited upon

the Department of Labor in relation to the importation by the C.P.R. of engineers into Canada to take the places of striking machinists. The Department was asked to take steps to prevent such evasions of the Alien Labor Law, and investigation was promised.

The following is of interest among hardware men and manifests some attractiveness in line of business:

On September 2 ex-Ald. Wm. Whillans, accountant for W. G. Charleson, Rideau St., reached an anniversary which is seldom recorded, he having completed 41 years of continual service in one store. Forty-one years ago Mr. Whillans entered the employ of the late Alex. Workman, ex-mayor and father of Thos. Workman, who is now in the hardware business on Wellington St. The late Alex. Workman was one of the first hardware merchants in Ottawa. About sixty years ago he opened the store now occupied by W. G. Charleson, who bought the business ten years ago. Previous to 60 years ago Mr. Workman had done business in a smaller store further down the street.

Mr. Whillans 41 years ago began in the store as a clerk. In 1881 he was made accountant and has filled that position ever since, continuing with Mr. Charleson when he took the business over. Mr. Whillans has always been a prominent figure in the city. He was in the city council from 1882 to 1887 and while there was the means of introducing the present methods of street sprinkling and snow clearing. He also had much to do with the city turning Major's Hill Park over to the Government. In those days, when the city owned Major's Hill it could not afford to keep it in shape. Mr. Whillans was one of those who advanced the idea of turning it over to the Government. When the Government took it over they at once put it in shape and made it the beauty spot it is.

Ex-Ald. Whillans is one of the leading members of St. Paul's Presbyterian Church and is everywhere respected. Albert Whillans, a son of ex-Ald. Whillans, it may be interesting to note, is manager of the Workman Co. business on Wellington St. Albert in his younger days was a well-known and popular lacrosse player with the old Ottawas. Owing to his father's position he was familiarly known as "the alderman."

Currie & Livock have the contract for overhauling the heating apparatus at the Carnegie Library.

Wm. Strachan, the Bridge St. hardwareman spent the summer at his cottage at Westboro.

G. E. M. H.

HAMILTON.

September 9.—The manufacturers of this district are looking upon Robert Hobson, President of the Hamilton Steel and Iron Company, as the possible successor to the presidency of the Canadian Manufacturers' Association. It is felt that some such honor will be conferred on Mr. Hobson at the coming

convention of the association, to be held in Montreal, September 15 to 18.

William Stephenson, this city, has invented a new threshing machine on which he has secured United States patents.

George B. Blanchard, of Chicago, has entered the employ of the Dominion Power and Transmission Company, as an expert on electric railway matters. Mr. Blanchard will control the policy of the company during the absence of General Manager Hawkins in Europe. There has been a general shuffle among the officials of the company which has given rise to a lot of speculation as to what new move the company intends pulling off next.

An attempt was made on Tuesday night by two men to rob the offices of the Meakins Brush Company. A woman overheard the men speculating as to where the money was kept and how they would handle their revolvers if detected, and she notified the police. The men escaped, however.

It is possible that a new jail, costing about \$100,000, will be built here during the year, as the present one is not large enough.—D. L.

GUELPH.

September 8.—Business in the hardware line is rather dull at present. The building trade, while no large buildings have been erected this year, has been brisk, and the contracts for the hardware needed have been considerable. The plumbers have been kept fairly busy, the majority of the houses now going up having the latest sanitary fittings in the plumbing line.

Penfold Bros. are showing a fine line of kitchen necessities in their north window. The Bond Hardware Co. show a line of builders' and mechanics' tools, in a neatly-arranged window.

With Thanksgiving but a short time off, the local firms are getting in a new supply of guns, rifles and ammunition. Winter needs are also receiving their attention.

Clarence Smith, Walkerton, has let the contract for an up-to-date brick feed store. Geo. Schwalm, of Mildmay, was awarded the contract for the carpenter work, and Alex. Haas the brick work.

Milton is to have another large factory. The C. R. Wilmott Co. has purchased nine acres of land near the C.P. R. station, and about November will begin the erection of an \$80,000 building, to employ about 100 hands in the manufacture of agricultural implements, says a despatch from that place.

The works of the Acton Tannery Co. have been re-opened after a close-down of two weeks. They opened with a full complement of men, on an eight-hour scale, but the prospects are that they will go on full time shortly.

Elora is to have a \$12,000 Government armory, according to a high official. Hugh Guthrie, M.P., was on the grounds with some of the stalwarts of the party, and the site on the west side of Geddes Street was chosen. The building will be of Credit Valley cut stone, or cut stone and pressed brick.

Matthew Kelly, manager of the Guelph Stove Co., is in Toronto this week, superintending the large exhibits of the company's products at the Toronto Exhibition.

A. W.

LONDON.

September 8.—Jobbers report seasonable sorting well maintained, and local hardware dealers appear satisfied with conditions.

A few nights ago the hardware store of James Cowan & Co., Dundas Street, was entered by thieves who stole a hundred or more pocket knives.

Manager Trudell, of the Empire Brass Company, Dundas Street east, denies a report that it intends to replace its producer gas outfit with an electrical plant. Mr. Trudell declares that all trouble with the present plant has been overcome and that it is now running smoothly. "I do not think," he says, "that Niagara power will be able to compete with producer gas, as we are now using but 800 pounds of coal daily in obtaining 100 horse-power for an eleven-hour run." It is thought as factories will receive no benefit from Niagara power after the machinery stops, that the gas plant will be much cheaper. The gas plant in use at the McClary power house on Adelaide Street south continues to give perfect satisfaction.

H. J. Jenks, of Toledo, is in the city on a visit. For fourteen years he was employed as foreman of the tinning department of the McClary Manufacturing Company, but left a few years ago to take a position with the American Canning Company at Toledo, and is at present superintendent of the galvanizing and tinning department.—F.T.Y.

CHATHAM.

September 8.—The prophecy that there would be a decided picking up in business in the fall is already being realized. Money is coming freely, trade is moving more rapidly, and collections, which have been practically dead during the summer, are now being made quite readily. Merchants who during the summer have carried large amounts on their books, report that creditors from whom they could secure nothing a couple of months ago are now paying up entirely without pressure.

This brighter outlook is undoubtedly due to the bumper crops in all parts of the county. All business here is largely dependent upon the condition of the farming community. Crops never looked better, and trade is already feeling the effect. One merchant stated to The Hardware and Metal representative this afternoon that sales were much easier to make than at any time during the past two years. Recently he had occasion to sell a farmer some implements. All that was required was for the merchant to figure up the price. It came to \$55. "All right," rejoined the farmer, "an acre of corn will pay for that—and I have forty acres in corn." A year ago an afternoon's haggling over the price would probably have been necessary before a sale was made.

Early closing is once more in vogue among the hardwaremen. After remaining open till 9 o'clock during the summer months to accommodate the farmers, the stores are now returning to 7 o'clock closing, which has proven such a good proposition during recent years.

The fact that division court was held here to-day has led several hardware-

men to indulge in caustic criticism of "the poor man's court" as a means of enforcing payment from delinquent debtors. "It is a perfect farce," is the way one hardwareman put it. "I find from my own experience that it's just as hard to get anything from the lawyers after they collect as from the debtors before suit is entered." It is, indeed, practically impossible for the creditor to realize anything out of a small account, since the amount collected on a judgment is invariably eaten up in lawyer's costs. The only value a division court suit possesses lies in the satisfaction of making the debtor pay; it amounts practically to transferring the money from the debtor's to the lawyer's pocket. The foregoing is the gist of the pretty general opinion as to the value of the division court. The suggestion is voiced that a good means of making it more effective as a debt collector would be, to exclude the lawyers entirely and compel creditors and debtors to conduct their own cases.

Jas. E. Gray, who a year ago acquired possession of the Ark, the well-known emporium of crockery and household hardware, is now conducting his first anniversary sale. The Ark carries an extensive line of 5, 10 and 15-cent goods in competition with the two 5, 10 and 15-cent stores. This year Mr. Gray, who handles the McClary ranges, is going more extensively into the stove business. In connection with this sale Mr. Gray has adopted a novel advertising scheme. He is circulating throughout the city small tags, similar to express tags, carrying on one side an advertisement and on the other the words: "Tag! You're it, until you see the bunch of bargains at Gray's anniversary sale in the Ark store. Bring this tag with your name on the other side. The number may win a prize." The tags are numbered consecutively, and over 100 prizes, valued at from 15c to \$1, are offered. All purchasers of 25c or over who present cards are eligible to compete for prizes. The "tag" naturally attracts a great deal of attention, which the average dodger would not. The sale terminates Oct. 1.

A. D. Westman, of Westman Bros., is the proprietor of a new building subdivision just being opened up in North Chatham, the lots being offered at \$45 each.

A complaint was recently voiced in the local press with reference to the ringing of doorbells when boys are delivering dodgers from house to house. The practice is indulged in to a considerable extent, though whether under express instructions from the merchant is hard to say. Many housewives, particularly when awakened from their afternoon siesta or snatched away from sewing or reading, are apt to become "hot" when they find that it is "only a dodger," hence the practice in certain cases defeats its own object. Whether it does enough good in other cases to counterbalance the harm, is hard to say.

The plumbers—no names mentioned—came in for a bouquet or two at a recent meeting of the water commissioners. The

by-laws of the water board require that before alterations can be made in any service, a permit must be procured from the board or its representatives. Since the board inaugurated their campaign last year to put meters on all lawn services, systematic work has been hampered through many plumbers going ahead without obtaining permits. Chairman Sheldon mildly ventured the remark that the by-laws authorized the cutting off of a plumber's license where a permit was not secured. As the meter campaign has meant quite a bit for the plumbers financially, they might fairly reciprocate.

The commissioners also expect shortly to instal new pumping appliances of greater capacity at the waterworks plant, in order to cope with the growing demand for city water. Supt. Jones was instructed to procure estimates from the manufacturers of such appliances.

Building is commencing to look up, after a long period of stagnation. At the present moment quite a number of large residences are in process of construction. Wilson, Son & Arnold are advertising for tenders for an addition to the Chatham Mineral Bath Hotel, to cost between \$10,000 and \$20,000, the operations on which will commence almost immediately. The Ursuline community here will on Sept. 10 call for tenders for a new concert hall, adjoining the Ursuline College, at an approximate cost of \$75,000, with seating accommodation for 1,000 or more. H. J. Rill, of Windsor, is the architect. Building operations will start as soon as possible. While there are a number of vacant houses in the city, really modern houses with anything akin to proper accommodations, are hard to get. During the past season, building for rental has been practically at a standstill, owing to the high cost of materials. Investors find it cheaper, apparently, to purchase and remodel old houses.

Ald. W. H. Westman states that the outlook is good for the Canadian Packing Company, of London, which was recently burnt out, locating here. The chief inducement is, of course, that Chatham is a centre of supply.

The Standard Construction Co. has been organized to construct further extensions of the Windsor, Essex & Lake Shore Electric Railway, and it is expected that as soon as the money market eases up, the extension from Leamington to Tilbury will be commenced.

The Leamington Electric Light Company on Wednesday last passed out of the hands of Walter Stares and his partners, having been purchased by a Detroit syndicate. Nearly 20 years ago Mr. Stares, attracted by the electric lighting at the Toronto Exhibition, purchased the plant and had it shipped to Leamington, where one of the machines is still in use. The new company, headed by Geo. B. Northrup, of Detroit, intend to enlarge the plant and expect shortly to give an all night service.

W. A. Barr & Co., the Merlin hardwaremen, are laying a cement pavement in front of their store. Mr. Thomas, of

New Liskeard, has joined their inside staff.

Frank Rogers, of Blenheim, has returned from Kingsville, where he has been plumbing for McKay & Jaspersen. He will instal gas services for that firm in Blenheim, in connection with their natural gas franchise.

Reuben Martin, of Wallaceburg, has invented an ejector and cartridge guide, for use in connection with firearms. He is now interesting a Toledo company in the appliance.

E. S. Hubbell & Sons, of Thamesville, have adopted early closing, shutting up shop on Monday, Wednesday and Friday evenings at 6 o'clock.

Ernest A. Button, hardware merchant of Stouffville, was married on Wednesday last to Miss Agnes Anderson, of Wallaceburg. W. E. P.

The Prairie Provinces

**Surveying for Hudson's Bay Railway—
Threshing and Hunting Makes Business Liven Up—New Town Being Established.**

PRINCE ALBERT.

September 5.—A move has been made in the right direction for improving the streets. The Board of Works have had River Street covered with gravel for an experiment. If it proves satisfactory, as there is every reason to believe it will, other streets will be treated in a similar way.

H. C. Greenfield, of the Hamilton Bridge Co., has been in the city consulting with Mr. Graham who is building the C.N.R. bridge. The steel for the bridge has begun to arrive and a gang of men are putting in the false work. The approaches are also being got ready.

President McKenzie and General Manager McLeod of the C.N.R. were in the city on Tuesday. They were interviewed by Mayor R. S. Cook, who was assured that grading on the road through the Shellbrook district would be started this Fall. A promise was also made that the bridge across the river would be completed for business next Spring.

The Board of University Governors visited the city on Friday, accompanied by President Murray. They are looking over the chief cities in Saskatchewan with a view to choosing a site for Saskatchewan University. They were given a reception at which were present members of the City Council, Board of Trade and School Boards.

Yesterday two survey parties left town for the north on the Hudson's Bay Company's steamer. They are under the direction of J. Armstrong, and are going on the Hudson Bay railway survey. The steamer went down the Saskatchewan River and one party of engineers will stop off at Pas Mission, while the other will proceed to Moose Lake. The parties took provisions and equipment to last several months. Two more parties are expected from Ottawa about the middle of September and each will have to survey about one hundred and fifty miles, thus dividing the six hundred miles to be covered into equal sections. The men

are used to the work but expect to have to rough it in the far north.—D. G. R.

ASQUITH.

September 4.—On August 15 a proclamation for the incorporation of Asquith as a town was made. Nominations took place a few days ago, and next week we will have a Mayor and Council all of our own. Two prominent citizens were nominated for Mayor, and amongst the nine who were nominated for councillors was G. B. Griffith, of the hardware store. Whether he will be one of those who is to sit at the Council Board and guide the town's affairs or not will be known in a few days.

The town is situated on the C.P.R. some thirty miles west of Saskatoon, the metropolis of these parts. Our population does not yet run into four figures, but that will be remedied in the near future. Although the railway reached town some time ago, only recently has the train service been in operation. Surrounding the town is a fine wheat-growing country and fairly well settled. Business in town is thriving, and a great deal of wheat will be shipped from this point this fall. Harvesting is complete and threshing is now in full swing. The yield is not so great as was at first expected, although it is comparatively large in the district. The hot winds more than the frost did a good deal of damage early in August.

Buildings have been going up at a rapid rate this summer, and the town has a bigger and more important appearance than ever. The new brick school is completed, and is a fine, substantial building, and an indication of the progressiveness of the place. The architect was W. W. La Chance, of Saskatoon, and the contractor, W. Pointon. The Presbyterian Church is almost finished, too. This edifice cost about \$3,000. A new block has been built on Main Street for Taylor & Creffield. They will carry a stock of dry goods, men's and women's furnishings and millinery. Work on the C.P.R. station is going ahead rapidly. The cement foundation has been completed, and the superstructure is now in course of erection. A section house will also be built by the C.P.R. A restaurant has been built near the C.P.R. station for Misses E. and H. Walker. They will also carry on a grocery business. Ground has been purchased on Main Street on which a new post office building will be erected. A complete set of boxes will be installed which will be found much more convenient than the present accommodation provided, and will be a marked improvement. Cameron Bros. intend building a store 20x70 feet, in which they will carry a stock of furniture, saddlery and farm implements. F. W. Nicholson, of the Union Bank, is erecting a residence on Miles Street. A gang of men is at work building an elevator siding for the G.T.P. As soon as the steel is laid material will be brought along and two elevators will be built. The North Star Elevator Company have opened their elevator for the season. The Indepen-

dent Lumber Co. have disposed of their branch business here to A. Turnbull, of Rat Portage. A. Lunn has bought the livery and feed stable of A. Creighton, and will have it moved to the rear of his hotel. A. Creighton has purchased the store occupied by the branch of J. F. Cairns, of Saskatoon. Pickett Bros. have installed a large gasoline engine and machine hammer and drill, besides another forge in their blacksmith shop. The G.T.P., as well as the C.P.R., are now running mixed trains through Asquith, which makes it considerably convenient for the citizens to get about.

D. G. R.

SASKATOON.

September 6.—A new Baptist Church will be built here at a cost of \$5,000. The plans will be prepared by Webster & Noel, architects, of this city. The same firm drew the plans for the Rogers Fruit Co.'s warehouse.

The hardwaremen are now busy supplying the needs of the threshermen who are preparing for the season's business. There is a good demand this year for endless belts, belting and the hundred and one things which belongs to a threshing outfit. Several new outfits have been purchased in town during the past few weeks. One firm of implement dealers alone report the sale of four gasoline threshing outfits and eight steam outfits. In some cases the engines used with the separators were taken out in the spring and used for plowing up the land. The sale of binder twine is now practically over.

The sale of town lots at the new Town of Outlook, on the Moose Jaw-Lacombe line of the Canadian Pacific Railway, drew quite a number of purchasers on Wednesday from towns far and near. Bidding on the property was keen from the start, as many were anxious to locate there. It is said six general stores and eight hardware stores will start up in the new town. Ten lumber yards and six elevators are also on the programme, so that the young city has a bright outlook before it. The farming country which surrounds the townsite is of the best and fairly well settled. On the day of the sale, Fraser Bros. had the lumber on the ground with which to build their hardware store. The steel has not yet been laid all the way north to Outlook, but it is being pushed as fast as possible from the south. The grade, however, has reached that vicinity, and on it a gang of men are employed. Around Outlook there should be considerable work for some time. Yards will have to be laid out, a station and other buildings will have to be built and a bridge will span the waters of the Saskatchewan River.

Alderman W. Hopkins, of the west end hardware store, left town yesterday for his farm at Goose Lake. He will be gone for about two weeks.

For some time past Commissioner Selanders, of the Board of Trade, has been trying to find a remedy for the dust problem, which has always been a nuisance to the city. Clouds of dust arise

with every wind which blows, to the annoyance of everybody. In the stores it makes its presence felt by settling on goods in all directions. The Commissioner claims that by the use of a solution of calcium chloride and water the difficulty could be overcome. The liquid could be used on the streets of the city by means of an ordinary water wagon.

D. G. R.

British Columbia

Vancouver's Building Records Over a Million Dollars Ahead of Last Year.

VANCOUVER.

September 5.—The lumber industry is picking up slowly and the flurry of business that has now come may make things good until the steady demand that is expected after the New Year. E. H. Heaps & Co. have received an order for thirty million shingles for eastern markets, and the W. F. Hunting Lumber Co. is closing an order for about five million. These are two good orders indicative of the general run of business. In Ladysmith, the Ladysmith Lumber Company is very busy, particularly with local trade. Considerable building is going on there which will be good not only for the lumber and attendant industries but also for the hardware stores.

Building in both Vancouver and Victoria is also very good. For the past week the permits totalled \$98,353 in Vancouver, and for the eight months of

the year they were over a million in advance of the same period last year. In Victoria for August they were \$129,770, making a total for the eight months of \$756,620. For August in Vancouver they were \$519,230, a little lower than last August, but very good all things considered.

The Ferreo Concrete Construction Co. of Cincinnati has the contract for the erection of the new Europe Hotel, and has been registered in this Province. This contract was let without competition, the officials of the company getting hold of the proprietor when in the East and put matters so before him that they were able to close the deal.

The Structural Material Co. has been gazetted, with a capital of \$100,000, to manufacture concrete blocks.

With the expansion of the Province, Cammel, Laird & Co., the well-known firm of steel manufacturers, shipbuilders, engineers, etc., of the Old Country, has put in a stock here, the local representative being Nicol Thompson, who was formerly in the foundry and engineering business here, but has been spending a few years in England. This is one of five places in the world where the company will carry stock and will cater to anything in the way of steel construction or engineering. Mr. Thompson has also interested Old Country capital in a deposit of magnesite located in Atlin. This is used in the manufacture of refractory bricks, etc., and cement. In Atlin it is found in the purest form, being just like flour, and it is very probable that a manufactory will be established on this coast. The tests made have been thoroughly satisfactory.

The situation in regard to mining is of the best. Every week news comes from the Kootenay of strikes on old properties. This shows that there is good value in the ground, but is more important as it indicates that steady work is being done, and this means a basis for general business. In connection with mining, Percy Williams, manager of the Boston Pioneer Development Company, is in the city from Lillooet. This company will have a new and large dredge built for gold saving operations on the Fraser River at Lillooet, showing that no part of the resources of the Province is being overlooked.

At the annual meeting of the B.C. branch of the Canadian Manufacturers' Association, the following officers were appointed: Vice-President, J. G. Woods, of the shingle firm of Woods & Spicer; Chairman, W. H. Barker, President of the B.C. Packers' Association; Vice-Chairman, F. A. Pauline, Victoria; Committee—R. P. McLennan, of the wholesale hardware firm of McLennan, McFeely & Co.; H. de Pencier, R. H. Alexander, J. A. Thomson, Vancouver; H. Schaake, of the Schaake Machine Works; L. A. Lewis, New Westminster; E. J. Palmer, D. R. Scott and H. J. Scott, Victoria.

E. P. Charlton & Company, who have thirty-five stores in the United States and fifteen in Canada, have opened a branch at 339 Hastings Street. All kinds of things are offered at small prices.

W. Haug is getting along well with his plant at Kelowna, manufacturing building blocks, pillars, culvert pipes and other concrete articles. His firm is the Kelowna Block Works.—R. B. B.

FIRE NOTICE

The fire which occurred at our factory, 95 to 99 King Street, Montreal, has in no wise interfered with our business. We can ship promptly any orders received.

McClary Manufacturing Co.
334 St. Paul Street, MONTREAL

WESTERN CANADA HARDWARE MARKETS

Corrected by telegraph up to 12 noon Friday, Sept. 11, Room 511, Union Bank Bldg, Winnipeg.

A steady improvement in business is reported by the leading wholesale houses. With the crop now actually cut in most districts and with conditions so favorable in nearly every part of the West, there has been a marked improvement in the feelings of the trade. Confidence is now almost completely restored and a steady business in all lines is expected.

WIRE—Barbed wire, 100 lbs., \$3.25; plain twist, \$3.40; staples, \$3.40; annealed wire, \$2.90 base; oiled, 10c extra; bright iron, \$3.10 base; brass spring wire, 32c base; plain galvanized wire, 6, 7, and 8, \$3.70; No. 9, \$3.40; No. 10, \$3.70; No. 11, \$3.80; No. 12, \$3.45; No. 13, \$3.55; No. 14, \$4.10.

POULTRY NETTING—57½ per cent.

HORSESHOES—Iron, No. 0 to No. 1, \$4.65; No. 2 and larger, \$4.40; snowshoes, No. 0 to No. 1, \$4.90; No. 2 and larger, \$4.65; steel, No. 0 to No. 1, \$5; No. 2 and larger, \$4.75.

HORSENAILES—MRM cold forged process—No. 3, 36c; 4, 32c; 5, 30c; 6, 28c; 7, 26c; 8, 24c; 9, 23c; 10, 11 and 12, 22c. Discounts 50 and 10 p.c. Capewell brand quotations on application; "C" brand list prices per box 25 lbs.; No. 4, \$5.25; 5, \$4; 6, \$3.50; 7 to 9, \$3.25; 10 to 14, \$3. Discounts on application.

WIRE NAILS—\$3 Winnipeg, and \$2.55 Fort William.

CUT NAILS—Now \$2.90 per keg.

PRESSED SPIKES—½x5 and 6, \$4.75; 5-6 x 5, 6 and 7, \$4.40; ¾ x 6, 7 and 8, \$4.25; 7-16 x 7 and 9, \$4.15; ½ x 8, 9 10 and 12, \$4.05; ¾ x 10 and 12, \$3.90. All other lengths 25c extra, net.

SCREWS—Flat head, iron, 80, 10, 10 and 10; brass, 75c; round head, iron, 80; brass, 70; coach, 65.

BOLTS—Carriage, 3-16 and ½, 65; 5-16 and ¾, 60; 7-16 and larger, 55; machine, ¾ and under, 60 and 5; 7-16 and over, 55; bolt ends, 52½; sleigh shoe, ¾ and under, 55; 7-16 and over, 45; machine screws, 60; plough bolts, 50; square and hexagon nuts, cases, 2½; small lots, 2½; stove bolts, 70 and 10 per cent.

RIVETS AND BURRS—Iron rivets, 60 and 10; copper: No. 7, 29c; 8, 29½c; 9, 30½c; 10, 31½c; 12, 34c. Copper burrs, No. 7, 39c; 8, 40c; 10, 43c; 12, 46c. Copper rivets and burrs: No. 8, 30½c; 9, 33c per lb.

GREEN WIRE CLOTH—\$1.75 100 sq. ft.

COIL CHAIN—½, \$7; 3-16, \$5.50; ¾, \$4.90; 7-16 \$4.70; 1, \$4.40; 1½, \$4.20; 2, \$4.05.

SHOVELS—40 and 5 p.c.

HARVEST TOOLS—50 10 and 5 p.c.

AXE HANDLES—Turned, s.g. hickory, \$3.15; No. 1, \$1.90; 2, \$1.60; octagon, extra, \$2.30; 1, \$1.60.

AXES—Bench, 40 and 5; broad, 5½ to 7½; \$21 per dozen; 7½ to 8½, \$23 per dozen; Royal Oak, per dozen, \$6.25; Maple Leaf, \$8.25; Model, \$8.50; Black Prince, \$7.25; Black Diamond, \$9.25; Standard flint edge, \$8.50; Copper king, \$8.25; Columbian, \$9.50; handled axes, North Star, \$7.75; Black Prince, \$9.25; Standard flint edge, \$10.75; Copper King, \$10.50 per dozen.

AUGER BITS—"Irwin" bits, 47½; other lines, 70 and 10 p.c.

BLOCKS—Steel 35; wood, 60 p.c.

HINGES—Light "T" and strap, 65 p.c.

HOOKS—Brush, heavy, per doz., \$8.75; grass, \$1.70.

FILES—Arcade, 75; Black Diamond, 60; Nicholson's, 62½ per cent.

STOVE PIPES—6-inch, \$9.25; 7-inch, \$10.

BUILDERS' HARDWARE, ETC.—50 per cent.

TINWARE, Etc.—Pressed, retinned, 70; plain, 75 and 2½; pieced, 25; japanned ware, 35; Famous enamelled ware, 50; Imperial, 50 and 10, one coat, 60; Premier, 50; Colonial, 50 and 10; Royal, 60; Victoria, 45; White, 70 and 5; Diamond, 50; Granite, 60 p.c.

GALVANIZED WARE—Pails, 37½ p.c. other galvanized lines, 33 1-3 p.c.

SOLDER—21c per lb.

LANTERNS—Cold blast, per doz., \$7; coppered, \$9; dash, \$9.

WRINGERS—Royal Canadian, \$36; B.B., \$40.75 per doz. Churns, 45 and 5.

ROPE—Sisal, 10½; pure manila, 13½c; British manila, 11½c. Lath yarn, 9½c.

BUILDING PAPER—Sunrise, plain, 50c; Surprise, plain, 50c; Lion, plain, 55c; Anchor, plain, 60c; Cyclone, plain, 60c; Victoria, plain 67½c; Triumph, plain, 67½c; Buffalo, plain, 67½c; Anchor, Joliette and Buffalo, tarred, 62½c; Victoria, Triumph and Joliette, tarred, 84c; Cyclone, tarred, 78c; Perfection Sulphite, \$3.75 per 100 lbs.

CORRUGATED IRON AND ROOFING, Etc.—Corrugated iron, 28 gauge, painted, \$3; galvanized, \$4.10; 26, \$3.35 and \$4.35. Pressed standing seamed roofing, 28, \$3.45 and \$4.45. Crimped roofing, 28, painted, \$3.20; galvanized, \$4.30; 26, \$3.55 and \$4.55.

AMMUNITION—Cartridges, rim fire, Canadian, 50; American, 33; pistol sizes, Canadian, 25; American, 5; military, Canadian, 20; American, 10 p.c. advance. Primers, \$1.55. Loaded shells, English and Canadian makes, 12 gauge, black, soft, \$18; 10, \$22.50; 12, smokeless, chilled, English, \$24; Canadian, \$23; 10, smokeless, chilled, English, \$28; Canadian, \$27. Shot: Drop, per 100 lbs., \$6.25; chilled, \$6.60; buck, \$6.95; 28 ball, \$7.30. Powder, F.F., keg, Hamilton, \$4.75; F.F.G., Dupont's, \$5.

BAR IRON—Bar iron, \$2.50; Swedish iron, \$4.95; sleigh shoe steel, \$2.75; spring steel, \$3.25; machinery steel, \$3.50; tool steel, Black Diamond, 100 lbs., \$9.50; Jessop, \$13.

PIG LEAD—\$5.50. Lead pipe, \$7.

SHEET ZINC—Casks, \$8; broken lots, \$8.50.

COPPER—Planished copper, 2½c per pound; tinned, 26½c.

IRON PIPE—Black pipe, ½-in., \$2.50; ¾, \$2.85; 1, \$3.50; ¾, \$4.65; 1, \$6.60;

ROSS BROS.

LIMITED

HARDWARE ONLY

Loaded
Shells

EDMONTON, ALBERTA

Kynoch } STOCK COMPLETE
Winchester } PRICES GUARANTEED
Dominion }

Fire Escapes

Circular Stairs

Coal Chutes and

Ornamental Iron
for Buildings

Are lines which local hardware men should look after. We are pleased at all times to submit tenders on work of this kind.

THE MANITOBA IRON WORKS Limited

WINNIPEG, MAN.

1¼, \$9.00; 1½, \$10.75; 2, \$14.40; 2½, \$24.40; 3, \$31.50; 3½, \$39.50; 4, \$45.00; 4½, \$52.00; 5, \$58.00; 6, \$75.00. Galvanized: ¼-in., \$3.50; ¾, \$3.80; ½, \$4.25; ¾, \$5.75; 1, \$8.50; 1¼, \$11.50; 1½, \$13.90; 2, \$18.50; 2½, \$30.50.

FITTINGS—Wrought couplings, 55; nipples, 70; classified malleable fittings, 25; malleable bushings, 50; malleable unions, 55 p.c.

GALVANIZED IRON—Apollo 16-gauge, \$4.15; 18 and 20, \$4.40; 22 and 24, \$4.65; 26, \$4.65; 28, \$4.50; 30-gauge or 10¾-oz., \$5.20; Queen's Head, 20, \$4.60; 24 and 26, \$4.90; 28, \$5.15.

TIN PLATES—I.C. charcoal 20x28, full box, \$9.50; ½ box, \$5; IX full box, \$11.50; ½ box, \$6; IXX, full box, \$13.50; ½ box, \$7.

TERNE PLATES—I.C. plates, \$9. CANADA PLATES—Half polish, 6 and 7 inch, \$3.25; 8-inch, \$3.50; full polish, 6 and 7 inch, \$4; 8-inch, \$4.25.

LUBRICATING OILS—600 W. cylinders, 80c; Maple Leaf cylinder, \$1 per gal.; 700 A. cylinder, 75c; Sterling cylinder,

The Derry Oak



A neat low-priced Heater in four sizes.

11, 13, 15, 17.

THE CHEAPEST YET.

Nickel Plated Top Ring and Skirting.
Handsome Urn, Dumping Grate
and Ash Pan.

A LEADER FOR FALL TRADE.

Write for Prices or see our representatives.

Revillon Brothers, Ltd.

Wholesale Hardware
EDMONTON, ALTA.

G. F. Stephens & Co. Limited

Winnipeg and Calgary

Headquarters for

Polished Plate Glass
Window Glass
Figured Glass
Leaded Art Glass



For anything in Builders' Glass, send in your specifications and let us figure on them. Quotations given either by wire or mail. Years of experience, the finest equipment and ability of the highest order enable us to ship same day as received.

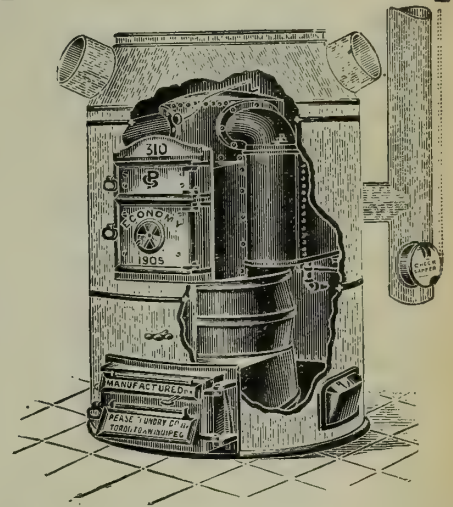
der, 55c; 600 A. cylinder, 50c; Capital cylinder, 59c and 54c; Solar red engine, 32c; Atlantic red engine, 29c; heavy castor, 29c; medium castor, 28c; Ruddy harvester, 30c; standard gas engine oil, 36c; Renown engine oil, 38c.

PETROLEUM AND GASOLINE—Silver Star, in bbls., per gal., 20c; Sun-

light, 22c; case, \$2.45; Eocene, gal., 24c; case, \$2.60; Penniline, gal., 25c; Silver Light, 22c; Starlight, 20c; Sterling Light, 24c. Engine gasoline, gal., 24c; f.o.b. Winnipeg, cases, \$2.60.

PAINTS AND OILS—White lead, pure, \$6.50 to \$7.50, according to brand; bladder putty, in bbls., 2½c; in kegs,

PEASE "ECONOMYS"



Every time you install an "Economy" **you make a friend**, and **every friend you make becomes a steel girder** in the building of success.

The Pease Economy was the first Steel Dome Furnace placed upon the market; and has, by **years of actual test**, proven its value. Turned out by the largest and most completely equipped plant of its kind in Canada, these Heaters are **models of splendid workmanship, efficiency and durability**; none but the **best grades of soft strong close iron** is used in their construction and they are fully equipped with all **the latest improvements**.

To-day **over 80,000 "Economys"** are in service and giving unbounded satisfaction; thousands of these were installed before most of the various "just as good" came into the market.

Every "Economy" is assembled, fitted, mounted and carefully inspected before it leaves our factory. **You will find it to your advantage** to examine our catalog before you place your order elsewhere.

Pease Foundry Co., Ltd.
TORONTO, ONT.

Pease-Waldon Co., Ltd.
WINNIPEG, MAN.

Manufacturers of Furnaces, Combination Heaters, Round and Sectional Boilers for Hot Water or Steam, Registers, &c.

We maintain an engineering department. Ask for our assistance when you have an out-of-the-way heating or ventilating problem to solve.

23c; turpentine, barrel lots, 65c. Linseed oil, raw, 62c; boiled oil, 3c per gallon advance on these prices.

EDMONTON MARKETS.

Sept. 11.—Barb wire, \$4 per 100 lbs.; plain twist wire, \$4.25; brt. wire staples, \$4.20; poultry netting, 50 p.c.

HORSESHOES—MRM., \$5.15 base; C horse nails, in 25-lb. boxes, No. 4, \$1.95 per box net. In less quantities than 25-lb boxes add 1c per lb.

WIRE NAILS—\$3.55 base.

SCREWS—Flat head, bright, 85 brass, 75; round head, bright, 75 and 10; brass, 70 p.c.

BOLTS—Carriage, 3-16 and $\frac{1}{4}$, 60 p.c.; 5-16 and $\frac{3}{8}$, 4-inch and shorter, 55 p.c.; $\frac{3}{8}$ (longer than 4-inch), 50 p.c.; 7-16 and up, 45 p.c.; machine, $\frac{3}{8}$ and under, 55 p.c.; 7-16 and over, 45 p.c.; plow, 45 and 5 p.c.; stove, 70 p.c.

GREEN WIRE CLOTH—\$1.85 100 sq. feet.

SHOVELS—First grade, \$11.55; fourth grade, \$7.60 per dozen.

HARVEST TOOLS—50-10 p.c.

BRUSH HOOKS—\$9 per dozen.

FILES—Arcade or Eagle, 70-10-5 p.c.

SOLDER—23c per lb.

LANTERNS—No. 2 cold blast, \$8 doz.

WRINGERS—Royal Can., \$38 per doz.

CHURNS—45 p.c.

ROPE—Sisal, 11 $\frac{1}{2}$ c per lb.; British manila, 12 $\frac{1}{2}$ c; pure manila, 15 $\frac{1}{2}$ c.

BUILDING PAPER—Plain, 62c per roll; tarred, 82c per roll.

LINSEED OIL—Boiled, 78c; raw, 75c per gal. in barrel lots.

AMMUNITION—Primers, \$1.55 per M.; loaded shells, English and Canadian make, 12 gauge, black, soft, \$19 per M.; 10, \$23.65; 12, smokeless, chilled, English, \$25; 10, \$29; 12, Canadian, \$21. 10, Canadian, \$28; shot drop, \$7.50 per 100 lbs.; chilled, \$7.90; buck, \$8.30; 28 ball, \$8.70; powder, F. F., Hamilton, \$5.25 per keg.

CHANGES IN AUSTRALIA'S TARIFF

Some tariff changes lately came into force in the Australian Commonwealth. Among other items are some affecting metal, machinery and hardware lines. While the changes are somewhat extensive it would be impossible to go into them all in detail. Generally stated, lamps, and lampware have been advanced from 15 per cent. to 25 per cent. and 15 per cent. preferential. Agricultural and horticultural implements, dutiable at 12 $\frac{1}{2}$ per cent. in the 1902 tariff, are now made 15 and 12 $\frac{1}{2}$ per cent. preferential. In the case of strippers harvesters and strippers, there has been an enormous increase in the duties, being £12 and £6 specific duty respectively. These duties have now been in operation for three years; part of the time they were higher. Winnowers are now 25 per cent. Mould boards finished are now 20 per cent. instead of free. Portable engines, formerly free, are now 25 per cent. and 20 per cent. preferential. Cutlery, formerly 15 per cent. is now 15 and 20 per cent. Weighing machines and cash registers, formerly 20

per cent. are now free. Gas and oil engines, formerly 12 $\frac{1}{2}$ per cent., are now 5 per cent. and free. Steam engines, formerly 12 $\frac{1}{2}$ per cent., are now 25 per cent. Machinery generally, formerly 12 $\frac{1}{2}$ per cent., is now 55 and 20 per cent., but linotypes, band saws and some other machinery coming from Canada are free. Axles and springs, formerly 15 per cent., are now 35 and 30 per cent., though ball bearing axles are now reduced to 5 per cent. and free. Mixed metalware, instead of being 15 per cent., under the new tariff, is 25 and 20 per cent. Platedware, formerly 20 per cent., under the new tariff of 1908 is 25 and 20 per cent. Metalware, not specially noted, instead of being 20 per cent. is now 30 and 25 per cent. Mining machinery, formerly 12 $\frac{1}{2}$ per cent., has been sub-divided, some of it bearing a duty of 25 per cent. general and 20 per cent. preferential, and others 5 per cent. and free. Electrical machinery has not been largely changed.

Discs for agricultural implements are now free. Hand-worked rakes and ploughs combined, hay tedders, horse rakes, milking machines, mould board plates in the rough, potato raisers or diggers, root cutters, pulpers and graders, straw stackers, threshing machines, winnower forks, and hand-worked cultivators are now free instead of 10 per cent., as before. Adding, computing machines and cash registers and automatic weighing machines are made free instead of 10 per cent. and 5 per cent., as passed by the House of Representatives. Machines not included in the general tariff have been reduced from 30 to 25 per cent. to 25 and 20 per cent. Long band saws with band wheels, 5 feet and over in diameter, are now included in the tariff as free.

Manufactures of metal, not specifically included, have been increased from 25 and 20 per cent. to 30 and 25 per cent. Articles for household use made of aluminum are now free instead of 5 per cent. Screws for wood are now free. Rock drills have been reduced from 20 and 15 per cent. to 5 per cent. and free. Electro dynamos, up to 200 H.P., are still 20 per cent. but above that power are 12 $\frac{1}{2}$ per cent.

Iron pipes, cast and wrought, still remain at 45s. general tariff but the preferential rate has been raised from 30s. to 35c. per ton. Wire netting has been made free instead of 10 per cent. and 5 per cent. preferential as passed by the House of Representatives. Locks have been put into a special class with a duty of 20 per cent. general tariff and 15 per cent. preferential, instead of 5 per cent. and free as previously.

NEW SPORTING GUNS.

A. MacFarlane & Co., Montreal, representing a number of hardware manufacturers, have been appointed agents for the Mauser sporting rifle, the Mauser self-loading combination pistol and carbine, and the Browning automatic pistols, three new European products recently put on the market. The two former are made by Waffenfabrik Mauser, Obeindorf, Germany. The rifle is a smokeless powder, 1908 model, with self-locking device, lock plate for back action protection and the latest lock

and breech bolt improvements. It has other unique features as well. The combination pistol and carbine has a low-trajectory and is sighted up to 1,000 yards. It is self-loading, the recoil of the exploded cartridge ejecting the empty shell cocking the hammer, and feeding a fresh cartridge. It has a trigger lock, enabling it to be carried safely at full cock when loaded. The Browning pistol is made by The Fabrique Nationale d'Armes de Guerre, Liege, Belgium. It has an automatic feed, allowing the pistol to discharge five shots per second. A. MacFarlane & Co. will send descriptive pamphlets for the asking.

NEW MANUFACTURERS' AGENCY.

J. J. Cragg, nephew of F. J. Sragg Bros., of Halifax, N.S., with whom he has been associated for the past ten years, has secured the representation for the Dominion of some well-known



J. I. CRAGG, HALIFAX,

Who is Establishing a Manufacturers' Agency at Montreal.

European manufacturers, including Bing Bros., of Nuremberg, Bavaria, one of the largest manufacturers of kitchen furnishings hardware in Europe. and Robert Hartkopf, Soligen, Germany, manufacturers of pocket cutlery, scissors and razors.

Mr. Cragg will start for himself under the firm name of J. J. Cragg & Co., and will travel from the Atlantic to the Pacific. He has no intention of entering the jobbing trade, but merely the import business as an agent. Mr. Cragg will make his headquarters in Montreal.

The new hotel proposed to be erected at Fort William by Mr. Cuthbertson will cost \$250,000. If satisfactory arrangements can be made, Mr. Cuthbertson will also erect a number of modern houses in the suburbs of Fort William.

Condensed or "Want" Ads.

AGENTS WANTED.

This is the problem of many manufacturers who are anxious to get a foothold in Western Canada. It will be easily solved if HARDWARE AND METAL is given the opportunity to solve it.

WANTED in every town and village, a representative to take charge of the circulation of our various publications:—Hardware and Metal, Canadian Grocer, Financial Post, Plumber and Steamfitter, Dry Goods Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery, and Busy Man's Magazine. Good financial standing and business connection a strong recommendation. Just the position for a retired business man for his spare time. The MacLean Publishing Company, Limited, Toronto.

LITHOGRAPHY

HIGH CLASS COLOR WORK; Commercial Stationery, Posters. The Hough Lithographing Co. Limited, Office—No. 3 Jarvis St., Toronto, Telephone, Main 1576. Art, Good Workmanship; Business Methods.

SITUATIONS WANTED.

Travellers, clerks, or tinsmiths, wishing to secure new positions, can engage the attention of the largest number of employers in their respective lines, by giving full particulars as to qualifications, etc., under "Situations Vacant."

HARDWARE CLERK, five years' experience, excellent references, wants position in the west. Box 17, HARDWARE AND METAL, Winnipeg, Man. [37]

YOUNG MAN, six years experience, wants permanent position as hardware clerk in good live town of 2000 or over. All references as being good stock keeper and salesman. Apply Box 739, HARDWARE AND METAL, Toronto.

HARDWARE CLERK, age 32, at present engaged in Vancouver, desires change, B.C. preferred. First class references. Box 40, HARDWARE AND METAL, Winnipeg, Man.

HARDWARE MAN, twelve years' experience, wants situation. Travelling west of Winnipeg preferred. Excellent references. Benson, Box 1576, Edmonton, Alta.

BUSINESS CHANCES

FOR SALE—Hardware, Stove and Tinware Business, plumbing, heating, tinsmithing and roofing in connection. Established fourteen years. One of the best manufacturing towns in Ontario; population 6000. Good clean stock of about \$9000. Could give possession at once. Box 742, HARDWARE AND METAL, Toronto. (38)

FOR SALE—Hardware, stove and tinware business in a good town in Ontario county. Stock about \$5,500; a good yearly turnover. Satisfactory reasons for selling. Apply Box 741, HARDWARE AND METAL, Toronto. (37)

HARDWARE BUSINESS in good location in Toronto for sale. Stock about \$1,000. Satisfactory reasons for selling. Box 745, HARDWARE AND METAL. [39]

MISCELLANEOUS

ADDING TYPEWRITERS write, add or subtract in one operation. Elliott Fisher, Limited, 129 Bay Street, Toronto.

650,000—Not one of the 650,000 retail merchants who have bought a National Cash Register would think of doing business without it. The National Cash Register Co., F. E. Mutton, Canadian Manager, 129 West King Street Toronto, Ont.

When writing advertisers kindly mention having seen the advertisement in this paper.



Here is a New Idea in Selling Shelf Goods

We want to explain the Brighten Up Finish idea to every dealer in the Dominion, because it will enable both them and us to get a greater sale of shelf goods. We have only room here to outline it very briefly, but have prepared literature explaining it in full, which we will be glad to send upon request.

We have taken such old established products as Sherwin-Williams Family Paint, Varnish Stain, Enamel, Bath Enamel, Porch and Lawn Furniture Enamel, Radiator Enamel, Screen Enamel, Stove Pipe and Iron Enamel, Aluminum Paint, Gold Paint, Flat Black Finish, and Durable Household Varnish, and placed them in one large line under one name and label—Brighten Up Finishes. These are products which are mostly used by the householder for "brightening up" in and about the house.

BRIGHTEN UP FINISHES

will be extensively advertised in the leading magazines, as well as by our strong system of direct advertising.

The Brighten Up Finish idea makes it easy to sell these goods. There is splendid profit in them. The labels are especially attractive and make a striking display on the dealer's shelves. We furnish dealers with liberal quantities of effective advertising for inside store use and counter distribution. Our Fall Brighten Up Window Trim is a winner.

Write us for full particulars of the Brighten Up plan.



THE SHERWIN-WILLIAMS CO.
LARGEST PAINT AND VARNISH MAKERS IN THE WORLD.
Canadian Headquarters and Plant: 639 Centre St., Montreal, Que.
Warehouses: 86 York St., Toronto, and Winnipeg, Man.



418

See the

Model Barn

At Toronto Fair

(West end of Dairy Building)

It is Fire, Lightning, Rust and Storm Proof.

You can make money handling this kind of material.

The Metallic Roofing Co.

LIMITED
Manufacturers

Toronto and Winnipeg

Heating and Housefurnishings

FRESH AIR AND FURNACES.

A discussion of the fresh air feature of furnace heating systems is presented in a catalogue issued by an American furnace manufacturer, and a portion is printed here which brings out a point which furnacemen should keep before home builders. It can be kept where an occasional reading of it even by a customer may influence the placing of a contract.

What is your ordinary furnace for, anyway? Is it to supply the rooms of your house with a proper quantity of warmed fresh air? If so, and it does its duty, is it a fresh air warmer or a furnace? There are melting furnaces, smelting furnaces, blast furnaces and blasted furnaces, but a contrivance whose business it is to heat a body of fresh air for you to breathe in an upper room ought never to have been called a furnace. But we were not there when the first of these pieces of mechanism was built and so named, or we would have protested.

Stripped of all its verbiage here is the kernel of house warming: To collect an adequate supply of fresh air, warm it in its passage and send it into your room at a healthful temperature.

What is fresh air? In the first place, there are one or two things that it isn't. It isn't cellar air; it isn't air that is filtered through the network of vines and woodwork and passed under your piazza, and so into the furnace. In short, it is out of doors air. Of course, there is such a thing as living where the out of doors air has some malaria or other hurtful germs floating in it; still, it may be said in general that out of doors air is fresh air.

There is plenty of fresh air out of doors, too, and you wouldn't think that there would be any difficulty in getting it into the house; but some people seem either to be afraid of it or else seem to think the supply is limited. Now, the cold air box ought to be big; for it you have a furnace that can't warm and feed a liberal supply of fresh air from out of doors, cold though it may be, it may be set down as inefficient.

Having secured a good supply, what then? Why, warm it, that's all. For if once warmed it will find its way upstairs fast enough.

The advanced class in domestic economy is before us. A good sized class it is, too. Suppose we take from it all those who profess to have well learned the lesson of heating and ventilation and examine them! We are surprised to find that even this selection gives us a goodly sized class. Intelligent, too, by the way. We have just one question to put to this assemblage; a question in which they are all interested and which they all would answer in a different way, no doubt. We shall not be able to consider the answer of each one of them, but rather that of one here and there,

the representative exponent of some different idea of heating and ventilation.

The question is, "What apparatus shall I use to warm the current of cold air that I have provided for my house?" There is a flutter among them when the question is put, and all are eager to answer it, and each believes that he can do so more satisfactorily than the others. Furnacemen are not thieves and cut-throats. There are lots of people who think, and sincerely, too, that their furnace is the only one worth having! (You see, we must call them furnaces, after all. We cannot butt our heads against the custom of a generation or more; and so, although they are fresh air warmers far more accurately than furnaces, we'll succumb, and call them what the rest do.)

Let it be understood once for all that the warm air provided for our house must be fresh. We do not want any air that we have used once heated over for our after consumption. Nor do we want the disease germs which may linger around the sick bed to be heated and breathed over again by the attendants of the sick and members of the household.

"MERRY WIDOW" HATS.

Phillips & Co., plumbing contractors, and stove dealers, Orillia, made a unique window display recently, fixing up a "Merry Widow" hat calculated to do credit to a milliner's window. It consisted of a sponge bath, turned upside

down, a drape of oakum, plume of tin, rosette of tin and N.P. floor plate, buckle of tin, feather duster, etc., with stove door knobs for hat pins.

The display attracted a lot of attention and was one of the best advertising stunts ever done by the firm.

PROGRESS OF STOVE MANUFACTURE.

The most highly improved modern heating stove and furnace, and cooking range, are all evolved from the camp fire of the savage, or primitive man. The primitive peoples warmed themselves and cooked their food by means of the camp fire.

As they advanced in the arts of civilization, they realized the importance of doing away with the smoke, which sometimes drove them from their tents, and of devising some more convenient means of cooking their roasts and baking their crude cakes. As a result, one little convenience after another came into use serving to make life more tolerable and enjoyable, among the first being a better tent or house, which was later provided with a chimney to lead away the smoke, and a fireplace arranged for the convenience of warming and cooking.

Man stuck to the improved fireplace a long time, even after metals had been in use for centuries. Finally the ingenuity of man invented a metal fireplace, which was used both for heating and



WHO WILL WEAR THIS "MERRY WIDOW" HAT?

Novel Window Display Made by Phillips & Co., Plumbers and Stove Dealers, Orillia.

"SANDERSON'S" TOOL STEEL

"ALWAYS RELIABLE"

MACHINERY STEEL

SMOOTH AND IRON FINISH

A. C. LESLIE & CO.,
MONTREAL LIMITED

Sticks Everything, But is not Sticky

sounds like a paradox, but it's not, it applies to CAEMENTIUM, the greatest ADHESIVE ever discovered. It is a LIQUID PORCELAIN not a FISH GLUE.

It is unaffected by HEAT, DRYNESS, MOISTURE and ACIDS. Where workers have to affix GLASS, PORCELAIN or METAL this adhesive is unsurpassed.

Electricians will ask for it. Plumbers and Automobile Men will want it. Why not stock this need?

IT MEANS MONEY TO YOU ALSO.
WHY NOT BE OUR AGENT?

DILLONS LTD., 455 St. Paul Street
MONTREAL

Write to-day, we need you and you need us.

cooking. Later man invented a separate stove for heating, exclusively. Then the improvement in stoves began in the most vigorous fashion, and is still going on at a wonderful pace.

When we consider the number of new improvements in stoves and furnaces, ranges and heating apparatus in these modern days of inventive, progressive civilization, it is wonderful beyond all power of expression.

What the twentieth century yet has in store for us in these lines no man can tell. There is hardly a day that goes by without some new and ingenious improvements along these lines being chronicled.

SALESMEN AND ADVERTISING.

Advertising introduces the goods and paves the way for the salesman.

Advertising insures for the traveler a respectful hearing when he arrives.

Advertising brings orders when the salesman is not on the ground.

Advertising increases the volume of the order which the salesman can secure in person.

Advertising makes the merchant respect the firm and the salesman.

Advertising cements the friendship between the house and the merchant.

Advertising tells the merchant what the salesman forgets to mention.

Advertising brings about a better acquaintance and understanding between the merchant and the traveler.—Profitable Advertising.



IVER JOHNSON

SAFETY AUTOMATIC REVOLVER



Different from every other revolver, and infinitely superior to near-safe imitations, because the feature that makes it possible to

Hammer the Hammer

in perfect safety, is not a mere device added to the revolver, but is itself a part of the firing mechanism. No buttons to press, no catches to set, no levers to pull. The hammer of an Iver Johnson Automatic Safety Revolver *never* touches the firing pin, and the firing pin *never* touches the cartridge until the trigger is pulled. You can "hammer the hammer," drop it, kick it, pound it, but until you pull the trigger, there's "nothing doing."

ACCIDENTAL DISCHARGE IMPOSSIBLE

ADVERTISED in all the leading Magazines and Sportsmens' periodicals. Our advertising creates the demand. But we never sell direct where the dealer can supply.

These are not premium goods. The owl's head on the grip and our name on the barrel guarantee them.

Send for Dealer's Catalogue or order from your jobber.

IVER JOHNSON'S ARMS & CYCLE WORKS, 330 River Street, Fitchburg, Mass.

Pacific Coast Branch; Phil. B. Bekeart Co., San Francisco, Cal.

Makers of Iver Johnson Single Barrel Shotguns and Iver Johnson Truss Bridge Bicycles



SLEIGH SHOE BOLTS

Material used in making our Sleigh Shoe Bolts is the best that can be had for the purpose.

We pay particular attention to having the countersunk head of the proper length and the threads full and accurate so that Nuts will fit perfectly.

Specify "M.R.M." when ordering. This brand stands for quality.

The Montreal Rolling Mills Co.

BUILDING AND INDUSTRIAL NEWS

For additional items see the correspondence pages. Information is solicited regarding building and industrial news, the incorporation of companies, establishment or enlargement of mills, factories or foundries, municipal water works and sewerage systems, railway or mining news, etc

Industrial Development.

Mr. Smith will build a large brush factory at Brantford.

The Anderson Co. may rebuild its furniture factory at Newcastle, Ont.

The Barrie Shoe Mfg. Co., has leased a block at Barrie and will extend its plant.

The McCann-Knox Milling Co. has purchased a site upon which it proposes building a coal plant to cost \$30,000.

The Redpath Estate, Montreal, has taken out a permit for the erection of a five-storey warehouse to cost \$22,000.

Manchester, Robertson, Allison, owing to increased business, are forced to erect a new building at St. John, N.B.

The Kennedy & Davis Milling Co., Lindsay, is branching out, and is erecting a woodenware factory to employ 40 hands.

A permit has been issued for a two-storey warehouse to be erected for Fraser Viger & Co., Montreal, at cost of \$15,000.

The Berlin Aluminum Co. has been purchased by the Hahn Brass Co., New Hamburg, and the plant will be removed to that place.

The Stratford Mfg. Co. intends enlarging its factory immediately. A large painting department will be built and the staff increased.

The power house for the Doty Engine Works, at Goderich, is nearly completed, and work on the main building will be commenced at once.

The Carrier, Laine & Co.'s workshops at Levis, Que., have been purchased presumably for the I.C.R., which will erect machine and repair shops there.

Building Notes.

A new armory will be erected at Joliette, Que., this fall.

Kingston will loan \$100,000 to any company that will build a \$150,000 hotel at that place.

Lim Dat, a wealthy Chinaman, of Victoria, will erect a \$25,000 business block at that place.

A new reading-room addition is being built to the University of New Brunswick, Fredericton.

The Quebec Catholic Schools Commissioners will erect a new \$4,800 school building in that city.

Contractor Cook, Vancouver, has the contract for the \$20,000 enlargement of Christ Church at that place.

William Baxter, Hamilton, has been granted a permit for the erection of five dwellings, at a cost of \$10,000.

Tenders were recently received for the reconstruction of No. 2 fire hall, Winnipeg. The work will cost \$15,000.

It is stated that the C.P.R. will construct another wing to the Empress hotel, at Victoria, at an early date.

A. Osterhout, Winnipeg, has been

granted a permit for the erection of three dwellings, at cost of \$9,000.

The congregation of the Church of Christ, Winnipeg, is contemplating the erection of a new church building.

Mrs. F. J. Reed, Winnipeg, has been granted a permit for the erection of four dwellings, at a cost of \$10,000.

The chairman of the Transcontinental Railway Commission has selected a site for the new station at La Tuque, Que.

Parks & McDonald will erect an apartment house opposite the Secord hotel, Vancouver, at an estimated cost of \$13,000.

At a meeting of the Montreal Finance Committee the sum of \$56,550 was voted for the rebuilding of No. 20 fire station.

John Williamson, Montreal, has been granted a permit for the erection of a pair of semi-detached dwellings, to cost \$17,000.

The contract for alterations and additions to the isolation hospital, Victoria, has been awarded to A. E. Balfour at \$1,200.

Finnie & Gordon were awarded the contract for building St. James' Methodist church, Peterboro, at a cost of \$9,765.

The M. E. Keefe Construction Company has been awarded the contract for remodelling the post office building at Halifax.

A permit has been granted to A. Calori, Vancouver, for the erection of a hotel building, six storeys high, to cost \$80,000.

G. N. Faust, Montreal, has been granted a permit for the erection of three houses, of three dwellings each, at cost of \$18,000.

A permit has been granted to James Curran, Peterboro, for the erection of a frame dwelling on Lake Street, to cost \$9,000.

The Catholics in the west end of Halifax are negotiating for some lots, on which they propose to erect a new church building.

The contract for McDougall & Secord's new block at Edmonton, has been awarded to McSparran & Company, at about \$40,000.

H. & J. Hutson, Toronto, have been granted a permit for the erection of three attached apartment houses, at a cost of \$20,000.

C. R. S. Dinnick has been granted a permit for the erection of a pair and three attached dwellings at Toronto, at cost of \$10,000.

A block of land at Toronto has been acquired for the erection of a large apartment house to cost in the neighborhood of \$35,000.

Honore Mainguy, St. Foye, Que., has been awarded the contract for an \$8,000 house to be erected at Quebec for L. F. Burroughs.

A by-law has been passed at Brownlee, Sask., authorizing the raising by debentures of \$8,000 for the erection of a

brick school, work upon which is to be commenced this fall.

The St. John (N.B.) Board of School Trustees have awarded the contract for the annex to the Winter Street School to R. A. Corbett at \$33,868.

D. McConnell, Ottawa, who owns the graphite mill at Port Elmslie, has purchased most of the village properties, on which he will erect dwellings.

The congregation of the Yonge Street Methodist Church, North Toronto, will erect a new church at the corner of Summerville Avenue and Yonge Street.

Estimates are being prepared for remodeling the Ottawa City Hall. A by-law to this end will possibly be submitted to the ratepayers in January.

Charles Price & Son, Aylmer, have secured the contract for the erection of a residence at Lyons, Ont., for H. O. Demary, at a probable cost of \$2,500.

The building committee of the Ottawa Separate School Board will recommend the purchase of property in Hintonburg for the erection of a school building.

The Young Women's Christian Guild, Toronto, have taken out a permit for the erection of a two-storey brick bath house and gymnasium, at a cost of \$10,000.

The contract for the new court house to be erected at Arcola, Sask., has been awarded to Thos. Grayson, of Moosomin, Sask., at contract price of \$27,045.

The J. McDiarmid Company, Winnipeg, has been awarded the contract for the new municipal hospital building to be erected at Saskatoon. Contract price \$47,490.

G. H. Jost, Halifax, has prepared plans for a 50-foot addition to be erected to St. Andrew's Catholic church, at Yarmouth, N.S. The improvement will cost \$20,000.

The Winnipeg Board of Control has awarded the contract for the proposed addition to be erected to the Carnegie library to J. H. Trombloy, at a contract price of \$27,951.

It is reported that the G.T.P. will build a large hotel at Rivers, Man., and that it will develop power and instal an electric light plant there.

C. W. Hall, Brandon, has been awarded the contract for the erection of a new six-room school building at White-wood, Sask. The building will cost approximately \$15,000.

The trustees of the Queen's Avenue Methodist church, New Westminster, have decided to erect three galleries in the interior of the church, to afford increased accommodation.

The Six Nations' Indian Council has voted \$2,200 towards the erection of a new \$3,000 fair building at the Ohsweken, Ont., fair grounds, to replace the one recently destroyed by fire.

Dowler & Michie have prepared plans for a business block to be erected for J. C. Lenton and G. C. Robinson, at Calgary. The building will be three storeys high and will cost \$15,000.

At a meeting of the trustees of Mount Pleasant Presbyterian congregation, Vancouver, plans were accepted for the new church building to be erected at a cost of between \$35,000 and \$40,000.

News of the Paint Trade

PAINT AND VARNISH REMOVER.

The Chemist and Druggist gives the following formula for paint and varnish removers as made by a firm of English manufacturers:

Arachis Acid.....	18 parts.
Benzine.....	42 parts.
Methyl Alcohol.....	40 parts.
Another has the composition:	
Palmitic Acid (vegetable)...	25 parts.
Benzine.....	35 parts.
Amyl Acetate.....	40 parts.

It is noticeable that both these preparations contain either alcohol or amyl acetate. In this country broad patents cover the use of both these ingredients in paint and varnish removers.

MASSACHUSETTS PAINT LAW.

At the last session of the Massachusetts legislature, the following law was adopted:

Section 1. It shall be unlawful to sell, or offer or expose for sale, or to dispose of, or to have in possession with intent to sell or dispose of, any paint, turpentine or linseed oil which is labeled or marked in such a manner as to deceive, or as to tend to deceive, any person as to its nature or composition.

Section 2. The term paint as used in this act shall include white lead, oxide or zinc and red lead, dry or in any kind of oil, and any compound intended for the same use, colors ground in oil, paste or semi-paste paint, and liquid or mixed paint ready for use.

Section 3. The having in possession, by any person, firm or corporation dealing in said articles, of any article or substance herein designated and marked or labeled contrary to the provisions hereof, shall be prima facie evidence that the same is kept by such person, firm or corporation in violation of the provisions hereof.

Section 4. Any violation of this act shall for each offence be punished by a fine of not less than twenty-five and not more than one hundred dollars, or by imprisonment for not more than sixty days.

Section 5. Upon the written complaint of any person aggrieved by the violation of any provision of this act, the district police and their agents are hereby authorized to enter any place of business, store or building where the sale of paint, turpentine or linseed oil is carried on, and to open and inspect any package, can, jar, tub, or other receptacle containing articles that might be sold or exposed for sale in violation of the provisions of this act, and may appoint and remove inspectors, analysts and chemists for the purpose of inspecting or analyzing the contents of any such package, can, jar, tub or other receptacle. Inspectors so appointed shall have the same powers and authority relative to the articles aforesaid as are given in sections forty-two and fifty-two of chapter 56 of the revised laws to the inspectors named therein.

Section 6. Whoever hinders, obstructs or in any way interferes with any inspector, analyst or other officer appointed or acting under the provisions of this act, while in the performance of his official duty, shall be punished by a fine

of not more than fifty dollars for the first offence, and of not more than one hundred dollars for each subsequent offence.

Section 7. This act shall take effect on the first day of January in the year nineteen hundred and nine.
Approved May 19, 1908.

Floorglaze Enamel

We say it is the best solid color floor finish made. We can prove it, and so can you, in the easiest and most profitable way possible. Stock a sample order, and see how it brings the customer back for more and do not forget the satisfied customer has lots of friends.

10 shades. Write for color card and prices.

Manufactured only by

The Imperial Varnish & Color Co.

LIMITED

TORONTO, CANADA.

Stocks at

VANCOUVER, B.C. IMPERIAL VARNISH & COLOR CO. Ltd. 542 Beatty St.
WINNIPEG, MAN., c/o MASON & HICKEY, 108 Princess St.

There's Money in Toy Wagons

Makers of

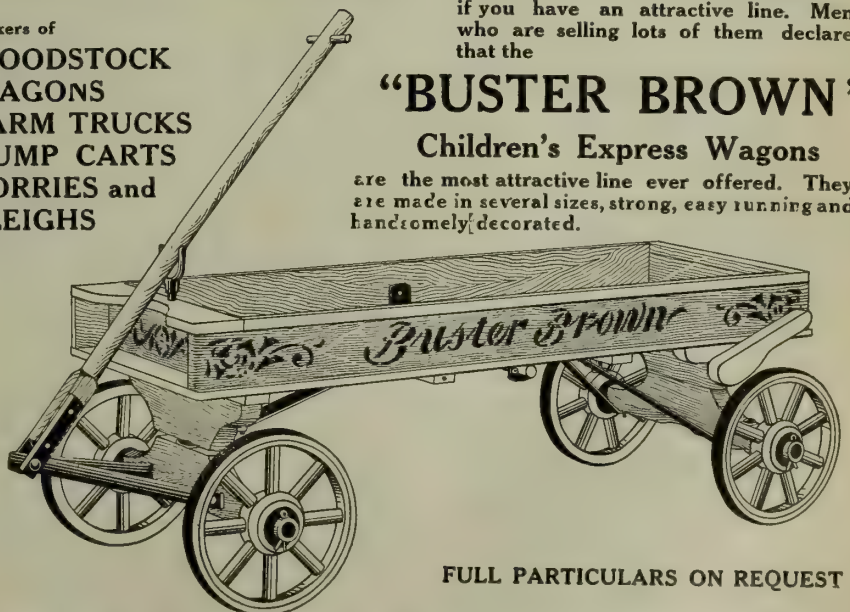
WOODSTOCK
WAGONS
FARM TRUCKS
DUMP CARTS
LORRIES and
SLEIGHS

if you have an attractive line. Men who are selling lots of them declare that the

"BUSTER BROWN"

Children's Express Wagons

are the most attractive line ever offered. They are made in several sizes, strong, easy running and handsomely decorated.



FULL PARTICULARS ON REQUEST

The Woodstock Wagon & Mfg. Co.

WOODSTOCK, ONT.

LIMITED

PAINT AND OIL MARKETS

MONTREAL.

Montreal, Sept. 11.—General trade has received a spurt, despite the intervention of the holiday and prospects are decidedly encouraging. Local painters state that orders with them are on the light side, but show a tendency to improvement. Undoubtedly the advantages of painting in the fall is being realized by house proprietors, and many dealers are starting on a paint campaign which should have good results. With the stimulation now going on confidence is returning, and prospects seem favorable for a general good demand in all lines.

There is no change in prices with the exception of another cut in turpentine and a continuance of the stiffening movement in ground white lead.

TURPENTINE—Turpentine continues weak. The lightness in demand has tended to the accumulation of heavy stocks, and the prices have again been cut 2c per gal. We now quote turpentine 54c for single barrels.

LINSEED OIL—The market continues firm, and a good turnover is reported both for raw and boiled. Quotations therefore are steady at: Raw, 1 to 4 barrels, 50c; 5 to 9 barrels, 49c; boiled, 1 to 4 barrels, 53c; 5 to 9 barrels, 52c.

Ground White Lead—There is a firmness characterizing lead products, and ground white lead, in sympathy with this movement, is stronger. The demand continues steady with a tendency towards improvement. For ordinary lots quotations remain the same, Government Standard, \$5.50; No. 1, \$5.15. These quotations apply only to Montreal.

RED LEAD—The demand in red lead is, in a slight measure, better than it was last week. There seems to be, however a lack of snap in the purchasing power of the hardware trade. Prices continue firm in sympathy with ground white lead. For ordinary lots we continue to quote: Genuine red lead, in casks, \$4.75; in 100-lb. kegs, \$5; in less quantities, at \$5.75 per 100 lbs.; No. 1 red lead, casks, \$4.50; kegs, \$4.75, and smaller quantities, \$5.50.

COLORS—An improvement is noted by some color makers, and it is anticipated that for some time good trade will be done in ochres, mortar stains, oxides, and the more expensive colors generally.

VARNISHES—The demand for varnishes continues to show improvement. There is now a healthy demand for general lines, particularly shellacs, carriage varnishes, and baking japans.

WHITE ZINC—A normal inquiry only exists, without influencing prices which remain as follows: V.M. Red Seal, 7½c; Red Seal, 7c; French V.M., 6c; Le-high, 5c; white zinc, ground in oil, pure, 8½; No. 1, 7c; No. 2, 5½c.

PUTTY—The autumn activity has commenced, and putty grinders state

that business is brisk, but there is no difficulty in keeping pace with the demand. We continue to quote: Pure linseed oil putty, bulk, 800-lb. cask, \$1.75; in 25-lb. iron drums, \$2.05; in 25-lb. tins (3 in a case), \$2.15; bladder putty, in barrels, \$1.95.

TORONTO.

Toronto, Sept. 11.—Not a single change in price has come over the paint market this week. The Exhibition is on every jobber's mind, and entertaining the out-of-town customers is the principal business being done. The prospects for fall trade are fair. There will not be a rush of business before next spring, but a steady and improving condition is what is expected. Mixed paints are moving freely, and there is a firmer feeling about white lead. The orders arriving do not make big gaps in jobbers' stocks, but they are fairly numerous and satisfactory. The closing months of the year will be much ahead of the earlier months, and even as good as the corresponding months a year ago. No price has been set for the 1909 paris green, nor will there be before the end of the year.

LINSEED OIL—Raw 53c, and boiled 56c, continue to be the market quotations. For large quantities 2c less is asked. European prices remain firm, and there does not appear to be any immediate change in sight. Business is a little light.

TURPENTINE—Quotations are still 56c for single barrels, and 55c for larger quantities. Fair business is being done. Prices down South firmed up somewhat, but locally conditions remained as last week.

WHITE LEAD—Still firming up is this line, although quotations continue the same as last week: Genuine, \$6; decorators, \$5.75; and No. 1, \$5.50. Red lead remains at \$4.50 for genuine in cask lots, and good business is being done in both white and red lead.

GLASS AND PUTTY—Window glass is now going freer and with it putty is increasing in sales. Standard putty remains at \$1.65 for bulk, and \$1.90 for bladders in barrels; special is at \$1.45 and \$1.70, and pure linseed oil putty is quoted at \$1.80 and \$2.05.

STAINS AND VARNISHES—Good sellers are these two lines. Prices are unchanged. Pure white shellac is quoted at \$2, and pure orange at \$1.95.

PETROLEUM—Increasing business is being done at stationary prices.

PRESERVING IRON AND STEEL.

The extensive work of Allerton S. Cushman, of the United States agricultural department, upon the causes underlying the corrosion of iron and steel surfaces, gave to the scientific world a clear understanding of this subject and proved the electrolytic theory. This

They
will surely
do business
with you

If
you sell
“**ENGLISH**”
Liquid
Paints

BRANDRAM-HENDERSON,
LIMITED

Montreal

Halifax

St. John

Winnipeg

Marshall-Wells Co., Winnipeg

Distributors for Western Canada

Some Hardwaremen Don't Croak

about falling business. They are the kind of men who have been making money out of Muresco during the past summer. Sales of

M U R E S C O W A L L F I N I S H

are over 60% ahead of any former record, which fact clearly indicates that scores of hardwaremen are finding it an extremely popular and profitable line. Are you getting any of this increased business?

Prices Right and Profits Really Good.

Write Us for Color Cards and Discounts.

Benjamin Moore & Co., Limited

New Office and Works: West Toronto, Canada.

New York, Chicago, Cleveland, Carteret, N. J.

If you are not handling Trip-L-Body White write us for price and sample. It is superior to white lead in every way

Are You Awake?

Don't let competition catch you asleep at the switch on the paint proposition, Mr. Dealer. Don't be satisfied with what trade straggles into your store. Be a live one and make a robust bid for the bulk of the business in your town. Why not? There's a way to get it. Get a paint you can enthuse over, and then make a noise that will wake up every paint consumer in your community. Show them the money-saving advantage of using a better paint. We'll help you convince them that

Martin-Senour 100 Percent Pure Paint

is the paint they ought to use. It is noticeably so much better than other paints that customers once using it become audible advertisements for the dealer who supplied them. They talk out loud for **Martin-Senour Paint**. The neighbors hear the story and see the evidence with their own eyes—that starts them too to the dealer's store, and the good work and the good news spreads.

If you want to be the liveliest paint man in your town our plan for turning the paint trade your way will interest you. Write for it today.

The MARTIN-SENOUR CO., LTD.

Pioneers of Pure Paint

MONTREAL

CHICAGO

The Winnipeg Paint &
Glass Co., Ltd.,
Winnipeg

The Maritime Paint &
Varnish Co., Ltd.,
Halifax, N. S.



theory attributes the solution and subsequent oxidation of iron to a transfer of electricity between the free hydrogen ions of water and the iron ions of the steel. Mr. Cushman's work upon this subject led him to investigate the possibilities of securing protection for steel surfaces by the use of certain pigments and compounds. Bichromates of the alkaline earth metals, when in solution, were found to give to iron surfaces perfect protection from corrosion. Even when present in extremely small quantities these salts cause the iron to assume a passivity that persists for a considerable length of time after the metal has been washed free from the salt. For obvious reasons these chemical products are unfit for use in paints, but they suggested the preparation of pigments from the chromates, and their trial for this purpose. Many chrome pigments were prepared, and although some gave protection to the steel they were placed in contact with, others gave a negative result and could be classed as rust stimulators.

The scientific section of the Paint Manufacturers' Association, following out and confirming Mr. Cushman's work, decided to give it a practical application and secure more definite knowledge as to which pigments are safe and which are unsafe for use in the preservation of iron. For this purpose the scientific section proposed the erection of a fence having several hundred large steel plates upon which to try out the value of the different pigments when contained within an oil medium. The American Society for Testing Materials was notified of this project and at a meeting it was decided that certain committees would co-operate in supervising and inspecting the work, satisfactory specifications to be prepared and adopted by these committees.

The place selected for the test is Atlantic City, N.J., where a fence 300 feet long will be erected within a short distance from the shore. The fence will have ample accommodations for 300 steel plates, which will rest upon girders 24 inches from the ground. The plates are to be rolled from three classes of metal—Bessemer low carbon steel, open hearth structural steel and pure ingot iron.

Four plates of each metal are to be used for each formula. Two of these plates are to be painted in the condition as received after previously scratch-brushing the surface, thus following out the ordinary methods of painting structural iron. The balance of the plates are to be pickled in sulphuric acid in order to completely remove the scale, subsequently neutralizing the sulphuric acid with lime.

The plates are to be painted under cover so as to secure equal conditions throughout the test and to prevent the weather from interfering with the work. A uniform spreading rate is to be used for the formulas, and the work will be conducted in a thoroughly systematic and practical manner by the inspectors

and painters chosen for the work by the committees. A series of unpainted plates will be placed upon the fence with the painted plates so that the rapidity of corrosion of the various metals may be watched.

PAINTING A TIN ROOF.

Before laying, all tin roofing should be painted one coat on the under side and given a chance to dry hard. The upper side to be cleaned of all dirt, rosin, etc., immediately after laying, and painted. Do not wait until the roof is rusted to give the paint a good hold, as is often erroneously advised. By so doing you have started the process of oxidation, which careful experiments prove will continue under the paint and the destruction of the roof is started. The paint applied should be of pure metallic brown oxide, Venetian red, or some other durable metallic pigment, mixed with pure linseed oil, without dryer or turpentine, and well brushed on. A second coat should be applied about two weeks after the first and a third about a year later.

To keep the roof in good condition it should be regularly painted at intervals of three to five years, but the gutters, being the receptacle for dirt, dead leaves, etc., should be swept out and painted every two or three years.

MAKING PLATED TIN SPOONS.

Here is one way of making spoons, the process used in the manufacture of tin plated spoons.

In its original form the material from which these spoons are made comes in long thin strips of steel rolled to a uniform thickness. The strips are twelve to fifteen feet in length and of a width sufficient for the length of the spoons to be made.


These strips are fed into a cutting machine, which cuts off pieces each of sufficient size for making a spoon, these being simply so many small, flat pieces of sheet steel.

Then these blanks are put through a grader, a machine with powerful rolls, which so works the metal as to make it thinner in those parts of the blank that are to form the bowl and the handle of the spoon and thicker in the middle of the length of the blank, from which the shank of the spoon will be made, so that it will be the better able to bear the bending strain that will be put upon the spoon in use.

From the grader the blank goes into a drop press, which cuts it into the outline form of a spoon, though from this press it comes out still flat.

Then in another press the bowl of the spoon is formed, and then in still another the handle, and so at last you have the spoon in its complete spoon shape, in steel, ready now to be tin-plated by dipping it in molten tin.

Building permits were issued at Victoria recently to Foubister Bros., dwelling, to cost \$1,000; Dr. J. A. Graham, two dwellings, \$3,000 each; Clarence B. Sylvester, dwelling, \$1,900; Jos. Phillips, dwelling, \$1,500.



THE CANADA PAINT CO'S

STOVE PIPE VARNISH

BRILLIANT BLACK

Stove Pipe Varnish

In Stone Bottles
(2 sizes)

Stove Pipe Enamel

In Lever-Lid Tins
(4 sizes)

JET

Stove Pipe Lustre


In Lever-Lid Tins
(Half Pint, Wine Measure)

CRYSTAL BLACK

In Lever-Lid Tins
Brush Attached

Stove Pipe Varnish

In Bulk
Full particulars on
page 49 of Catalogue



THE CANADA PAINT CO., LTD

MANUFACTURERS MONTREAL-TORONTO WINNIPEG

RAMSAY'S

CREOSOTE SHINGLE STAINS

Do you know that here is a money maker that only requires your attention? Are you aware that in times past thousands of gallons of Creosote Stains have been brought into Canada at high prices and at high duties, just because it could not be made here?

Are you aware that although it may not be difficult to make Shingle Stains, it is mighty difficult to make right Shingle Stains?

Do you know that after careful watching and experimenting

RAMSAY'S

Creosote Shingle Stains are now pronounced better and cheaper than any imported or manufactured stains in this country?

Do you know that these stains are coming more and more in demand? You should know all about them. You may have enquiry for them to-morrow. Write for our samples and prices at once. Don't pay high prices for imported goods. It isn't necessary. It means loss.

Write us about

SHINGLE STAINS

A. RAMSAY & SON CO.

MONTREAL

Est'd 1842

Paint Makers

NEW ERA PAINT

is Perfectly Pure

Here is its composition:

Pure White Lead; Oxide of Zinc; Pure Linseed Oil; Turpentine and Turpentine Japan Dryers. New Era Paint will cover more surface, last longer, hold its color better, stand the changes of weather and give a more brilliant finish than any other prepared paint.

Write for Prices

Standard Paint and Varnish Works Co.

WINDSOR, - ONTARIO LIMITED

SUNLIGHT GOLD PAINT

Patented 1906.

BEST ON THE MARKET.

THE CANADIAN BRONZE POWDER WORKS

R. E. Thorne & Co.

TORONTO

VALLEYFIELD

MONTREAL.

McCaskill, Dougall & Co.

Manufacturers



RAILWAY, CARRIAGE AND BOAT VARNISHES.

HIGH-GRADE FURNITURE and HOUSE VARNISHES

MONTREAL.



GLAZIERS' DIAMONDS OF PROVED WORTH

Having a Century's Reputation for Reliability.

MADE BY

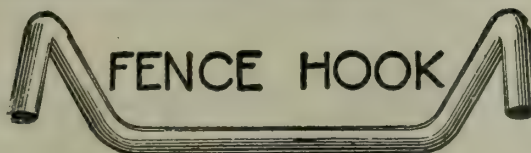
A. SHAW & SON, London, Eng.

CANADIAN AGENT

GODFREY S. PELTON, - 201 Coristine Building, Montreal

GALVANIZED FENCE HOOK

For Fastening Wooden Picket or Wire Fences



WIRE NAILS, COILED SPRING BARB and PLAIN FENCE WIRE, OILED and ANNEALED, CLOTHES LINE WIRE, STAPLES, etc.

The Western Wire and Nail Co., Limited,

- London, Ont.

"Brantford" "Roofing"

We would like to send you samples of Brantford "Rubber" Roofing because we believe it is a line you can profitably handle. It is the BEST rubber surface composition roofing on the market. Made only of high-grade materials—wool felt, asphalt and mineral rubber. Prices, considering quality, are remarkably low. Write us.

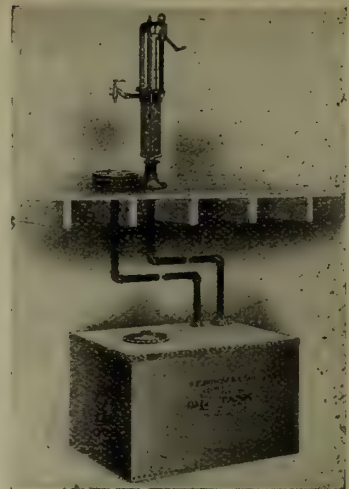
Brantford Roofing Co., Limited
BRANTFORD, - CANADA

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General Supply Co. of Canada, Limited	219-221 Bank Street, Ottawa
	147 Bannatyne Avenue East, Winnipeg, Man.
J. S. Mitchell & Co.	Sherbrooke, Que.
Fleck Bros., Limited	Vancouver, B.C.
Imperial Export Co.	Toronto, Ont.

You Can Double Your Profits on Oil

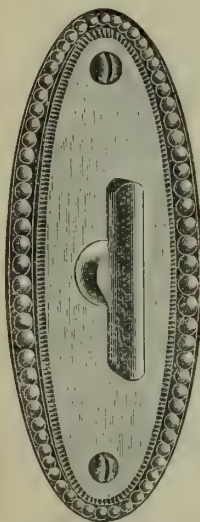
The amount of money you lose with those old fashioned oil tanks eats away at least half—sometimes all—of your profits.



CUT 15—CELLAR OUTFIT FOR NON-LUBRICANTS

But you can protect your profits, double them and more, by handling your oils in Bowser Self-measuring Oil Tanks. The reason is simple: the Bowser stops EVERY kind of loss. Send for Catalogue V. and find out how to double your profit.

S. F. Bowser & Co.
LIMITED
66-68 Fraser Avenue, - TORONTO

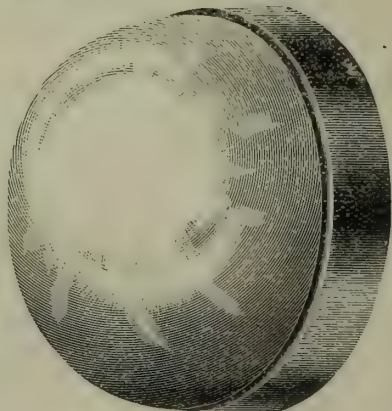


ROTARY STROKE ELECTRIC DOOR BELL and TURN

A very handsome, practical and saleable set.

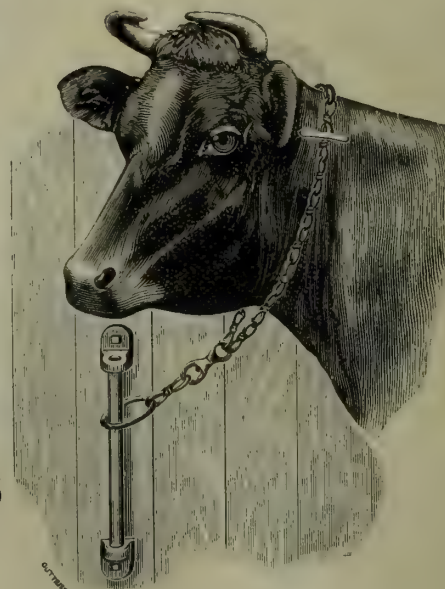
This is only one of our many trade-catching door bell designs. Write us to-day for list and discounts.

The BELLEVILLE HARDWARE CO., Limited
BELLEVILLE, - - ONTARIO



This excellent line is put up with Bronze, Brass or Steel Turns, Steel or Bell Metal Congs. Also with Cast Bronze, Brass or Iron Turns. Our full list is very attractive.

GREENING'S PATENT COW TIES



These Cow Ties have stood the test for years.

Undoubtedly the best and strongest on the market.

It will pay to handle the best.

A complete line of all sizes ready for shipment.

FOR SALE BY ALL JOBBERS

THE B. GREENING WIRE CO.
LIMITED
HAMILTON, ONT., MONTREAL, Que.



ARE YOU SELLING LACQUERET?

It is the great renewer of life and beauty for
old and worn woodwork.

Nothing on the market can compare with Lacqueret. Can be used with the best of results by any member of the household. A touch of Lacqueret here and there when needed saves many dollars to the housewife, keeping all woodwork in spic-and-span condition. We have a special plan by which you can bring all the housewives of your locality into your store. Write for full particulars.

Sealed Cans Only.

Prices and discounts mailed on request.

INTERNATIONAL VARNISH CO., Limited
TORONTO, CANADA

Manufacturers of Lacqueret, Elastica, Gutta Percha, and Flatline Floor Finishes, and Flatline Cabinet Finish.

Branch of the Standard Varnish Works,

NEW YORK,

CHICAGO,

LONDON, ENG.,

BERLIN,

BRUSSELS.



ISLAND CITY Paint^{and} Varnish Works

The STRONGEST and BEST DRY COLORS manufactured are produced at our works on St. Patrick St., Montreal. They are superior in every respect to any imported.

The largest users know that by buying Dry Colors "made in Canada" they save the duty, and they also know that satisfaction is assured when they get

"Island City" Pure Chrome Yellows
"Island City" Pure French Greens
"Island City" Pure Vermilions
"Island City" Pure Permanent Reds
"Island City" Pure Prussian Blues

P. D. DODS & COMPANY, LIMITED
264 St. Patrick St., MONTREAL

The Roofing House of Canada

Leading Lines of Reliable Goods



BLACK DIAMOND TARRED FELT

JOLIETTE and CYCLONE SHEATHING

"GENASCO" READY ROOFING

Get our prices in good time for Spring Trade

ALEX. McARTHUR & CO., Limited

82 McGill Street, MONTREAL

F. J. COX, Winnipeg is our Sole Agent for the Northwest Provinces

CURRENT MARKET QUOTATIONS.

September 12, 1908

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

ANTIMONY.

Cookson's per lb. 0 09½
Hallett's 0 09

BOILER PLATES AND TUBES.

	Montreal	Toronto
Plates, ½ to ¾ inch, per 100 lb.	2 40	2 40
Heads, per 100 lb.	2 85	2 85
Tank plates, 3-16 inch	2 50	2 50
Tubes per 100 feet, 1½ inch	9 50	9 00
" " 2 " "	8 25	8 50
" " 2½ " "	10 50	10 60
" " 3 " "	12 00	12 10
" " 3½ " "	15 00	15 30
" " 4 " "	19 25	19 45

BOILER AND T.K. PITTS.

Plain tinned and Spun, 40 per cent. off list.

RABBIT METAL.

Canada Metal Company—Imperial genuine 60c.; Imperial Tough, 60c.; White Brass, 50c. Metallic, 35c.; Harris Heavy Pressure, 25c. Hercules, 25c.; White Bronze, 15c.; Star Frictionless 14c.; Aluminumoid, 10c.; No. 4; 9c. per lb.
James Robertson Co.—Extra Monarch, 60c.; Monarch, genuine, 50c.; Monarch Crown, 40c.; Swastika babbitt metal, 25c.; King, 22c.; Fleur-de-lis, anti-friction, 20c.; Thurber, 15c.; Philadelphia, 12c.; Canadian 10c. per lb.

BRASS.

Rod and Sheet, 14 to 30 gauge 0 22
Sheets, 12 to 14 in. 0 24
Tubing, base, per lb 5-16 to 2 in. 0 26
Tubing, iron pipe size, 1 inch base. 0 22
" seamless base 0 22
Copper tubing, 3 cents extra.

COPPER.

	Per 100 lb.
Casting ingot	14 50
Out lengths, round, bars, ½ to 2 in.	23 00
Plain sheets, 14 oz.	21 00
Plain, 16 oz., 14x48 and 14x60	21 00
Tinned copper sheet, base	24 00
Planished base	30 00
Braziers (in sheets), 4x6 ft., 25 to 30 lb. each, per lb., base	0 23
	0 24

BLACK SHEETS.

	Montreal	Toronto
10 gauge	2 50	2 55
12 " "	2 50	2 60
14 " "	2 40	2 35
17 " "	2 40	2 45
18 " "	2 40	2 45
20 " "	2 40	2 45
22 " "	2 45	2 50
24 " "	2 45	2 50
26 " "	2 55	2 60
28 " "	2 60	2 80

CANADA PLATES.

	Ordinary	Dom. Crown	Ordinary
Galvanized—			
18x24x52	4 45	4 35	
60	4 70	4 60	
20x28x80	8 90	8 70	
	9 40	9 20	

GALVANIZED SHEETS. Colborne

	Queen's	Fleur-de-Las	Gordon	Crown	Best
16-20 gauge	3 70	3 55	3 65		
22-24 " "	3 95	3 80	3 75		
24-26 " "	4 20	4 05	4 15		
28-30 " "	4 45	4 30	4 35		

Less than case lots 10 to 25c. extra.

Apollo Brand.

24 gauge, American	3 70
26 " "	3 95
28 " " (equal to 26 English)	4 40
10½ oz. 28	4 70

25c. less for 1,000 lb. lots.

IRON AND STEEL.

	Montreal	Toronto
Canadian foundry, No. 2	18 75	
Middlesboro, No. 3 pig iron	18 00	20 25
Summerlee, No. 2	20 00	20 25
Oarron No. 1	22 50	
Carron, special	24 75	
Carron, soft	19 50	
Cleveland, No. 1	18 50	20 25
Clarence, No. 3	18 00	19 50
Radnor, charcoal iron	32 00	32 00
Angles	2 60	2 85
Common bar, per 100 lb.	1 90	1 95
Forged iron	2 05	2 15
Refined " "	2 15	2 25
Horseshoe iron	2 15	2 25
Band iron, No. 10 gauge base	2 00	2 20
Mild steel	1 90	2 15
Sleigh shoe steel	1 90	2 15
Iron finish machinery steel (domestic)	2 00	2 15
Iron finish steel (foreign)	2 25	
Reeled machinery steel	2 85	3 00
Tire steel	1 95	2 25
Sheet cast steel	0 15	0 15
Too cask steel	2 40	2 75
Mining cast steel	0 07½	0 08
High speed	0 60	0 65
Capital tool steel	0 60	
B.P.L. tool steel	0 10½	0 10½
Black Diamond tool steel	0 08	0 08½
Corona tool steel	0 06½	
Silver tool steel	0 12½	

INGOT TIN.

Lamb and Flag and Straits—56 and 28-lb. ingots, 100 lb. \$32 50 32 00

TINPLATES.

	Per box.
Charcoal Plates—Bright	
I.O. 14 x 20 base	36 00
I.X. 14 x 20 " "	6 50
I.X.X. 14 x 20 base	7 50
Raven and Vulture Grades—	
I.O. 14 x 20 base	5 00
I.X. " "	6 00
I.X.X. " "	7 00
I.X.X.X. " "	8 00
"Dominion Crown Best"—Double Coated, Tissue.	
I.O. 14 x 20 base	5 50
I.X. 14 x 20 " "	6 50
I.X.X. 14 x 20 " "	7 50
"Allway's Best"—Standard Quality.	
I.O. 14 x 20 base	4 50
I.X. 14 x 20 " "	5 25
I.X.X. 14 x 20 " "	6 00
Bright Cokes.	
Bessemer Steel—	
I.O. 14 x 20 base	4 00
20x28, double box	8 00
Charcoal Plates—Terne.	
Dean or J. G. Grade—	
I.O. 20x28, 112 sheets	7 25
I.X. " "	7 50
I.X.X. " "	9 00
Charcoal Tin Boiler Plates.	
Cookley Grade—	
X X, 14x56, 50 sheet box	6 75
" " 14x56, " "	7 00
" " 14x56, " "	7 00
Tinned Sheets.	
72x30 up to 24 gauge, case lots	7 40
" " 26 " "	8 00

LEAD.

	Montreal	Toronto
Imported Pig, per 100 lb.	3 50	3 60
Bar,	3 90	4 00
Sheets, 2½ lb. sq. ft., by roll	5 00	5 00
Sheets, 3 to 6 lb.	4 75	4 75
Out sheets 40. per b. extra.		

SHEET ZINC.

5-cwt. casks	6 25	6 50
Part casks	6 50	6 75

ZINC SPELTER.

Foreign, per 100 lb.	5 10	5 25
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COLD ROLLED SHAFTING.

9-16 to 11-16 inch	0 06
¾ to 1-7-16 " "	0 05½
1-7-16 to 3 " "	0 05

Montreal, 30 and 2. Toronto, 30 and 5.

OLD MATERIAL.

	Montreal	Toronto
Dealers buying prices:		
Heavy copper and wire, lb.	0 11	0 11
Light copper bottoms	0 10½	0 09½
Heavy red brass	0 10½	0 10
yellow brass	0 08½	0 08½
Light brass	0 08	0 08
Tea lead	0 02½	0 02½
Heavy lead	0 02	0 03
Scrap zinc	0 02½	0 03
No. 1 wrought iron	11 00	9 00
Machinery cast scrap, No. 1	12 00	14 00
Stove plate	11 00	10 50
Malleable and steel	9 00	8 00
Old rubbers	0 06½	0 06½

PLUMBING AND HEATING

BRASS GOODS, VALVES, ETC.

Standard Compression work, 65 per cent.
Oushion work, 50 per cent.
Fuller work, 70 p.c.; No. 0 and 1 basin cocks, 75 p.c.
Flatway stop and stop and waste cocks 60 and 10 per cent.; roundway, 50 and 10 p.c.
J.M.T. Globe, Angle and Check Valves, 50; Standard, 60 per cent.
Kerr standard globes, angles and checks, 60 p.c.; high grade, 55 p.c.
Kerr Jenkins' disc, standard valves, 60 and 10 p.c.
Kerr copper alloy disc standard globe, angle and check valves, 60 p.c.
Kerr standard radiator valves, 70 p.c.; Jenkins disc and quick-opening hot-water radiator valves, 75 p.c.
Kerr brass, Weber gate valves, 50 p.c.; I. B.M. Weber gate and swing check valves, 65 and 5 p.c.
Kerr N. P. Union elbows, 75 and 5 p.c.
J.M.T. Radiator Valves 55; Standard, 60; Patent Quick-Opening Valves, 70 p.c.
Jenkins' Valves—Quotations on application to Jenkins' Bros., Montreal.
No. 1 compression bath cock.....net 1 75
No. 4 " " " " " 1 70
No. 7 Fuller's " " " " " 2 00
No. 44, " " " " " 2 10
Patent Compression Cushion, basin cock, hot and cold, per dcz., \$16.20
Patent Compression Cushion, bath cock, No. 2208..... 2 35
Square head brass cocks, 50; iron, 60 p.c.
Thompson Smoke-test Machine \$35.00 net

BOILERS—COPPER RANGE.

Copper, 30 gallon, \$33, 20 per cent.
BOILERS—GALVANIZED IRON RANGE
30-gallon, Standard, \$4.50; Extra heavy, \$7.50

COPPER LINED BATH TUBS.

Steel clad copper lined, 25 per cent.

CAST IRON SINKS.

16x24, \$1; 18x30, \$1.15; 18x36, \$1.95.

ENAMELED BATHS, SINKS, ETC.

List issued by the Standard Ideal Company on August 1, 1908, now governs prices.

HEATING APPARATUS.

Stoves and Ranges—45 to 50 per cent.
Furnaces—45 per cent.
Registers—70 per cent.
Hot Water Boilers—50 and 10 per cent.
Hot Water Radiators—65 p.c.
Steam Radiators—55 and 2½ per cent.

Wall Radiators—50 and 5 p.c. Specials—40 p.c.

LEAD PIPE

Lead Pipe, 30 p.c. off.
Lead waste, 30 p.c. off.
Caulking lead, 4½c. per pound.
Traps and bends, 50 per cent.

IRON PIPE.

Size (per 100 ft.)	Black	Galvanized
1 inch	2 03	2 86
1½ "	2 25	3 08
2 "	2 63	3 48
2½ "	3 56	4 71
3 "	5 11	6 76
3½ "	6 37	9 22
4 "	8 37	11 07
5 "	11 16	14 76
6 "	17 82	23 57
8 "	23 40	30 95
10 "	29 45	38 95
12 "	33 48	44 28

Malleable Fittings—Canadian discount 37½ per cent.; American discount 25 per cent.
Cast Iron Fittings 65; Standard bushings 60; headers, 60; flanged unions 60, malleable bushings 60; nipples, 75 and 10; malleable lipped unions 60 p.c.

SOIL PIPE AND FITTINGS

Medium and Extra heavy pipe and fittings, up to 6 inch, 70 per cent.
7 and 8-in. pipe, 40 per cent.
Light pipe, 60 p.c.; fittings, 70 p.c.

OAKUM.

Plumbers per 100 lb. 4 50 4 75

STOCKS AND DIES.

American discount 25 per cent.

SOLDERING IRONS.

	Per lb.
1-lb. to 1½	0 35
2-lb. or over	0 30

Bar, half-and-half, guaranteed 0 19 0 19
Wiping..... 0 18 0 18

PAINTS, OILS AND GLASS

BRUSHES

Paint and household, 70 per cent.

CHEMICALS.

	In casks per lb.
Sulphate of copper (bluestone)	0 08
Litharge, ground	0 05½
" flaked	0 05½
Green copperas (green vitriol)	0 01
Sugar of lead	0 09

COLORS IN OIL.

Venetian red, 1-lb. tins pure	0 08
Chrome yellow	0 16
Golden ochre	0 10
French "	0 08
Chrome green	0 09
French permanent green	0 13
Signwriters' black	0 15
Marine black, 25 lb. irons	0 04½

GLUE.

Domestic sheet, in barrels	0 06½
French medal	0 10

PARIS WHITE.

In bbls 1 00

PARIS GREEN.

Barrels	0 24
25-lb. drums	0 25

PIGMENTS.

Orange mineral, casks	0 09
100-lb. bags	0 09½

For Over Thirty Years

Paterson's goods have represented the highest standard of quality, both in material and manufacture.

AMATITE READY ROOFING.—Mineral surfaced.
Needs no painting.

WIRE-EDGED READY ROOFING.—Over half a million rolls used in Canada.

BEST TARRED WOOL ROOFING FELT.

PURE COAL TAR ROOFING PITCH.

PLAIN AND TARRED BUILDING PAPERS.

The Paterson Manufacturing Co., Limited

TORONTO MONTREAL WINNIPEG

PLANES.
Wood bench, Canadian, 40, American, 25 p.c.
wood, fancy, 37½ to 40 per cent.
Stanley planes, \$1.55 to \$3.60, net list prices.

PLANE IRONS.
English per doz. 2 00 5 00
Stanley, 2½ inch, single 24c., double 39c.

PLIERS AND NIPPERS.
Button's genuine, 37½ to 40 per cent.
Button's imitation per doz. 5 00 9 00
Berg's wire fencing 1 72 5 50

PUNCHES.
Saddlers per doz. 1 00 1 85
Conductor's 3 00 15 00
Thinners, solid per set 0 72
" hollow per inch 1 00

RIVET SETS.
Canadian, discount 35 to 37½ per cent.

RULES.
Boxwood, No. 68, 2 foot doz. 1 00
Ivory, No. 1282, 2 foot, each 3 50

SAWS.
Atkins, hand and crosscut, 25 per cent.
Diaton's Hand, discount 12½ per cent.
Diaton's Crosscut per foot 0 35 0 55
Hack, complete each 0 75 2 75
" frame only each 0 50 1 25
S. & D. solid tooth circular shingle, concave and band, 50 per cent; mill and ice, drag, 30 per cent; cross-cut, 35 per cent; hand saws, butcher, 35 per cent; buck, New Century \$6.25; buck, No. 1 Maple Leaf, \$5.25; buck, Happy Medium, \$4.25; buck, Watch Spring, \$4.25; buck, common frame, \$4.00.
Spear & Jackson's saws—Hand or rip, 26 in., \$12.75; 28 in., \$14.25; panel, 18 in., \$8.25; 20 in., \$9; tenon, 10 in., \$9.90; 12 in., \$10.90; 14 in., \$11.50.

SAW SETS.
Lincoln and Whiting 4 75
Hand Sets, Perfect 4 00
X-Cut Sets, 7 50
Maple Leaf and Premiums saw sets, 40 off.
S. & D. saw swages, 40 off.

SCREW DRIVERS.
Sargent's per doz. 0 65 1 00
North Bros., No. 30 per doz. 16 80

SHOVELS AND SPADES.
Canadian, 45 per cent.

SQUARES.
Steel, No. 14, 75 and 2½, doz. \$23 00
Iron, No. 492, 1 85
" 493 " 2 45
" 494 " 3 25

TAPE LINES.
English, ass skin, No. 1921, 66 ft., doz. 2 85
Universal, ass skin, No. 714, 66 ft., doz. 3 00
Lufkins, linen, No. 494, 66 ft., each 0 94
" steel, No. 284, 66 ft., each 3 15
Chesterman's, linen, No. 1822, 66 ft. ea. 1 10
" steel No. 1820, 1 70

TROWELS.
Diaton's, discount 10 per cent.
R. & D., discount 35 per cent.
Berg's, brick, 924x11 4 00
" pointing, 924x5 2 10

FARM AND GARDEN GOODS

BELLS.
American cow bells, 63½ per cent.
Canadian, discount 50 per cent.

BULL RINGS.
Copper, \$2.00 for 2½-inch

CATTLE LEADERS.
Nos. 32 and 33 per gross 7 50 8 50

BARN DOOR HANGERS.
doz. pairs.
Stearns wood track 4 50 6 00
Zenith 9 00
Atlas, steel covered 5 00 6 00
Perfect 8 00 11 00
New Milo, flexible 6 50
Steel, track, 1 x 3-16 in (100 ft) 3 25
" 1½ x 3-16 in (100 ft)

Double strap hangers, doz. sets. 6 40
Standard jointed hangers, " 6 40
Steel King hangers 6 25
Storm King and safety hangers 7 00
" rail 4 25
Chicago Friction, Oscillating and Big Twin Hangers, 5 per cent.

HARVEST TOOLS.
50 and 10 per cent.
sidewalk and stable scrapers, 40 off.

HAY KNIVES.
Net list.
HEAD HALTERS.
Jute Rope, ½-inch per gross 9 00
" ¾-inch 10 00
" 1-inch 12 00
Leather, 1-inch per doz. 4 00
Leather, 1½ " 5 20
Web 2 45

HOES.
Garden, 50 and 10 per cent.
Planter per doz. 4 00 4 50

HOSE COUPLERS.
Time Savers, per doz ¼ and ½ inch 3 31

LAWN MOWERS.
Taylor Forbes Co.—8 in. wheel, 3 knives, 12 in., \$3.25; 9 in. wheel, 3 knives, 12 in., \$6.75; 9 in. wheel, 5 knives, 12 in., \$7.75; 10½ in. wheel, 4 knives, 12 in., \$3.70; 10½ in. wheel, 4 knives, 12 in., ball bearing, \$10.00.
50 per cent. Dated April 1, f.o.b. Guelph.
D. Maxwell & Sons—8 in. open wheel, 3 knives, 12 in., \$2.75; 8 in. open wheel, 4 knives, 12 in. sizes, \$2.85; 9 in. wheel, 3 knives, 12 in. sizes, \$2.95; 9 in. wheel, 4 knives, 12 in. sizes, \$3.05; 10½ in. wheel, 4 knives, 12 in. sizes \$4; 10½ in. wheel, 5 knives, 12 in. ball bearing, \$5.70.

SCYTHES.
Per doz. net. 6 25 9 25

SCYTHES SNATHS.
Canadian, discount 40 per cent.

SHAFES.
Harness, German, 25 per cent
Lock, Andrews' 4 50 11 00

STABLE FITTINGS.
Warden King, 25 per cent.
Dennis Wire & Iron Co., 33½ p.c.

WOOD HAY RAKES.
40 and 10 per cent.
S. & D. lawn rakes, Dunn's, 40 p.c.

HEAVY GOODS, NAILS, ETC.

ANVILS.
Wright's, 80-lb. and over 0 10½
Hay Budden, 80-lb. and over 0 09½
Brook's, 80-lb. and over 0 11½
Taylor-Forbes, prospectors 0 05
Columbia Hardware Co., per lb. 0 09½

VICES.
Wright's 0 13½
Berg's, per lb. 0 12½
Brook's 0 12½
Pipe Vise, Hinge, No. 1 3 50
" " No. 2 8 50
Raw Vise 4 50 5 00
Blacksmith's, 60; parallel, 45 per cent.

BOLTS AND NUTS.
Carriage Bolts, common (\$1 list) Per cent.
" ½ and smaller 60, 10 and 10
" 7-16 and up 60
" Norway Iron (\$3 list) 60
Machine Bolts, ½ and less 60, 10 and 10
Machine Bolts, 7-16 and up 60
Plough Bolts 55, 5 and 10
Blank Bolts 60
Bolt Ends 60
Sleigh Shoe Bolts, ½ and less 60 and 10
" 7-16 and larger 55 and 5
Coach Screws, copoint 70 and 12½
Nuts, square, all sizes, 4½c. per lb. off.
Nuts, hexagon, all sizes, 4½c. per lb. off.
Store Rods per lb., 5½ to 6c.
Store Bolts, 3½ and 12½.

CHAIN.
Proof coil, per 100 lb., ½ in., \$6.00; 5 16 in. \$4.85; ½ in., \$4.25; 7-16 in., \$4.00; ½ in., \$3.75; 9-16 in. \$3.70; ¾ in., \$3.65; 1 in., \$3.60; 1 ¼ in., \$3.45; 1 ½ in., \$3.40.
Halter, kennel and post chains, 40 to 40 and per cent.; Cow ties, 40 per cent.; Tie out

chains 65 per cent.; Stall fixtures, 35 per cent.; Trace chain, 45 per cent.; Jack chain iron, 50 per cent.; Jack chain, brass, 50 per cent.

HORSE NAILS.
M.R.M. cold forged process, list Feb. 1, 1908, \$2.45 per box base.
"O" brand, list March 2, 1908, \$2.75 per box, base sizes 10 to 14. 10 per cent.
Capewell brand, quotations on application.

HORSESHOES.
M.R.M. brand: iron, light and medium, No. 1 and smaller, \$3.75; No. 2 and larger, \$3.50; snow pattern No. 1 and smaller, \$4.00, No. 2 and larger, \$3.75; "X.L." new light steel, No. 1 and smaller, \$4.10; No. 2 and larger, \$3.85; "X.L." featherweight steel, No. 0 to 4, \$5.25; Special countersinks steel No. 0 to 4, \$5.50 pkg; toe-weight, all sizes, \$6.00. F.o.b. Montreal. Extras for packing.
Toecalks Standard Blunt No. 1 and smaller, \$1.50; No. 2 and larger, \$1.25. Sharp No. 1 and smaller, \$1.75; No. 2 and larger, \$1.50 per box. Sharp. Put up in 25 lb. boxes.

HORSE WEIGHTS.
Taylor-Forbes, 4½c. per lb.

NAILS.
Ont. Wire.
2d 3 80 3 25
3d 2 85 2 95
4 and 5d 2 70 2 65
6 and 7d 2 80 2 55
8 and 9d 2 45 2 40
10 and 12d 2 40 2 35
16 and 20d 2 35 2 30
30, 40, 50 and 60d (base) 2 30 2 25
F.o.b. Montreal. Toronto 5 cents higher.
Cut nails, Toronto 30c. higher.
Miscellaneous wire nails, 75 per cent.
Coopers' nails, 33½ per cent.

PRESSED SPIKES.
Pressed spikes, ½ diameter, per 100 lbs., \$3.00

RIVETS AND BURRS.
Iron Rivets, black and tinned, 60, 10 and 10.
Iron Burrs, discount 60 and 10 and 10 p.c.
Copper Rivets, usual proportion burrs, 35 and 12½ per cent.
Copper Burrs only, 22½ p.c.
Extras on Coppered Rivets ½-lb. packages 1c. per lb.; 1-lb. packages 2c. per lb.
Tinned Rivets, net extra, 3c. per lb.
Coppered Rivets, net extra, 2½c. per lb.

SCREWS.
Wood, F. H., bright and steel, 85 and 10 p.c.
" R. H., bright, 80 and 10 per cent.
" F. H., brass, 75 and 10 per cent.
" R. H., " 70 and 10 per cent.
" F. H., bronze, 70 and 10 per cent.
" R. H., " 65 and 10 per cent.
Drive Screws, dis. 85 and 10 per cent.
Bench per doz. 3 25
" iron 4 25
Set, case hardened, dis. 60 per cent.
Square Cap, dis. 50 and 5 per cent.
Hexagon Cap, dis. 45 per cent.

MACHINE SCREWS.
Flat head, iron and brass, 35 per cent.
Fillister head, iron, 30; brass, 25 per cent.

TACKS, BRADS, ETC.

Carpet tacks, blued 75 p.c.; tinned, 80; (in kegs) 40; cut tacks, blued, in dozens only, 75; ½ weights, 60; Swedes cut tacks, blued and tinned, bulk, 80 and 15 dozens, 75; Swedes, upholsterers', bulk, 85 and 10; brush, blued and tinned, bulk, 70; Swedes, gimp, blued, tinned and japanned, 75 and 12½; zinc tacks, 35; leather carpet tacks, 35; copper tacks, 45; copper nails 50; trunk nails, black, 65; trunk nails, tinned and blued, 65; clout nails, blued and tinned 65; chair nails, 35; patent brads, 40; fine finishing, 40; lining tacks, in papers, net; lining tacks, in bulk, 15; lining tacks, solid heads, in bulk, 75; saddle nails, in papers, 10; saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glaziers' points 5; double pointed tacks, papers, 90 and 10 double pointed tacks, bulk, 40; clinch point " " cheese box tacks, 85; trunk tacks, 80 and 10

WROUGHT IRON WASHERS.
Canadian, discount 50 per cent.

SPORTING GOODS.

CARTRIDGES.

"Dominion" Rim Fire Cartridges and C.B. caps, 50 and 7½ per cent.; Rim Fire B.B. Round Caps, 60 and 2½ per cent., Centre Fire, Pistol and Rifle Cartridges, 30 p.c.; Centre Fire Sporting and Military Cartridges, 2½ and 5 p.c. Primers, 100, 15 p.c. 250, 20 p.c.

LOADED SHELLS.

"Crown" Black Powder, 15 and 5 p.c.; "Sovereign" Empire Bulk Smokeless Powder 30 and 5 p.c.; "Regal" Ballistite Dense smokeless Powder, 30 and 5 p.c.; "Imperial" Empire or Ballistite Powder, 30 and 5 p.c.

EMPTY SHELLS.

Paper Shells, 10 and 10; Brass Shells, 55 and 5 p.c.

WADS.
Best thick brown or grey felt wads, in ½-lb. bags \$0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges 0 29
Best thick white card wads, in boxes of 500 each, 10 gauge 0 35
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges 0 20
Thin card wads, in boxes of 1,000 each, 10 gauge 0 25
Chemically prepared black edge grey cloth wads, in boxes of 250 each—Per M
11 and smaller gauge 0 60
9 and 10 gauges 0 70
5 and 6 " 0 90
Superior chemically prepared pink edge, best white cloth wads in boxes of 250 each—
11 and smaller gauge 1 15
9 and 10 gauges 1 40
7 and 8 " 1 65
5 and 6 " 1 90

SHOT.

Ordinary drop shot, AAA to dust \$7.50 per 100 lbs. Discount 20 per cent; cash discount, 2 per cent, 30 days; net extras as follows subject to cash discount only: Chilled, 40 c.; buck and seal, 80c.; no. 28 ball, \$1 20, per 100 lbs.; bags less than 25 lbs., 4c. per lb.; F.O.B. Montreal, Toronto, Hamilton, London, St. John and Halifax, and freight equalized thereon.

TRAPS (steel.)

Game, Newhouse, discount 30 and 10 per cent.
Game, Hawley & Norton, 50, 10 & 5 per cent.
Game, Victor, 70 per cent.
Game, Oneida Jump (B. & L.) 40 & 2½ p.c.
Game, steel, 60 and 5 per cent.

SKATES.

Skates, discount 37½ per cent.
Empire hockey sticks, per doz. . . 3 00 3 50

OUTLERY AND SILVERWARE.

RAZORS.
per doz.
Elliot's 4 00 13 00
Boker's 7 50 11 00
" King Outter 13 50 18 50
Nade & Butcher's 3 60 10 00
Lewis Bros. "Klean Kutter" 8 50 10 50
Renckel's 7 60 20 00
Clausen automatic safety 27 00
Clausen perfect stopper 16 00
Berg's 7 50 30 00
Clausen Razors and Strops, 50 per cent

KNIVES.

Farriers-Stacey Bros., doz. 3 50
Clausen, 50 and 25 per cent.

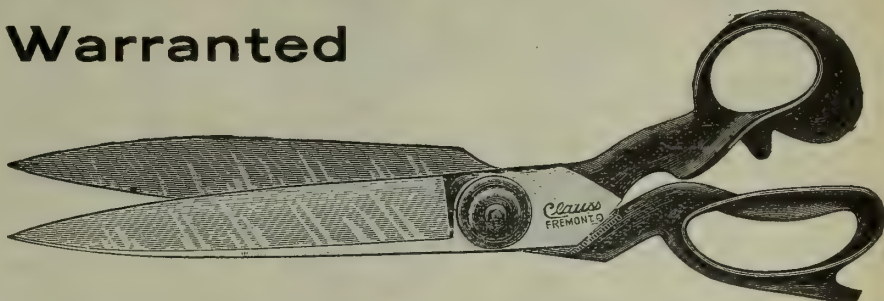
PLATED GOODS.

Hollowware, 40 per cent. discount.
Flatware, staples, 40 and 10, fancy, 40 and 5.
Hutton's "Cross Arrow" flatware, 42½;
"Singles" and "Alaska" Nevada silver flatware, 42 p.c.

CLAUSS BRAND TAILORS' SHEARS

Fully Warranted

These goods are the BEST and are EQUALLED only by such other goods as are manufactured by us.



Write for Trade Discounts.

The Clauss Shear Co., :: :: Toronto, Ont.

SHEARS.
Clauss, steel scissors and shears, 60; Japan, 65; tailors, 40; pruning, 70. Seymours, 53 and 10 per cent.

HOUSE FURNISHINGS.

APPLE PARERS.
Hudson, per doz., net 5 75

BIRD CAGES.
Brass and Japanned, 40 p.c.

COPPER AND NICKEL WARE.
Copper boilers, kettles, teapots, etc. 45 p.c.
Copper pails, 31 per cent.

ETCHED ENAMELED WARE.
White ware, 75 per cent.

London and Princess, 50 per cent.

Canada, Diamond, Premier, 50 and 10 p.c.

Pearl, Imperial, Crescent and granite steel, 30 and 10 per cent.

Premier steel ware, 40 per cent.

Star decorated steel and white, 25 per cent.

Japanned ware, 45 per cent.

Hollow ware, tinned cast, 35 per cent. off.

KITCHEN SUNDRIES.

Asbestos mats, 51 p.c.

Can openers, per doz. 0 40 0 75

Mincing knives per doz. 0 50 0 80

Duplex mouse traps, per doz. 0 65 0 85

Potato mashers, wire, per doz. 0 60 0 70

" wood " 0 50 0 60

Vegetable slicers, per doz. 2 25

Universal meat chopper No. 1. 1 15

Enterprise chopper, each 1 30

Spiders and fry pans, 50 per cent.

Star Al chopper 5 to 32 1 35 4 10

" 100 to 103 1 35 2 00

Kitchen hooks, bright 0 60

Toasters, 50 p.c.

LAMP WICKS.

LEMON SQUEEZERS.

Porcelain lined, per doz. 2 20 5 60

Galvanized " 1 87 3 85

King, wood " 2 75 2 90

King, glass " 4 00 4 50

All glass " 0 50 0 90

METAL POLISH.

Tandem metal polish paste, per doz. 6 00

PICTURE NAILS.

Porcelain head, per gross 1 35 1 50

Brass head, per gross 0 40 1 00

Tin and gilt, picture wire, 75 per cent.

SAD IRONS.

Mrs. Potts, No. 55, polished, per set 0 90

" No. 50, pickle-plated, " 0 85

" handles, japanned, per gross 9 25

" nickled, " 9 75

Common, plain, per gross 4 25

" plated, " 5 50

Asbestos, per set, per gross 1 50

TINWARE.

CONDUCTOR PIPE.

2-in. plain or corrugated, per 100 feet, \$3.30; 3 in., \$4.40; 4 in., \$5.80; 5 in., \$7.45; 6 in., \$9.90.

FAUCETS.

Common, cork-lined, 35 per cent.

BAVETROUGHS.

10-inch " " " per 100 ft. 3 30

FACTORY MILK CANS.

Discount off revised list, 35 per cent.

Milk can trimmings, discount 25 per cent.

Creamery Cans, 45 per cent.

LANTERNS.

No. 2 or 4 Plain Cold Blast, per doz. 5 75

Lift Tabular and Hinge Plain, " 5 00

Japanning, 50c. per doz. extra.

Prism globes, per doz., \$1.20.

OILERS.

Kemp's Tornado and McClary's Model

galvanized oil can, with pump, 5 gal.

per dozen 10 92

Davidson oilers, 40 per cent.

Zinc and tin, 50 per cent.

Coppered oilers, 20 per cent. off.

Brass oilers, 50 per cent. off.

Malleable, 25 per cent

PAIS (GALVANIZED).

Dufferin pattern pails, 45 per cent.

Flaring pattern, 45 per cent.

Galvanized washbuds 40 per cent.

PIECED WARE.

Discount 35 per cent off list, June, 1899.

10-qt. flaring sap buckets, 35 per cent.

5, 10 and 14-qt. flaring pails 35 per cent.

Copper bottom tea kettles and boilers, 30 p.c.

Coal hods, 40 per cent.

STAMPED WARE.

Plain, 75 and 12 1/2 per cent. off revised list.

Retinued, 72 1/2 per cent. revised list.

SAP SPOUTS.

Bronzed iron with hooks per 1,000 7 50

Eureka tinned steel, hooks 8 00

STOVEPIPES.

5 and 6 inch, per 100 lengths 7 64 7 91

7-inch " " " " " " 8 18

Nestable, discount 40 per cent.

STOVEPIPE ELBOWS.

5 and 6-inch, common, per doz. 1 32

7-inch " " " " " " 1 48

Polished, 15c per dozen extra.

THERMOMETERS.

Tin case and dairy, 75 to 75 and 10 per cent.

TINNERS' SNIPS.

Per doz. 3 00 15 00

Clauss, discount 35 per cent.

TINNERS' TRIMMINGS.

Discount, 45 per cent.

WIRE.

ANNEALED CUT HAY BAILING WIRE.

No. 12 and 13, \$4; No. 13 1/2, \$4.10;

No. 14, \$4.25; No. 15, \$4.50; in lengths 6' to

11', 25 per cent.; other lengths 20c. per 100

lbs. extra; if eye or loop on end add 25c. per

100 lbs. to the above.

BRIGHT WIRE GOODS

Discount 60 per cent.

CLOTHES LINE WIRE.

No. 7 wire solid line, No. 17, \$4.90; No. 18,

\$3.00; No. 19, \$2.70; 2 wire solid line,

No. 17, \$4.45; No. 18, \$3.10; No. 19, \$2.81.

All prices per 1000 ft. measure; 6 strand, No. 18,

\$2.60; No. 19, \$2.90. F.o.b. Hamilton,

Toronto, Montreal.

COILED SPRING WIRE.

High Carbon, No. 9, \$2.95; No. 11, \$3.50;

No. 12, \$3.20.

COPPER AND BRASS WIRE.

Discount 50 per cent.

FINE STEEL WIRE.

Discount 25 per cent. List of extras

In 100-lb. lots: No. 17, \$5 — No. 18,

\$5.50 — No. 19, \$6 — No. 20, \$6.55 — No. 21,

\$7 — No. 22, \$7.30 — No. 23, \$7.65 — No. 24,

\$8 — No. 25, \$9 — No. 26, \$9.50 — No. 27,

\$10 — No. 28, \$11 — No. 29, \$12 — No. 30, \$13 —

No. 31, \$14 — No. 32, \$15 — No. 33, \$16 — No. 34,

\$17. Extras net-tinned wire, Nos. 17-25

\$2 — Nos. 26-31, \$4 — Nos. 32-34, \$6. Coppered,

75c — oiling, 10c — in 25-lb. bundles, 15c — in 5-

and 10-lb. bundles, 25c — in 1-lb. hanks, 25c.

— in 1-lb. hanks, 35c. — in 1/2-lb. hanks, 50c.

packed in cases or cases, 15c. — bagging or

papery, 10c

FENCE STAPLES.

Bright. 2 80 Galvanized 3 20

HAY WIRE IN COILS.

No. 13, \$2.70; No. 14, \$2.80; No. 15, \$2.95;

f.o.b., Montreal.

GALVANIZED WIRE.

Per 100 lb. — Nos. 4 and 5, \$3.95 —

Nos. 6, 7, 8, \$3.40 — No. 9, \$2.90 —

No. 10, \$3.45 — No. 11, \$3.50 — No. 12, \$3.05 —

No. 13, \$3.15 — No. 14, \$4.00. Base sizes,

Nos. 6 to 9, \$2.35 f.o.b. Cleveland in car

lots. List for cut and straightened wire per

100 lbs. Extras for cutting.

LIGHT STRAIGHTENED WIRE.

Gauge No. Over 20 in. 10 to 20 in. 5 to 10 in.

0 to 5 \$0.50 \$0.75 \$1.25

6 to 9 0.75 1.25 2.00

10 to 11 1.00 1.75 2.50

12 to 14 1.50 2.25 3.50

15 to 16 2.00 3.00 4.50

SMOOTH STEEL WIRE.

No. 0-9 gauge, \$2.40; No. 10 gauge, 6c

extra; No. 11 gauge, 12c extra; No. 12

gauge, 20c extra; No. 13 gauge, 30c. extra

No. 14 gauge, 40c extra; No. 15 gauge, 55c.

extra; No. 16 gauge, 70c extra. Add 50c.

for coppering and \$2 for tinning.

Extra net per 100 lb. — Oiled wire 10c.,

spring wire \$1.25, bright soft drawn 15c.,

charcoal (extra quality) \$1.25, packed in cases

or cases 15c., bagging and papery 10c., 50

and 100-lb. bundles 10c., in 25-lb. bundles

15c., in 5 and 10-lb. bundles 25c., in 1-lb

hanks, 50c., in 1/2-lb. hanks 75c., in 1/4-lb.

hanks \$1.

POULTRY NETTING.

2-in. mesh, 19 w. g., 60 and 5 p.c. off. Other

sizes, 60 and 5 p.c. off.

WIRE CLOTH.

Painted Screen, in 100-ft. rolls, \$1.70, per

100 sq. ft.; in 50-ft. rolls, \$1.75, per 100 sq. ft.

WIRE FENCING.

Galvanized barb. 3 00

Galvanized, plain twist 3 35

Galvanized barb, f.o.b. Cleveland, \$2.75 for

small lots and \$2.60 for carlots.

WIRE ROPE.

Galvanized, 1st grade, 6 strands, 24 wires, 1/8,

5/8; 1 inch \$16.80.

Black, 1st grade, 6 strands, 19 wires, 1/8, \$5

1 inch \$15.10. Per 100 feet f.o.b. Toronto

WROUGHT STAPLES.

Galvanized 2 75

Plain " " " " " " 2 50

Coopers, 45 per cent.

Poultry netting staples, 40 per cent.

Bright spear point, 75 per cent.

WOODENWARE.

BROOMS.

Breck's 4 string 2 55 3 40

Nelson's " " " " " " 2 25 3 65

" bamboo " " " " " 2 95 3 95

CHURNS.

No. 0, \$9; No. 1, \$9; No. 2, \$10; No. 3,

\$11; No. 4, \$13; No. 5, \$16; f.o.b. Toronto

Hamilton, London and St. Marys, 30 and 30

per cent.; f.o.b. Ottawa, Kingston and

Montreal, 40 and 15 per cent.

CLOTHES PINS.

Cane's, 5 gross loose, per case 0 60

" 4 " packages, per case 0 70

CLOTHES REELS.

Davis Clothes Reels, 40 per cent.

FIBRE WARE.

Star pails, per doz. \$ 3 00

0 Tubs, " " " " " " 14 00

1 " " " " " " 12 00

2 " " " " " " 10 00

3 " " " " " " 8 50

ICE CREAM FREEZERS.

White Mountain, 50 p.c.

LADDERS, EXTENSION.

3 to 6 feet, 12c. per foot; 7 to 10 ft., 13c.

Wagoner Extension Ladders, 40 per cent.

MOPS AND IRONING BOARDS.

"Best" and "900" mops 1 25

Folding ironing boards 12 00 16 50

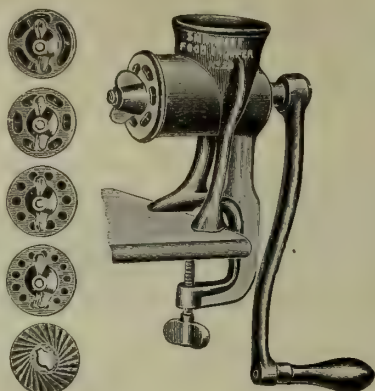
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Discount, 40 to 50 per cent.

SCREEN DOORS.

A Simple Food Chopper

is much easier to sell than a complicated one. You know that some people won't buy a chopper because they think it's more trouble than it's worth. But just you show them the



"General" and "Shirreff" Steel Knife Food Choppers

Let them see how easy it is to operate either of these choppers. Show them the tinned steel, non-rustable knives in four sizes, and you can convince, the most skeptical housewife that she needs one of these excellent FOOD CHOPPERS.

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Their Loss; Your Gain

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We want you to have catalogs, samples, and advertising literature of the "GALT KIND" especially

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Securely locked, weather-tight and easily laid.

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Several new and pleasing designs.

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Made from Redcliffe Iron. All gauges and sizes carried in stock.

These Goods, supported by our extensive advertising and selling systems, will sell themselves. Drop us a card.

The Galt Art Metal Co.,

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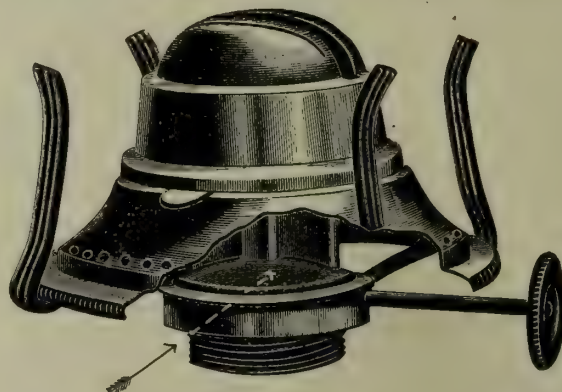
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The screw part or burner-base is covered, which protects against fire. Many burners are made cheaper by leaving the screw part open so that dust, dead insects, or charred portions of wick may collect, thus becoming saturated with oil and liable to catch fire.

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Manufactured by

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Invaluable for convenience in the household.

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Income for 1906, over 3,609,000

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We handle the best makes of Scotch Fire Bricks, and our prices are right, but there are occasions when you must have more refractory materials, and then please remember that we are the Canadian representatives of the

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All lengths from 14 inches to six feet. All iron pipe, sizes from one inch to four inches. All numbers of gauze from 60 to 120 mesh.

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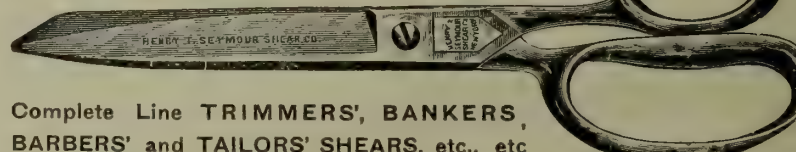
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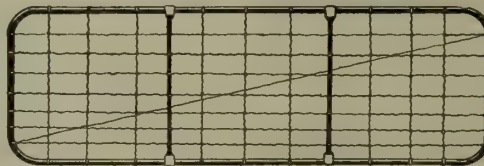
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Since 1825, and a steady increase in sales due to their superior cutting quality.

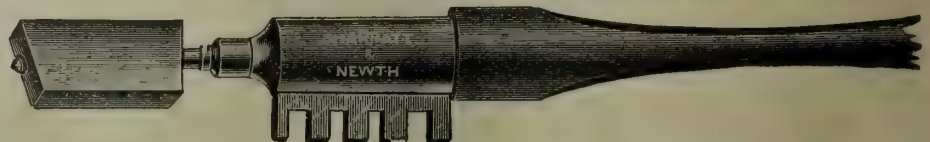
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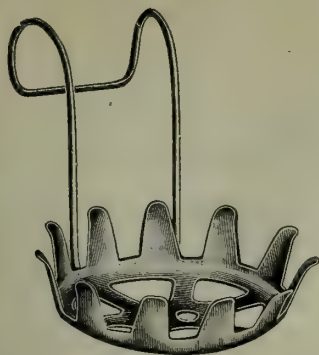


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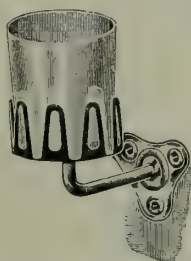
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Moore, Benjamin, & Co. Toronto.

Ramsay & Son, Montreal.

Sanderson Pearcey & Co., Toronto
Sherwin-Williams Co., Montreal.

Standard Paint and Varnish Works
Windsor, Ont.

Stephens & Co., Winnipeg.
Martin-Senour Co., Montreal

Perforated Sheet Metals.

Greening, B., Wire Co., Hamilton.

Plumbers' Tools and Supplies.

Canadian Fairbanks Co., Montreal.
Caverhill, Learmont & Co., Montreal

Cluff, R. J., & Co., Toronto.

Frothingham & Workman Ltd., Montreal

Jardine, A. B., & Co., Hespeler, Ont.

Kerr Engine Co., Walkerville, Ont.

Lewis, Rice, & Son, Toronto.

Montreal Rolling Mills, Montreal.

Morrison, Jas., Brass Mfg. Co., Toronto

Oshawa Steam & Gas Fitting Co., Oshawa

Robertson, Jas., Co., Montreal & Toronto

Stairs, Son & Morrow, Halifax, N.S.

Stephens, G. F., & Co., Winnipeg, Man.

Portland Cement.

Hanover Portland Cement Co., Hanover, Ont.

Hyde, F., & Co., Montreal.

Thompson, B. & S. H. & Co., Montreal

Poultry Netting.

Greening, B., Wire Co., Hamilton, Ont.

Rances.

Curry Foundry Co., Toronto.

McLean Holt & Co., St. John, N.B.

Razors.

Claude Shear Co., Toronto.

Gillette Safety Razor Co., Montreal

Kamptul Bros., 8 Reade St., New York City.

Refrigerators.

McClary Mfg. Co., London, Ont.

Sanderson-Harold Co., Paris, Ont.

Registers.

Ferrosteel Co., Cleveland, Ohio.

Hart & Cooley, New Haven, Conn.

McClary's London, Ont.

Pease Foundry Co., Toronto

Rivets.

Brantford Screw Co., Brantford, Ont.

Canada Screw Co., Hamilton, Ont.

Hassall, Jno., 183 Lafayette Street, New York.

Montreal Rolling Mills Co., Montreal.

Roofing Supplies.

Brantford Roofing Co., Brantford.

Barrett Mfg. Co., New York.

Buchanan Foster Co., Philadelphia, Pa.

Galt Art Metal Co., Galt, Ont.

McArthur, Alex., & Co., Montreal.

Metal Shingle & Siding Co., Preston, Ont.

Metallic Roofing Co., Toronto.

Peterson Mfg. Co., Toronto & Montreal

Patent Vulture Roofing Co., Chicago, Ill.

Saws.

Atkins, E. C., & Co., Indianapolis, Ind.

Disston, Henry, & Sons, Philadelphia

Edwards Mfg. Co., Fitchburg, Mass.

Imperial Canada Saw Co. Ltd., Montreal.

Toronto and St. John.

Shurly & Dietrich, Galt, Ont.

Spears & Jackson, Sheffield, Eng.

Scales.

Canadian Fairbanks Co., Montreal.

Frothingham & Workman, Montreal.

Screws, Nuts, Bolts.

Brantford Screw Co., Brantford, Ont.

Canada Screw Co., Hamilton, Ont.

Dominion Wire Mfg. Co., Montreal.

Montreal Rolling Mills Co., Montreal.

Screen Doors and Windows.

Sanderson-Harold Co., Paris, Ont.

Sewer Pipes.

Canadian Sewer Pipe Co., Hamilton

Hyde, F., & Co., Montreal.

Shears, Scissors.

Claude Shear Co., Toronto.

Shovels and Spades.

Frothingham & Workman, Montreal.

Silverware.

McGlashan, Clarke Co., Niagara Falls, Ont.

McFarlane, Walter, Glasgow.

Skates.

McFarlane, Walter, Glasgow.

Snaps.

Covert Mfg. Co., Troy, N.Y.

Sprayers.

Carvers Bros., Galt.

Thos. Davidson Mfg. Co., Montreal

Kemp Mfg. Co., Toronto

Spring Hinges, etc.

Chicago Spring Butt Co., Chicago, Ill.

Steel—Cold Rolled Strip.

Morris & Bailey Steel Co., Pittsburg, Pa.

Stable Fittings.

Dennis Wire & Iron Co., London

Steel Rails.

Nova Scotia Steel & Coal Co., New Glasgow, N.S.

Stove Pipe.

Thos. Davidson Mfg. Co., Montreal

McClary's London, Ont.

Kemp Mfg. Co., Toronto

Stoves, Tinware, Furnaces.

Canadian Heating & Ventilating Co.

Owen Sound.

Davidson, Thos., Mfg. Co., Montreal

Clare Bros., Preston, Ont.

Gurney Foundry Co., Toronto.

Harris, J. W., Co., Montreal.

Kemp Mfg. Co., Toronto

McClary's London, Ont.

Pease Foundry Co., Toronto.

Taylor-Forbes Co., Guelph, Ont.

Wright, E. T., & Co., Hamilton.

Tacks.

Montreal Rolling Mills Co., Montreal.

Ontario Tack Co., Hamilton.

Tin Plate.

Bazian Bay Tin Plate Co., Briton Ferry

South Wales

Lysaght, John, Bristol, Newport and London

Ventilators.

Harris, J. W., Co., Montreal.

Pearson, Geo. D., Montreal.

Washing Machines, etc.

Dowdell Mfg. Co., Hamilton, Ont.

Taylor-Forbes Co., Guelph, Ont.

Water Filters.

Buffalo Mfg. Co., Buffalo, N.Y.

Wheelbarrows.

London Foundry Co., London, Ont.

Meaford Wheelbarrow Co., Meaford, Ont.

Wholesale Hardware.

Bell, A. M. & Co., Halifax, N.S.

Caverhill, Learmont & Co., Montreal.

Crowell Bros., Halifax, N.S.

Frothingham & Workman Ltd., Montreal

Hobbs Hardware Co., London.

Howland, H. S. Sons & Co., Toronto.

Lamplough, F. W., & Co., Montreal.

Lewis Bros. & Co., Montreal.

Lewis, Rice, & Son, Toronto

Revillon Bros., Edmonton, Alta.

Roberts, Wm. & Son., Halifax, N.S.

The Sumner Co., Montreal, N.B.

Window and Sidewalk Frism.

Hobbs Mfg. Co., London, Ont.

Wire Work.

Canada Wire Goods Mfg. Co., Hamilton

Partridge & Sons, Hamilton, Ont.

Wire, Wire Rope, Cow Ties, Fencing Tools, etc.

Canada Wire Goods Mfg. Co., Hamilton

Dennis Wire and Iron Co., London, Ont.

Dominion Wire Mfg. Co., Montreal

Greening, B. Wire Co., Hamilton

N.B. Wire Fence Co., Moncton, N.B.

Owen Sound Wire Fence Co., Owen Sound

Montreal Rolling Mills Co., Montreal.

Wrapping Papers.

McArthur, Alex., & Co., Montreal

Stairs, Son & Morrow, Halifax, N.S.

WELL KNOWN BRANDS MADE IN CANADA BY

AMERICAN

ARCADE

KEARNEY and

FOOT

McCLELLAN



GLOBE

EAGLE

GREAT

WESTERN

J. B. SMITH

Dominion Works, Port Hope, Ont.

Wm. Stairs, Son & Morrow, Limited, Halifax, N.S.
Heavy and Shelf Hardware

INCLUDING THE FOLLOWING:

Bar Iron, Boiler Plate, Tin Plates, Sheet Zinc, Ship Chandlery

AGENTS FOR

**ALLAN, WHYTE & CO.'S WIRE ROPES, IMPERIAL COTTON DUCK,
DODGE WOOD SPLIT PULLEYS, SCOTIA READY MIXED PAINTS.**

General Offices and Warehouses, - - 174 to 196 Lower Water Street

“Seeing is Believing”

¶ As the Ross Sporting Rifle represents the best in modern rifle manufacture, the highest grade materials and minute accuracy in workmanship, it is to your interest to learn fully about this Canadian Rifle—

¶ The Ross Straight Pull 303 Sporting Model M is one of our leaders to retail at \$26. The barrel is the celebrated Ross high pressure, non-fouling, gun-barrel steel — The breech action is dependable.

Our representatives are now demonstrating the merits of this rifle—It places you under no obligation to drop us a line to make sure you will be on their calling list.

Our advertising policy is co-operative.

THE ROSS RIFLE CO., - QUEBEC

**BRANTFORD SCREW CO.,
LIMITED
BRANTFORD**

**MAKERS OF BOLTS AND SCREWS OF SUPERIOR QUALITY
LET US QUOTE YOU**

KERR'S GLOBE AND GATE VALVES

STRICTLY HIGH GRADE. TESTED & PACKED



THE KERR ENGINE CO. LIMITED

VALVE AND HYDRANT MANUFACTURERS
WALKERVILLE, ONT.

GOOD PROFITS

on Big Sales

are the result of selling handles which will stand up to hard usage. A good axe handle should be as tough as tough can be, and shaped right.

**THAT'S A TRUE DESCRIPTION OF
Empire, Imperial and
Champion Axe Handles**

They are made from the cleanest, toughest hickory that grows, shaped and finished to perfection, and shipped in attractive individual sacks. : : :

LISTS AND DISCOUNTS Gladly sent upon Request

J. H. Still Manufacturing Co.

ST. THOMAS, ONTARIO

Limited

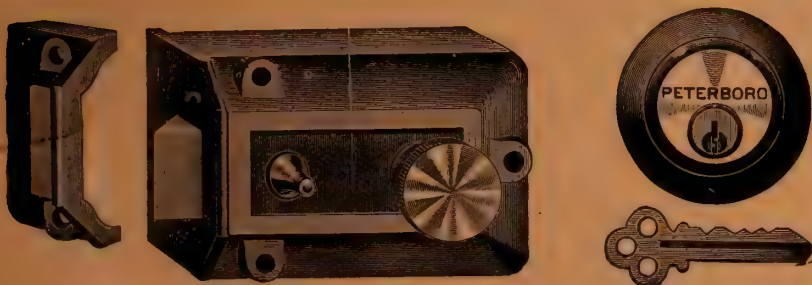
The Peterborough Lock Manufacturing Company, Limited

Peterborough, Ont.

Manufacturers of all kinds

**Rim and Mortise Locks,
Inside, Front Door, and
Store Door Sets, also full
line High-class Builders'
Hardware.**

*Sold by all Leading Jobbers
in the Dominion.*



Cylinder Night Latch, No. 103.

LUFKIN MEASURING TAPES

Steel, Metallic, Linen, Pocket, Ass Skin,
Pat. Leather, Bent Leather, Etc.

ARE THE BEST AND MOST POPULAR TAPES IN THE WORLD.
YOUR STOCK IS NOT COMPLETE WITHOUT THEM.

LUFKIN RULE CO., of Canada, Ltd.

Windsor, Ont.

London Office and Warehouse—24 and 26 Holborn.

For sale by ALL PROMINENT CANADIAN HARDWARE JOBBERS.



Est. 1868.

Inc. 1895.

Black Diamond File Works

G. & H. Barnett Co.

PHILADELPHIA

Twelve

Medals



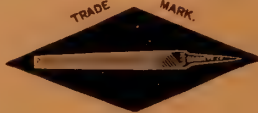
Awarded

By JURORS at

**International Expositions
Special Prize**

Gold Medal at Atlanta, 1895

Copy of catalogue sent free to any interested file user upon application.



"It holds, where others fail"

WE WANT YOU TO TRY



Sheet and Spiral Packing

**Long Fibre Asbestos and Rubber
Perfectly Combined**

Manufactured in Canada solely by

**THE GUTTA PERCHA & RUBBER MFG. CO.
of TORONTO, LIMITED**

HEAD OFFICES,

47 Yonge Street, Toronto.

Branches: Montreal, Winnipeg, Calgary Vancouver

Burman No. 17 Horse Clipper

Enclosed Gear Type



Specification—6 ft. Flexible Shaft; The Burman Clipping Head; total weight, packed, 35-lbs.; size of case, 26 in. x 11 in. x 8 in.

All gears are machine cut from solid metal.

B. & S. H. THOMPSON & CO., Ltd.

AGENTS

381-383 St. Paul Street,

MONTREAL

ADVERTISEMENTS WE LIKE TO LOSE

Most firms dislike losing business. It usually means the customer is dissatisfied and that is a serious matter. We have just received a letter, however, which is an

EXCEPTION TO THE RULE

R. H. Tetlock, of Unionville, Ont., sent us the following advertisement:

FIRST-CLASS set of tinnern's tools complete with benches, cheap if sold at once. For particulars write Box 54, Unionville

He instructed us to insert it four times. After three insertions he wrote us as follows, under date of Feb. 4, 1908:

"Please discontinue my ad., 'Tinnern's Tools for Sale,' as I have sold satisfactorily, through the assistance of your valuable paper."

The advertisement cost 80 cents for the three insertions.

Surely it was a good investment.

Hardware and Metal
Montreal Toronto Winnipeg

CIRCULATES EVERYWHERE IN CANADA

Also in Great Britain, United States, West Indies, South Africa and Australia.

HARDWARE AND METAL

A Weekly Newspaper Devoted to the Hardware, Metal, Paint, Heating and Tinsmithing Trades in Canada.

THE MACLEAN PUBLISHING COMPANY, LIMITED, PUBLISHERS.

MONTREAL, 232 McGill St.

TORONTO, 10 Front St. East.

WINNIPEG, 511 Union Bank Building.

LONDON, ENG., 88 Fleet St., E.C.

VOL. XX.

PUBLICATION OFFICE: TORONTO, SEPTEMBER 19, 1908

NO. 38.



For Sale by leading Wholesale Hardware Houses

"SOUTHERN CROSS" BLACK SHEETS.

Can be beaten into any shape but you **CAN'T** beat the quality.

John Lysaght, Limited
Makers
Bristol, Newport and Montreal

A. C. Leslie & Co., Ltd.
Montreal
Managers Canadian Branch

WROUGHT STEEL THUMB LATCHES

These thumb latches are made entirely of **wrought steel**, and **will not break**, made in three sizes—2, 3 and 4.

Their advantages over the old fashioned cast iron latches are apparent, and they are rapidly displacing the latter in up-to-date stores.

Your stock to be complete should have a line of these latches.

We carry them in stock in Japan, Bronze-Plate and old Copper finishes, and can furnish other finishes to order.

Your jobber can supply you. If you have any trouble getting them let us know. Ask for above numbers and specify Taylor-Forbes Co.

Have you a copy of our catalog ?

TAYLOR-FORBES COMPANY, LIMITED

Head Office and Works, Guelph, Ont.

TAYLOR-FORBES CO., Ltd., 122 Craig St. West, MONTREAL, QUE.

H. G. ROGERS, 53½ Dock St., ST. JOHN, N.B.

W. A. MACLENNAN, 536 Hastings St. West, VANCOUVER, B.C.

J. B. H. RICKABY, VICTORIA, B.C.

HARRY F. MOULDEN, 290 Garry Street, WINNIPEG, MAN.

Don't Wait for Something to Turn Up. Try a "WANT AD."



Gem Food Chopper

A modern household utensil that is needed in every kitchen. Carefully made, nicely tinned, self-cleaning, self-sharpening. It has steel cutters, and is made in four sizes.

No. 16	capacity	1 lb.	per minute
No. 20	"	2 lbs.	"
No. 22	"	2½ lbs.	"
No. 24	"	3 lbs.	"



Gem Food Choppers chop all kinds of Raw and Cooked Meat, Fish, Clams, Oysters, Vegetables of all kinds, Fruit, Bread, Crackers or Cheese, and many other articles used in making substantial dishes and dainty desserts. It is more useful than a chopping bowl, and a great deal handier. It may be easily clamped to the kitchen table and is ready for use whenever needed.

RICE LEWIS & SON, Ltd.

King and Victoria Sts.
Atlantic Avenue

Toronto

THE White Mop Wringer



Does
Perfect
Wringing
with
Perfect
Ease.

Remember—
The "White" wrings
to satisfy the most crit-
ical house keeper, maid
or janitor.

Catalog for the asking
MADE IN CANADA.

Order direct or of your jobber.

THE **White Mop Wringer Co.**
FULTONVILLE, N.Y.

This Trade Mark



Guarantees
Satisfaction.

Lumbering Time's Coming

Now's the time to order the kind of
Axe Handles that wise lumbermen
buy on sight. They are the

GILMOUR PATTERN AXE HANDLES

Manufactured from clean, tough
hickory, perfectly shaped and finished.
Don't delay—better have the goods
when the demand comes.

*Price List and Discounts
sent on Request.*

J. H. Still Manufacturing Co.
ST. THOMAS, ONTARIO
Limited

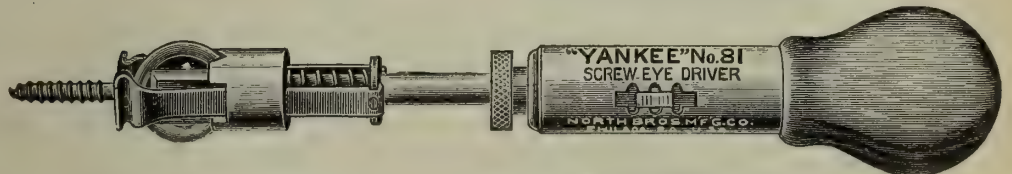
"YANKEE TOOLS"

SOME NEW STYLES—HAVE YOU SEEN THEM?

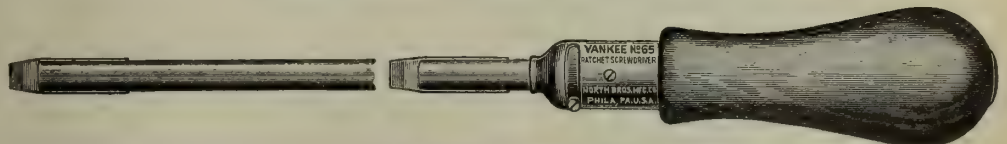
are the
NEWEST
CLEVEREST
and
QUICKEST
SELLING
TOOLS
and are
WITHOUT
EQUAL
in
QUALITY
and
EFFICIENCY
in
PRACTICAL
USE



"Yankee" Nos. 110, 111, 115, Ratchet Screw Driver, with Screw Holder Attachment.



"Yankee" Nos. 80, 81, Ratchet SCREW EYE Driver.

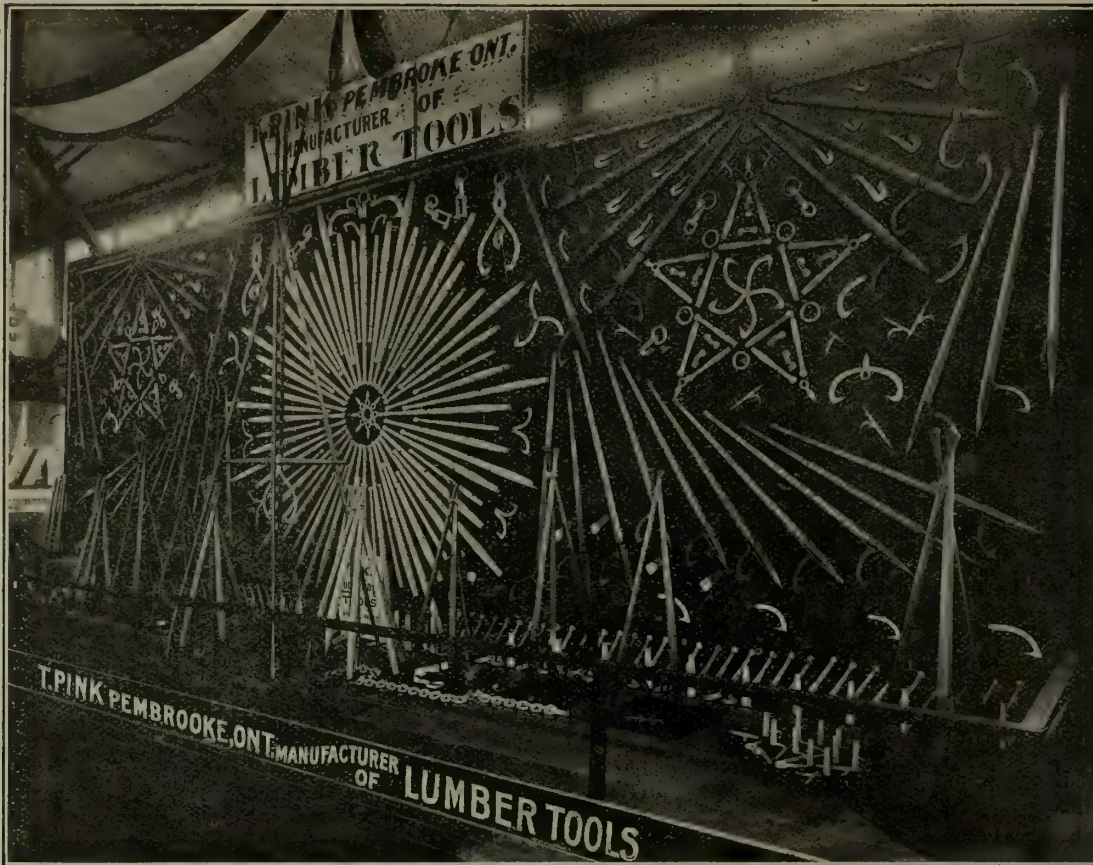


"Yankee" No. 65, Magazine Ratchet Screw Driver.

ASK YOUR JOBBER ABOUT THEM

OUR "YANKEE" TOOL CATALOG
TELLS ALL ABOUT THESE AND
SOME OTHERS, AND IS MAILED
FREE ON APPLICATION TO—

NORTH BROS. MFG. CO., Philadelphia, Pa., U.S.A.



Pink's Lumbering Tools

Made in Canada

The Standard Tools
in every province
of the Dominion,
New Zealand,
Australia, Etc.

We manufacture all
kinds of lumber
tools.

Light and Durable.

Send for catalogue
and price list.

Long Distance
Phone No. 87

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

Canada Plates

IN STOCK

Common

18 x 21 x 60 Sheets
18 x 24 x 52 "
18 x 24 x 60 "
18 x 24 x 75 "
20 x 28 x 41 "

All Bright

18 x 21 x 60 Sheets
18 x 24 x 52 "
20 x 28 x 41 "

Close Prices

Orders Solicited

M. & L. Samuel, Benjamin & Co.
Toronto, Ontario

I WILL TALK

to practically every Hardware merchant in Canada from the Atlantic to the Pacific. I cannot do it all in one day, but during the first twenty-four hours I will deliver your message to every Hardware merchant in Ontario. I travel all day Sunday and on Monday morning there will not be a village within the limits of Halifax in the East and Brandon in the West, into which I will not have penetrated.

I cannot go any further East, so I now devote all my energies to the West, and so many new towns are springing up here each week that I haven't as much time as I used to have to enjoy the scenery. But I like talking to hardwaremen, clerks, travellers and manufacturers, especially as they are always glad to see me and hear the news I have to tell them. Tuesday noon I am at Calgary, Wednesday noon at Kamloops, and by Thursday morning I reach Vancouver, having been in all the mining towns and all through the fruit districts of British Columbia.

I have been eighteen years on the road and I have a pretty good connection. I never intrude when a man is busy, but just bide my time, because I know men pay far more attention to what you have to say if you catch them when they have a few moments to spare. So I often creep into their pocket when they are going home at night, and when supper is over Mr. Hardwareman usually finds me. He must be glad to see me, because he listens to what I have to say for an hour or more.

I try to always tell the truth, and men put such confidence in what I say that I would feel very sorry to deceive them even inadvertently. Probably some other week I will tell you about the different classes of people I meet. In the meantime if you want a message delivered to HARDWAREMEN, PLUMBERS, CLERKS, MANUFACTURERS or TRAVELLERS—and want it delivered quickly—I'm your man.



THE WANT AD MAN

Condensed Advertisements in Hardware and Metal cost 2c. per word for first insertion, 1c. per word for subsequent insertions. Box number 5c. extra. Send money with advertisement. Write or phone our nearest office

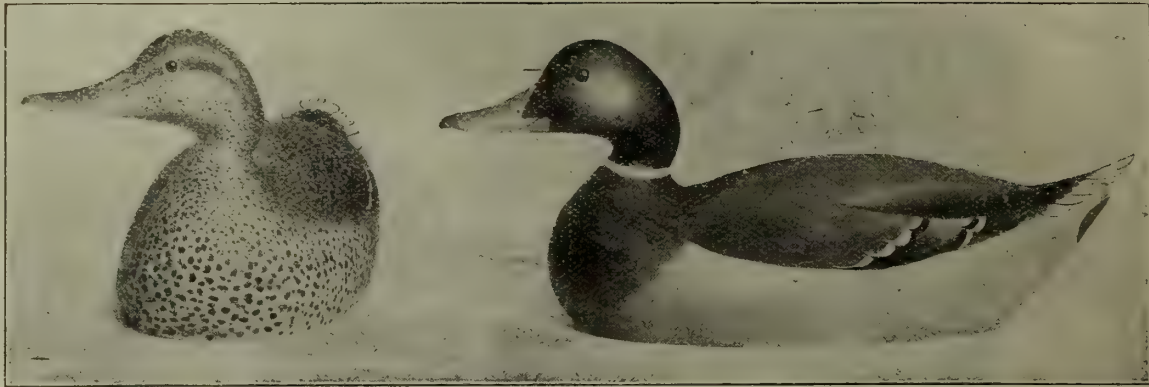
Hardware and Metal

MONTREAL

TORONTO

WINNIPEG

DECOY DUCKS



CHALLENGE MODEL

Rifle Covers
Gun Covers
Shell Bags
Cartridge Belts
Revolver Holsters
Waterproof Coats
Waterproof Pants
Shell Vests

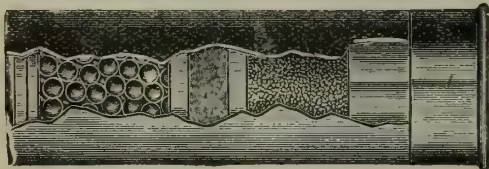
SEND FOR OUR No. 8 SPECIAL SPORTING
GOODS CATALOGUE.



No. 1052 Leather
Rifle Covers.



Canvas Rifle and
Gun Covers



LOADED SHELLS

Black or smokeless powder,
Eley's, Dominion or American makes.

WOOD, VALLANCE & CO., Hamilton, Ont.

GEO. D. WOOD & CO.,
Winnipeg, Man.

WOOD, VALLANCE HARDWARE CO., LIMITED,
Nelson, B.C.

BRANCHES:

WOOD, VALLANCE & LEGGAT, LIMITED,
Vancouver, B.C.

TORONTO OFFICE,
94 Bay St.

H. S. HOWLAND, SONS & CO. LIMITED

HARDWARE MERCHANTS

Only
Wholesale

138-140 WEST FRONT STREET, TORONTO.

Wholesale
Only

BUILDING PAPER



Plain		No.	Width.
2.	Dry Fibre Building Paper.....	32 in.	
1	" " " ".....	32 "	
Surprise	" " " ".....	32 "	

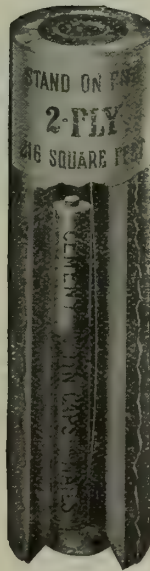
Tarred		No.	Width.
2	Tarred Fibre Building Paper.....	32 in.	
1	" " " ".....	32 "	
Res'n size	" " " ".....	32 "	

Congo Roofing

CONGO NEVER-LEAK ROOFING

R

It's proof against water, acids, alkali, climate.
It's a most excellent fire resistant. It is odorless and will not taint water.
Easily and quickly laid by anyone.
Suitable for flat or steep roofs.
Write for Booklet and Sample and learn more about it.
BUCHANAN-FOSTER COMPANY
DREXEL BLDG., PHILADELPHIA, PA.



CONGO NEVER-LEAK ROOFING



We don't compare Congo Ready Roofing with any other kind—it's too far ahead. We just ask you to let us send you a free sample—that will speak for itself.

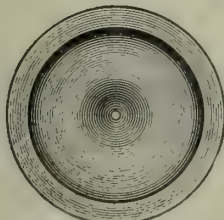
Congo Roofing is made of a composition that is absolutely waterproof. It resembles rubber in looks and elasticity. It doesn't crack nor dry out. Needs no repairs, painting nor coating for many years. Acids do not affect it—to heat and cold it is alike impervious.

Write to-day for free Sample.
BUCHANAN-FOSTER COMPANY
DREXEL BUILDING PHILADELPHIA, PA.

Rain Proof, Air Proof, Climate Proof
1, 2, 3 Ply, 36 in. Wide, 108 Square Feet in a Roll.



Asbestos Building Paper



Tin Roofing Caps
For Ready Roofing.



Tarred Ready Roofing Felt
Wire Edge, with and without caps, nails and cement.

For fuller particulars see our Hardware Catalogue.

H. S. HOWLAND, SONS & CO., LIMITED

Opposite Union Station

GRAHAM NAILS ARE THE BEST
Factory: Dufferin Street, Toronto.

Our Prices are Right

We Ship Promptly

Sell Jowitt Files



Our large stock
insures prompt
shipment.

JOWITT FILES
are the best on the
market. They
wear longer and
cut faster than
other files.

We have sold
them for
nearly fifty
years.

If you
sell files
why not
sell the best?
The best goods
will capture the
best trade.

Sell the Best

**Made in an
English Factory**

Write for
prices



For fuller information see our general catalogue.
Ask our travellers to quote, or write us direct.



FROTHINGHAM & WORKMAN, Ltd.

Wholesale Hardware and Iron Merchants

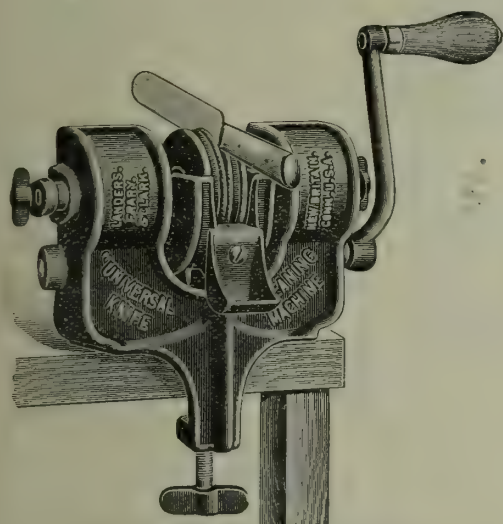
MONTREAL

CANADA

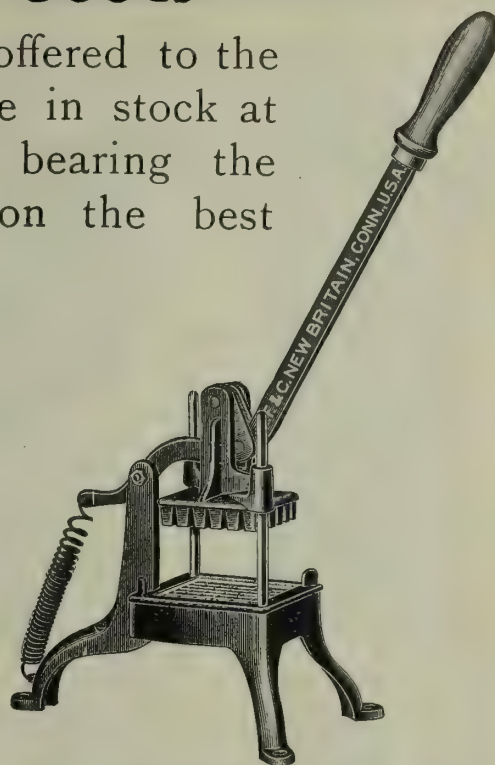


Three New "Universal" Goods

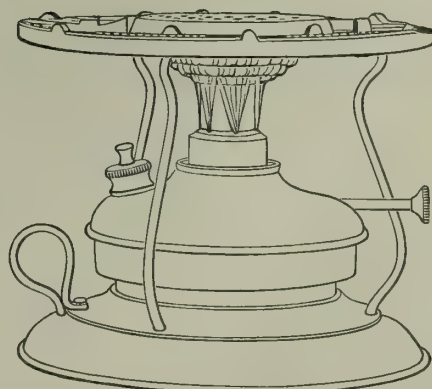
that are household necessities, are offered to the trade for the first time this fall, and are in stock at our warehouses. Like all articles bearing the **"Universal"** name they are built on the best mechanical lines and work perfectly. They are made primarily for family use and being moderate in price, should have a large sale by the general hardware trade.



The **"UNIVERSAL"** Knife Cleaner is the best family size machine yet produced. It should find ready sale at \$3.00 each and afford a good profit.



The **"UNIVERSAL"** French Fried Potato Slicer, No. 1, cuts potatoes in well shaped square sticks. It is strongly built and works easily. Retails at a good profit at \$3.50 each.



The **"UNIVERSAL"** alcohol vapor stove is a beauty and should be found in every household. It burns ordinary wood alcohol. You can make a good profit on it at \$3.00 each.

Write for descriptive circulars or prices, or ask our travellers about them

Caverhill Searmont & Co

Wholesale Distributors

MONTREAL and WINNIPEG

The Sensation of the Age



The first store to sell the Marvel Safety Razor in each town will get a lasting prestige and a permanent reputation for enterprise. It will make new customers who will call for extra blades and other articles beside. The **MARVEL SAFETY RAZOR** is a leader of leaders.

We furnish an elaborate window display which will attract wide attention.

Complete outfit in metal tube, retails for 15c.



The **MARVEL SAFETY RAZOR** is a perfectly practical razor. The price is 15 cents. This fact alone sets the town talking. Whoever heard of such a thing? It at once makes your store a Mecca for mankind, who will crowd in to buy **MARVEL RAZORS**. Don't imagine—don't let your public imagine that the low price in any way militates against the effectiveness of the razor. It is just as good as the \$5.00 kind for all practical purposes.

The protection of every purchaser is your protection also, our absolute guarantee on every metal box to refund the money if the razors are not perfectly satisfactory.

Write to us for particulars.

Every merchant who sells the "**MARVEL SAFETY RAZOR**" gets the greatest kind of advertisement. The price and the quality are so startling as to bring thousands of the curious into the store—to see the **RAZORS**—and other things besides. **BE THE FIRST** in your town to display the great razor sensation of the year. Be the first to display the

MARVEL SAFETY RAZORS

in your windows. Be the first to announce their sale in your newspaper advertisements, and you will not only reap quick present profits, but give your store more publicity for the future than it could ever receive otherwise.

LEWIS BROS., LIMITED

Sole Agents for the Dominion of Canada

Montreal

Toronto

Ottawa

Calgary

Vancouver

IN SELECTING A

Steam Boiler

look your illustrated Printed Matter over to see

First : Is the water-line in the top push nipple, or four or five inches below it, as in the Gurney 900 Series Boiler.

Second : Are the firepot walls sloping and irregular, or straight and self-cleaning, as in the Gurney 900 Series Boiler.

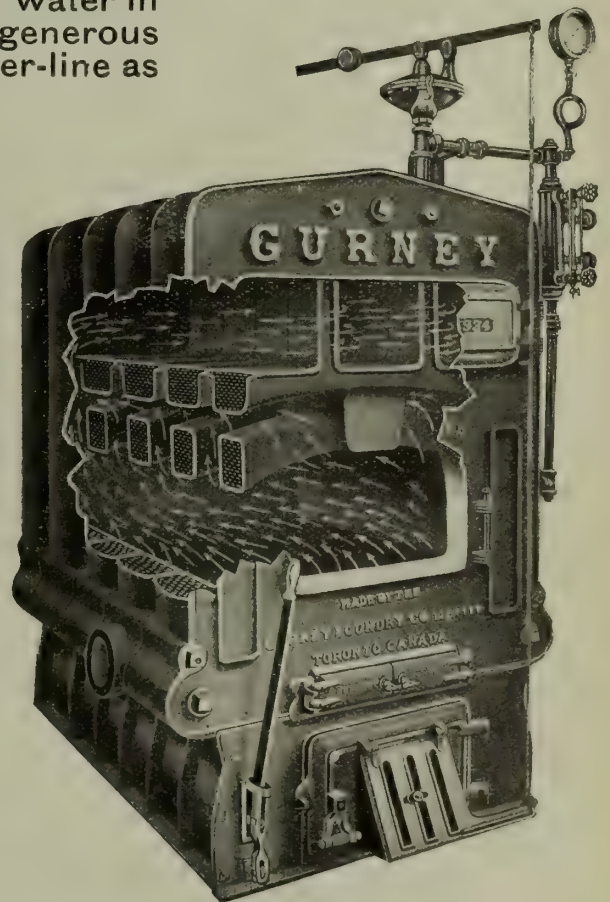
Third : Is there only a thin sheet of water in the walls of the firebox or a generous bulk insuring a steady water-line as in the Gurney 900 Series Boiler.

Fourth : Do the sections butt close together, or are fitting-strips provided to prevent rust cracks, as in the Gurney 900 Series Boiler.

Fifth : Is it a foreign construction, or Canadian-made, like the Gurney 900 Series Boiler.

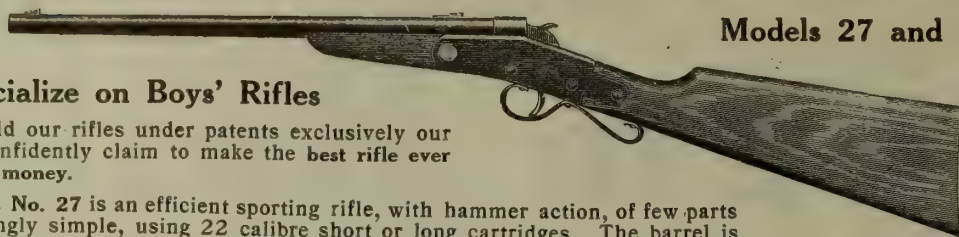


Note this extra water-arm directly over fire.



The Gurney Foundry Co., Ltd.

Toronto, Hamilton, London, Montreal, Winnipeg, Calgary, Edmonton, Vancouver.

Quick
Sellers**HAMILTON (22 Calibre) RIFLES**Money
Makers**We Specialize on Boys' Rifles**

We build our rifles under patents exclusively our own and confidently claim to make the best rifle ever built for the money.

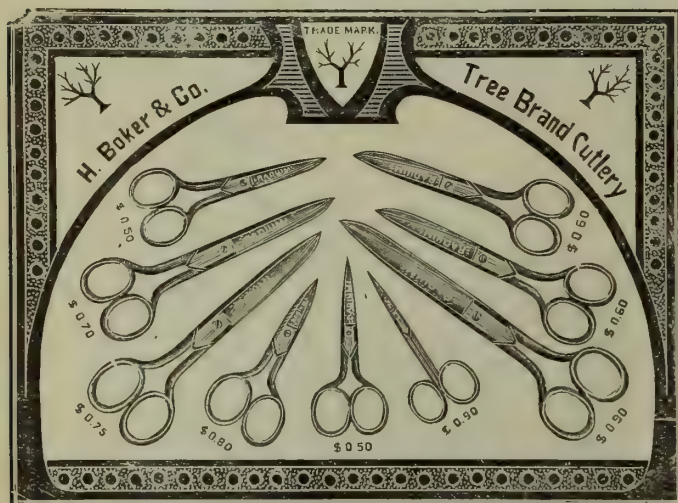
MODEL No. 27 is an efficient sporting rifle, with hammer action, of few parts and exceedingly simple, using 22 calibre short or long cartridges. The barrel is bronze, rifled and steel jacketed, finished in blue black gun finish. Breaks down for loading and ejecting shells. Flat stock and forearm of gun of gum wood. A beautiful model, symmetrical and well balanced. Barrel is 16 inches long, length of rifle over all, 30 inches. Price \$2.00.

MODEL No. 027 is exactly like No. 27, except the stock and forearm, which are of genuine walnut, turned and beautifully finished. Price \$2.25.

Other models are Nos. 15 at \$2.00, 19 at \$2.50 and 23 at \$3.50, each a winner in its class.

Our continuous advertising in the boys' papers will bring the business to you, as every boy will want one and you should have a stock on hand. Write for catalogue and net trade prices.

THE HAMILTON RIFLE CO., Box 202, PLYMOUTH, MICH., U.S.A.

**Mr. Retail Man!**

No doubt you are interested in H. BOKER & CO.'S Cutlery Lines. We are giving away Free of charge this Handsome Cabinet as illustrated with an order for nine half dozens of Radium Scissors.

Cabinet comprises Lace, Bent Nail, Manicure and regular scissors from 4 to 7 inches. Prices range from 40 cents to 90 cents per pair retail. These Scissors are all H. Boker & Co.'s Celebrated Tree Brand quality. Full nickel plated and polished and etched on blade "Radium"

Ask your jobber to quote you on these lines.

Our Illustrated Booklet "Some Pointers for Gentlemen Who Shave Themselves," is Free—Send for One

McGILL CUTLERY CO., Reg'd

P.O. Box 366, Montreal

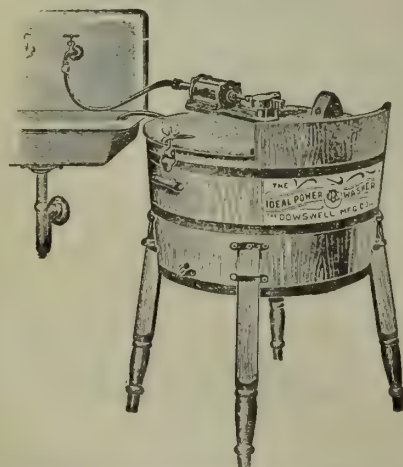
A PAIR OF MODERN LABOR SAVERS

The machine that runs itself

Their Equal Not Made Yet.

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The next thing to it



The Leaders of a trade winning line of up-to-date and exclusive styles of Washing Machines, Wringers and Churns, of National Reputation, Undisputed Popularity and Superior Quality, that have been extensively advertised and a demand created.

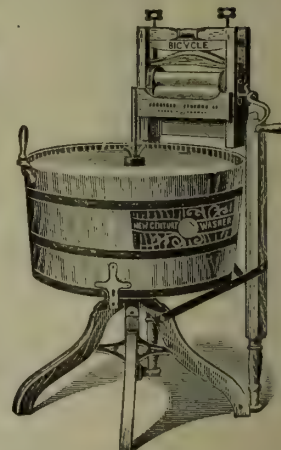
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This line is a powerful asset and one you cannot well afford to overlook.

The Dowsell Mfg. Co. Ltd.

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W. L. Haldimand & Son, 36 St. Dizier St., Montreal, Que.
Eastern Agents.



Perfectly Simple and Simply Perfect

New Century Style "B"

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Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines. These enquiries come from Wholesalers, Manufacturers and Retail Dealers, who usually intimate they have looked through Hardware and Metal, but cannot find any firm advertising the line in question. In the majority of cases these firms are anxious to secure the information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay them to advertise in larger space.

BUYER'S GUIDE

To the Hardware Trade

The 1907 Edition, Canadian Industrial Blue Book, is sold. The 1909-10 Edition will be \$5.00, subscription only. No extra copies will be published.

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Witness Press, MONTREAL

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The Hanover Portland Cement Co.,
Limited,
HANOVER, ONTARIO
Manufacturers of the celebrated
"Saugeen Brand"
OF PORTLAND CEMENT.
Prices on application. Prompt shipment.

CLIPPERS.

PRIEST'S CLIPPERS
Largest Variety,
Tollie, Hand, Electric Power
ARE THE BEST.
Highest Quality Grooming and
Sheep-Shearing Machines.
WE MAKE THEM.
SEND FOR CATALOGUE TO
American Shearer Mfg. Co., Eureka, N.H., U.S.A.
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Representatives 106-110 Lafayette Street

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For making carbon copies of your letters and orders. Write for information.

THE CARTER-CRUM[®] COMPANY, Limited
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FEED COOKERS

A good line to handle.
Write us for full particulars and prices.

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The Best Door Closer is . . .
NEWMAN'S INVINCIBLE FLOOR SPRING
Will close doors silently against any pressure of wind. Has many working advantages over the ordinary spring, and lasts twice the wear. In use throughout Great Britain and the Colonies. Gives perfect satisfaction. Made on by
W. NEWMAN & SONS,
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GALVANIZING
Work and Prices Right
ONTARIO WIND ENGINE & PUMP
CO., Limited
Toronto, Ont.

GALVANIZING AND TINNING
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We lead in Asbestos Fire-proof Stove-pipe Thimbles, Air-tight Heaters, Drums, Gas Stove Cookers and Heaters combined, New Success Toasters, Ash Sifters, &c.

Send for our Specialty Catalogue.

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We design stampings to replace castings of all kinds. Send sample for estimate.

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The PARMENTER & BULLOCH CO., Ltd.
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Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Bit Braces, Felice Plates.

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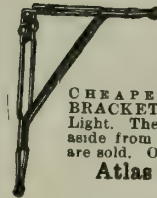


Davey's Patent Windproof
Ship Signal Lamps

Ship, Yacht and Boat Fittings
of all kinds.

DAVEY & CO, 88 West India Dock
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Will Hold Up a Shelf

That's what a shelf bracket's for. For this purpose there can be NOTHING BETTER. NOTHING CHEAPER than the BRADLEY STEEL BRACKET. It is well Japanned, Strong and Light. The saving on freight is a good profit aside from the lower price at which the goods are sold. Order direct or through your jobber.

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WATER BOWLS & STANCHIONS
Open up to date line.
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ARMSTRONG CUTTING-OFF TOOLS
are correctly designed and the blades are bevel rolled from special Self-Hardening Steel. Straight and Offset shaping. 7 sizes each. Write for Catalog

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My patent rotary ventilator is backed by a guarantee. It is the best ventilator on the market. Write for particulars, handsome booklets of testimonials and information mailed free.

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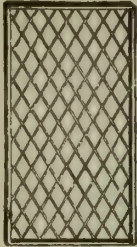
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PARKER WIRE GOODS COMPANY
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General and special Wire Hardware
Write us for prices
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"If It's Made of Wire We Make It"

Let us quote you when in need of
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We are offering a splendid selling line of
**ORNAMENTAL FENCING AND GARDEN
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The Best Hose Coupler

and the most profitable is the

Time-Saver Hose Coupler

Different from ordinary couplings as dark is from light. No threads to wear smooth—no possibility of losing washers. It makes an instantaneous and perfectly water-tight joint. Big sale among gardeners, cheese factories, hotels, breweries, etc.

PRICE LIST SENT ON REQUEST

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GLUES, GELATINES AND SIZE

Quality counts in these lines, as in others. Fifty years' experience enables us to offer goods that for

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cannot be excelled.

The GROVE CHEMICAL CO., LTD.

ESTABLISHED 1856

Appley Bridge, Wigan, Lancs., England



Ford's Auger Bit

is an all round Bit, boring smoothly, and well suited to the finest work. For many difficult jobs it is the only tool that can be used. Give it a trial, and afterwards you will sell only one line of high-grade Bits, and that line will be Ford's.

FORD AUGER BIT CO.,

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Perfect Threading

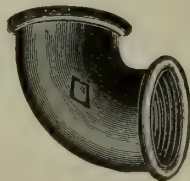
is absolutely essential to reliable fittings. In this respect

"DIAMOND" BRAND FITTINGS

excel all others. Moreover, Diamond Brand Fittings are perfect in material and finish.

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NONE GENUINE unless bearing the TRADE MARK:



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**Complete Power Plants, Steam, Gas,
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WILL BRING NEW CUSTOMERS TO YOUR STORE



TRY IT

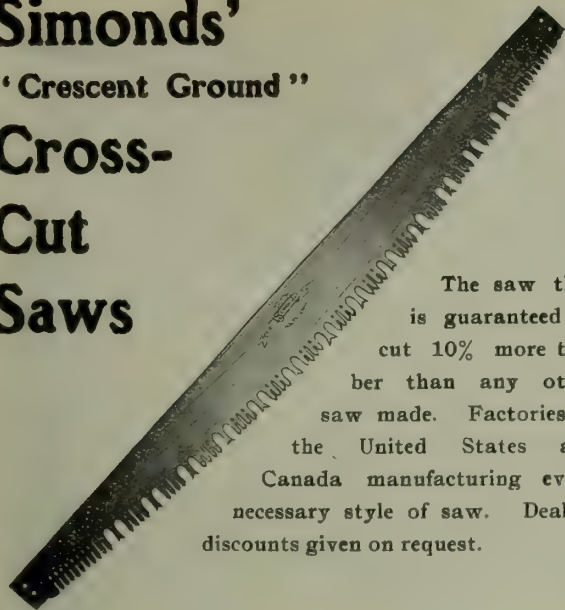
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¼-lb. tins—3 doz. in case

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Cross-Cut Saws



The saw that is guaranteed to cut 10% more timber than any other saw made. Factories in the United States and Canada manufacturing every necessary style of saw. Dealers discounts given on request.

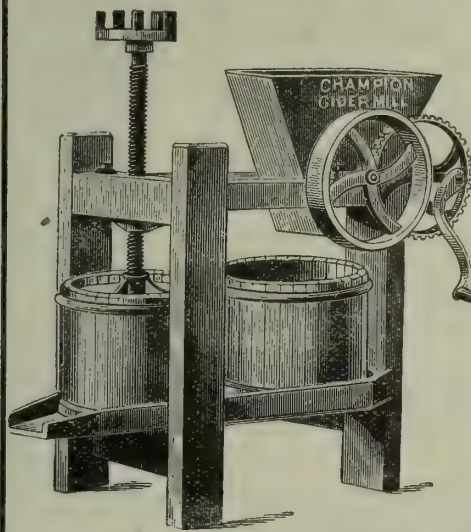
Simonds Canada Saw Co. LIMITED

Montreal, P.Q.

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Cider Mills and Presses



Order now and be ready for the demand.

Circulars and prices will be sent by return mail.

Send us your enquiries for

Drilling Machines, Forges, Wheelbarrows, Washing Machines of All Kinds, Butter Workers and Shipping Boxes, Blacksmith's Machine Tools, Wagon Skeins

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LACKAWANNA FURNACE



BUILT LIKE AN ENGINE AND
WORKS AS PERFECTLY AS ONE

The **Lackawanna** is more easily sold than any other because men of judgment can appreciate its good points of superiority and can realize they will get the full value for their money.

A good horse will sell for more money than a poor one, so will the **Lackawanna**, because the value is there.

BUTTERWORTH & CO.
Limited

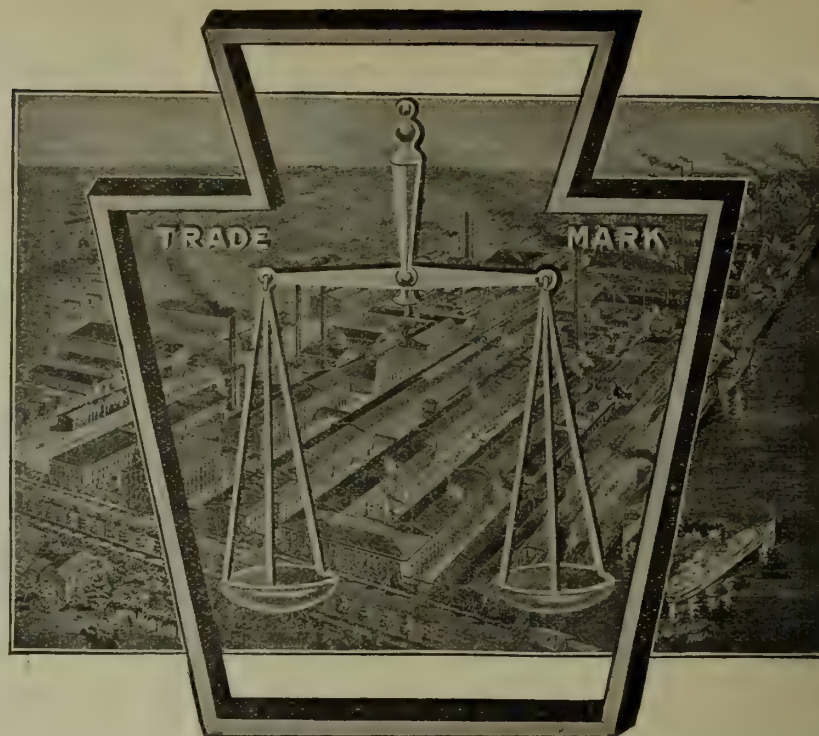
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LACKAWANNA
A Very Powerful and Economical Furnace

Made in 5 sizes. 18½ in., 23 in., 26 in. and 30 in. firepot

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In the **DISSTON BRAND** of **SAWS** you have the advantages obtained by the use of highest quality crucible steel specially made in the Disston Steel Works, approved designs, most skilled workmanship—All backed by an experience of over **SIXTY-EIGHT YEARS** in saw making—A combination not equalled and which speaks for the utility of the saws.



HENRY DISSTON & SONS, Inc., Philadelphia, U.S.A.

Keystone Saw, Tool, Steel and File Works.

CANADIAN WORKS, 112 Adelaide Street East, TORONTO

*Satisfaction
Guaranteed*

A MARK OF QUALITY

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**Manila Rope
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**Sisal Rope
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Mills: MONTREAL, QUE. HALIFAX, N.S.

Manufacturers of CORDAGE and TWINE of all descriptions,

From

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Complete Stocks at Halifax, St. John, Montreal, Toronto, Winnipeg, Vancouver



SIMONDS No. 8½

This Saw is of the general style and shape which carpenters have been accustomed to using for years past. Has a carved apple handle with highly polished sides and edges, making a very pretty Saw. Holds its cutting edge and saws true. Its high quality and even temper are due to the fact that it is **Made of Simonds Steel**. Covered by the broadest Simonds warranty.

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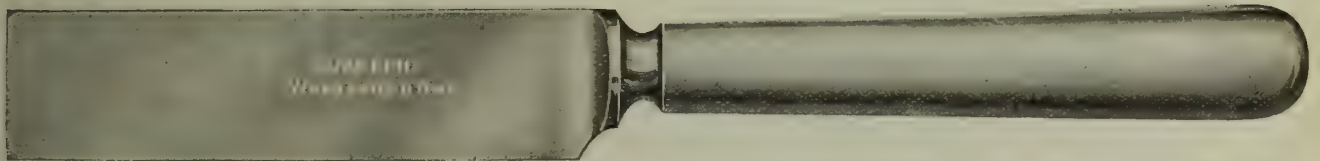
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Branches Throughout The United States

"SUPREMO" Handsome DESSERT KNIVES



Warranted 6 dw. quality, really excellent value. Put up in half-dozen in neat rack boxes.

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BABBITT

Best Babbitt Value in the World.

SWASTIKA LONG LIFE BABBITT

Will stand High Speed and Heavy Pressure, Grade High, Price Low. 25c. lb.

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Why Wait for Business ?—Get After It !

It's a wise hardwareman who "gets next" to the promoters of local building enterprises. By doing so YOU can make snug profits selling **STRUCTURAL STEEL**. Our output of high-grade **STRUCTURAL STEEL** is open to the hardware trade at prices close enough to protect you in a very liberal profit. No use hesitating—as soon as you hear of a building plan, write us for prices and other information.

Hamilton Bridge Works Co., Limited, Hamilton
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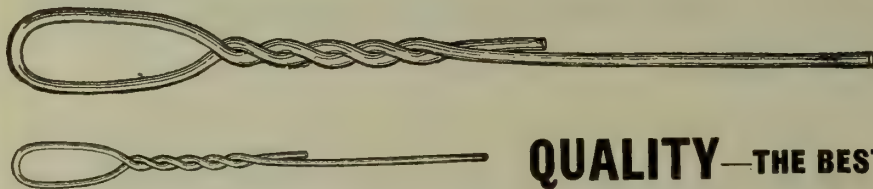
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Annealed Hay Baling Wire and Bale Ties



Cut to any desired length
with single loop.

QUALITY—THE BEST. SHIPMENTS—RIGHT

A Ventilator That Ventilates

It is important in selling a Ventilator to sell one that keeps in order, that works all the time.

AEOLIAN VENTILATORS are so skilfully constructed and so nicely balanced that they are driven not only by the slightest current of air, but by the difference of temperature within and outside the building.

We allow dealers a liberal profit.

Testimony

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Messrs J. W. Harris Co., Limited
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Dear Sirs,

I have been using your "AEOLIAN" Ventilators on several houses in this city with the best results. The tenants of these houses declared that your Ventilators are of great advantage to them. I also installed two (2) 18" on my stable and I can say that your Ventilator cannot be surpassed by any to take out the sweating or the bad smell in any room.

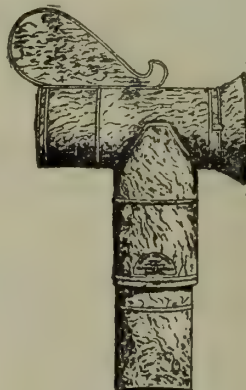
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Write for catalogue and booklet to-day.

Learn about our system of ventilating. A pleasure to send books.

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General Contractors and Manufacturers
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New Style H. & C. Side Wall Register.

BE A LITTLE DIFFERENT

Don't use breakable cast iron registers because the other fellow does. Use H. & C. Wrought Steel Registers and see what a strong talking point they are.

HART & COOLEY CO.,

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"Tortoise"

Combination Heating and Cooking Stove, with Low Oven

A quick and perfect cooker and baker.

Very economical on fuel.

Heavily lined with fire-brick from top to bottom.

Outside diameter, 16 in.

Height, 33 in.

Size oven, 18 x 10 x 12½ in.

Cooking Holes, four 8 in.

Made in One Size and Style—No. 505

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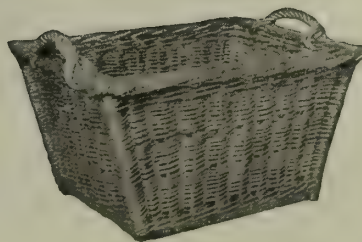
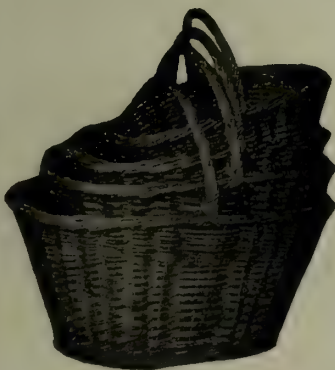
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ESTABLISHED 1840

Willow Baskets

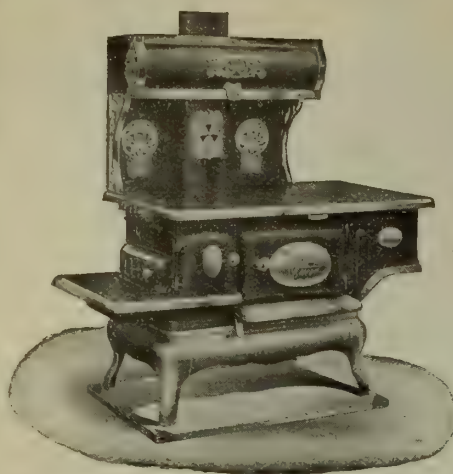


We would like to mail you one of our illustrated lists quoting willow baskets
of all kinds.

Special prices on quantities.

Special sizes made to order.

H. W. NELSON & CO., Limited
Toronto



THERE ARE EIGHT SIZES OF THE EMPIRE QUEEN RANGE

THIS is a perfectly constructed iron range, every casting smooth, well-proportioned and flawless, easily cleanable, nickel trimmings, fire box is perfectly proportioned and it is fitted with the latest Duplex Grates, having heavy sectional cast iron linings for coal and separate grates for wood. Flues are constructed on up-to-date principles. The oven comes in uniform contact with the heat on all sides, and is provided with a special baking draft which forces heat twice around the oven. The deep ashpit has a pan for receiving and removing ashes, fitted with effective chutes to prevent ashes falling outside the pan. Water can be heated in the EMPIRE QUEEN reservoirs much quicker than in other ranges.

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Canadian Heating and Ventilating Company, Limited

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A N N O U N C E M E N T

Our new factory located at St. Catharines, Ont., will be ready for operation on October 10th, and will be the most up-to-date plant of its class in America.

Our largely increased facilities will enable us to serve the trade more promptly than ever before.

The Whitman & Barnes Mfg. Co.

Canadian Factory and Sales Office:
ST. CATHARINES, ONT.



The RECORD WARM AIR FURNACE SYSTEM

An absolutely sure and correct method of securing the best and most healthful results in heating and ventilating residences or other buildings.

Approved by heating engineers, architects and physicians.

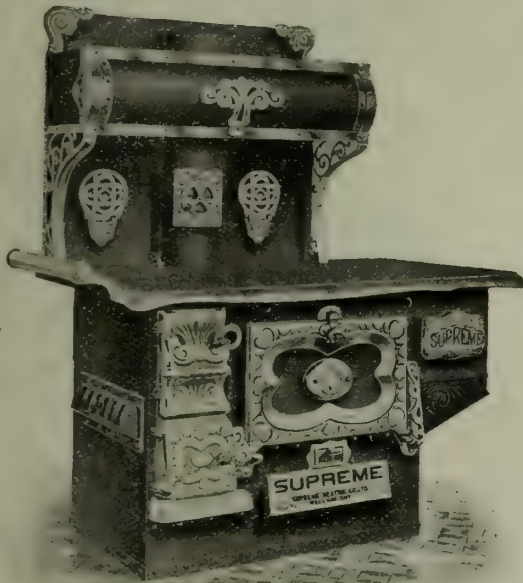
Do you wish to know more about it?

The RECORD FURNACE HANDBOOK will tell you.

The RECORD FOUNDRY & MACHINE CO., Limited
 Moncton, N.B. Montreal, P.Q.
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Cut Down Your Fuel Bill By One-Half



BACKED BY A GUARANTEE

Supreme is the name of our Company and Supreme is our device for saving **50% and over in Soft Coal and Wood and 30% in Hard Coal over any Stove now on the market.**



We claim the following great results:—

1. **Fifty per cent. saving in fuel.**
2. **Minimum quantity of smoke.**
3. **Minimum quantity of ashes.**
4. **Evenness of heat distribution.**

Our device is secured by Letters Patent in Canada, Great Britain and the principal Countries of Continental Europe.

Made in 4 distinct sizes—very handsome in design.

We are establishing agencies in all the principal Cities and Towns in Canada.

Write for Our Illustrated Price List.

THE SUPREME HEATING COMPANY, LIMITED
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The "Scotia" Hockey

This skate, while not in the same rank with our "Velox" or "Regal," is still thoroughly reliable and good for all purposes.



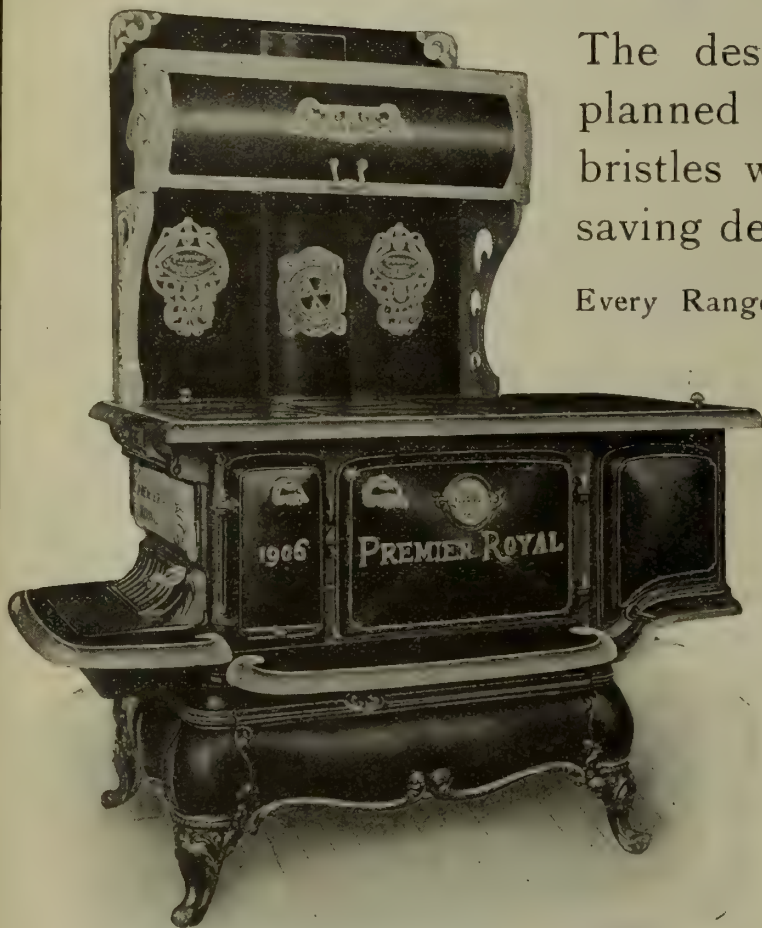
THE STARR MFG. CO. MAKERS, HALIFAX, N.S. CANADA.

It's a low-priced skate but a good one. Hardened and welded. Intended for a class who want a good skate at a low price. Send for catalog.

The Starr Mfg. Co., Ltd., Dartmouth, N.S.

BRANCH OFFICE: TORONTO, ONT.

Davidson's "Premier Royal" Cooking Range



The design is attractive and well-planned for convenience and fairly bristles with good points and labor-saving devices.

Every Range is fitted with these improvements :

Heat Indicator
Single Damper
Detachable Guard Rails
Ventilated Oven
Oven Door Pedal
Duplex Grate
Simmering Cover
Nicked Towel Drier, etc., etc.

A Thoroughly High-class Range

Made in

Three Sizes and Seven Styles

Commands a Good Price
and Sells Without Trouble.

In special features of excellence—ease of keeping clean, freedom from repairs, perfect cooking, and also in material, workmanship and finish, these ranges are unequalled.

Cut illustrates Style F with steel high closet.

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The Thos. Davidson Manufacturing Co., Limited
Montreal and Winnipeg

We are headquarters for high-grade

MANTELS AND LIGHTING FIXTURES

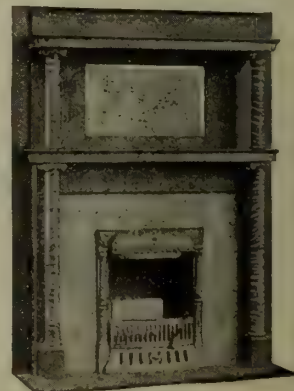
You may search the whole continent over, but you will not find any more up-to-date designs or sounder workmanship.

WRITE FOR LIST AND DISCOUNTS

The Barton Netting Company, Limited

38 Ouelette Ave., Windsor, Ontario

Mantels, Grates, Tiles, Fire-place Furnishings, Mosaics, Etc.



There are FURNACES AND FURNACES

But in combination of quality and price none equal

GOOD CHEER

TAKING HIS OWN MEDICINE

(A Storyette)

A certain Ontario coal dealer was so concerned about the small quantity of fuel for heating purposes which he was being called upon to supply to the hospital in his town, having calculated that the tonnage, for which he had the contract, would be much greater, that he set about inquiring as to whether there might not be some other source of supply than himself, but he soon satisfied himself that all the coal used came from his yards, and that the solution of the question was a "GOOD CHEER" Furnace in use in the building. A furnace like that was good enough for him, and he is now saving coal himself by using a "GOOD CHEER" in his own house.



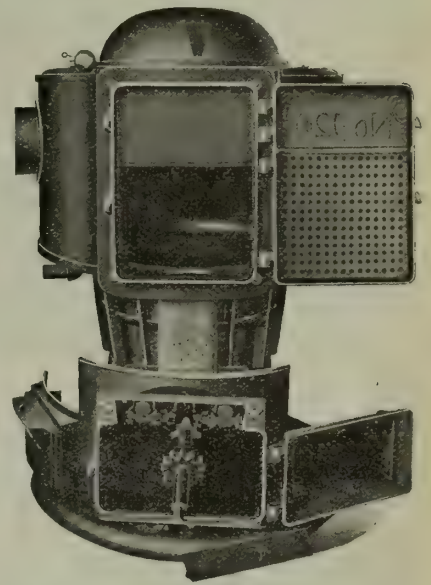
A Warm Air Heater of the Better Class

No. 100 series, with air blast

Coal and Wood

NOTE—Furnace capacity claims are often so extravagant that the dealer unless already familiar with the furnace in question, is apt to be misled. A study of the radiator construction of the "Good Cheer" readily convinces that the furnace will radiate more heat per inch of diameter of firepot than other makes, and the capacities we quote can be thoroughly relied upon as well within the mark, and under favorable conditions of installation even greater heat giving power will be developed.

No.	Capacity	Diameter of Firepot	Depth of Firepot	Shipping Weight	Height to top Casing Ring
116	11,500 ft.	16 in.	13 in.	675 lbs.	42 in.
118	15,000 "	18 "	13 "	800 "	44 1/2 "
120	19,000 "	20 "	13 "	910 "	47 1/2 "
124	33,000 "	24 "	14 "	1300 "	51 1/2 "



Large feed doors with swinging smoke shield also method of removing grate bars.

If you have not received a copy of our Good Cheer Furnace booklet, a card to our Woodstock or Winnipeg office will bring you one.

The JAS. STEWART MFG. CO.

Woodstock - Ontario

Limited

Western Warehouse: James St., Winnipeg, Man.

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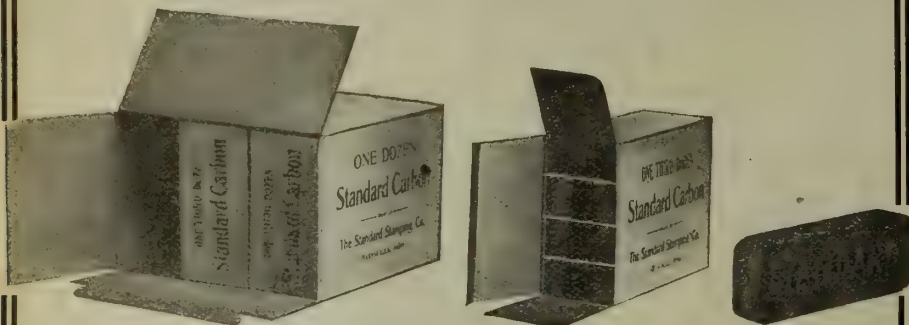
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for your mill, factory, foundry or shop;
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roof covering. Its application is broad
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Factories, Hotels, and public buildings are obliged to have Fire Escapes. We can send you designs and prices that will enable you to secure the orders. Write us for information. For Fire Escape work we cannot be beaten.

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—FOR—

CONDUCTOR PURPOSES

BEAR TRADE MARK

F. Dieckmann

PLAIN ROUND.

CORRUGATED.

Crimps outside no obstructions
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Only elbow holding in position with-
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THE FERD. DIECKMANN CO.

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The Heart of the Stove Industry in Canada

Q City of London, County of Middlesex—that's where you see the largest stove foundry in the British Empire. It's McCLARY'S—a name that has compelled success since its inception forty-one years ago. In the halo of this name you find acre upon acre of foundry space, hundreds of specially-trained artisans and a cautious, scrutinizing, accurate-to-the-second system of stove manufacture. In addition, you find exclusive patents, exclusive methods and exclusive workmanship.

Q You also behold a tremendous warehouse, a producer gas plant for assisting in greater production—in fact, a regular McClary town in Chelsea Green.

Q In these gigantic works, too, you find no expense begrudged which is warranted by time or necessity.

Q Someone has said, "That bigness is a sure sign of security." The magnitude of the McClary plant has been the inspiration of many a newspaper and magazine writer, all of whom have dwelt upon the spirit of stability pervading the whole place.

Q Next week we will tell you how the McClary magnitude was made possible.

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Toronto
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NICKEL

The Canadian Copper Co.

NICKEL FOR NICKEL STEEL

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WRITE US FOR
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A Guarantee Bond

INSIDE EACH ROLL OF

CONGO NEVER LEAK ROOFING

A GOOD many roofings carry guarantees. Most of these are not worth the paper they are written on. They are full of provisos that no one can live up to, AND YOU HAVE ONLY THE MANUFACTURERS' WORD BEHIND THEM.

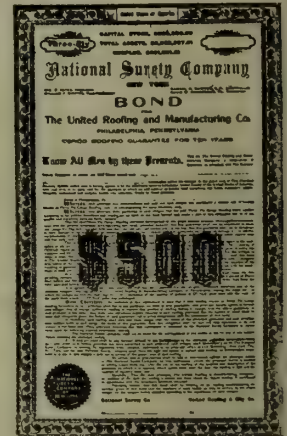
We looked into this proposition some time ago, and determined that we would offer a guarantee with every roll of Congo that would MEAN SOMETHING. We therefore went to the National Surety Company, a corporation with over \$2,000,000 of assets and arranged with it to furnish with every roll of Congo a GENUINE SURETY BOND.

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We can afford to make this strong guarantee because we know Congo will last the full period of the guarantee, and more. It has always given better satisfaction and all-round service than any other ready roofing made. SPECIAL NOTICE—If any Congo Rolls that you purchase do NOT contain Guarantee Bonds, write us at once, telling us where and from whom they were purchased, and we will at once mail you the missing bonds.

United Roofing and Manufacturing Co., Philadelphia, Pa.
Successors to BUCHANAN-FOSTER CO.

Agents—H. S. HOWLAND, Sons & Co., Toronto; STARKE SEYBOLD, Ltd., Montreal; MECHANICAL SUPPLY CO., Quebec; M. HAYWARD CO., St. John, N.B.; GEO. E. SMITH & Co., Halifax, N.S.; MILLER-MORSE HARDWARE CO., Winnipeg; E. G. PRIOR & Co., Ltd., Victoria



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Manufacturers of

FERRONA PIG IRON

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OPEN HEARTH STEEL

"MIDLAND"

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FOUNDRY PIG IRON

Made from carefully selected Lake Superior Ores, with Connellsville Coke as Fuel, "Midland" will rival in quality and grading the very best of the imported brands.

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Canada Iron Furnace Co.,
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Used in factories of all kinds for hurried machine repairs.

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Manufacturers of

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COVERT MFG. CO. TROY, N.Y.

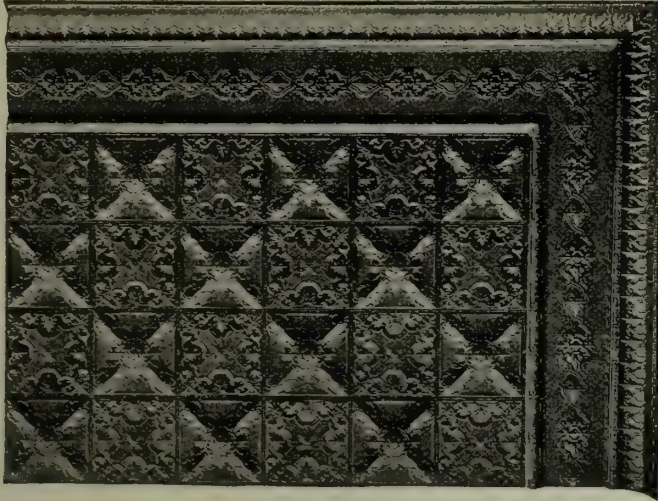
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Ties
Snaps of
all kinds
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Is there a church in your town with a cracked plaster ceiling? Are there any lodge rooms, stores or hotels which could be improved at small expense by installing our CLASSIFIED METAL CEILINGS? Of course there are! This business is waiting for you if you get after it. You make a double profit—both on the material, and on the labor of erecting it. And you can give your customers their choice of the most handsome and most distinctive designs on the market by showing them our catalogue.

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our prices on all kinds of bar iron. The quality of London Bar Iron is acknowledged even by our competitors to be strictly high grade. The chemical composition is just about perfect, and every bar is properly rolled. There is satisfaction in every cubic inch of London Bar.

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Established 1880

Has the confidence and patronage of the banks and leading merchants such as Forbes Bros., S. J. Carter & Co., John Robertson & Son. Overdue claims collected everywhere, no collection, no charge. Tel. Main 1677.

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Representing Canadian, British and American Manufacturers. Correspondence invited from firms wishing to be represented.

Buy the Best.



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Star Brand Cotton Rope
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For Sale by all Wholesale Dealers.

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All made out of the

BEST SIEMEN'S MARTIN STEEL

Brand

Best Coke or Charcoal	"Rhyd"
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Try a Condensed Ad. in Hardware and Metal, it will get you what you want. Two cents a word first insertion, one cent a word each subsequent insertion.

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COIL, RAILROAD, LOGGING, DREDGE, STEAM SHOVEL, WAGGON and BRIGHT CHAIN of all kinds.

EVERYTHING IN WELDED CHAIN.

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Prompt shipment.

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THE MORRIS & BAILEY STEEL CO.
PITTSBURG, PA.

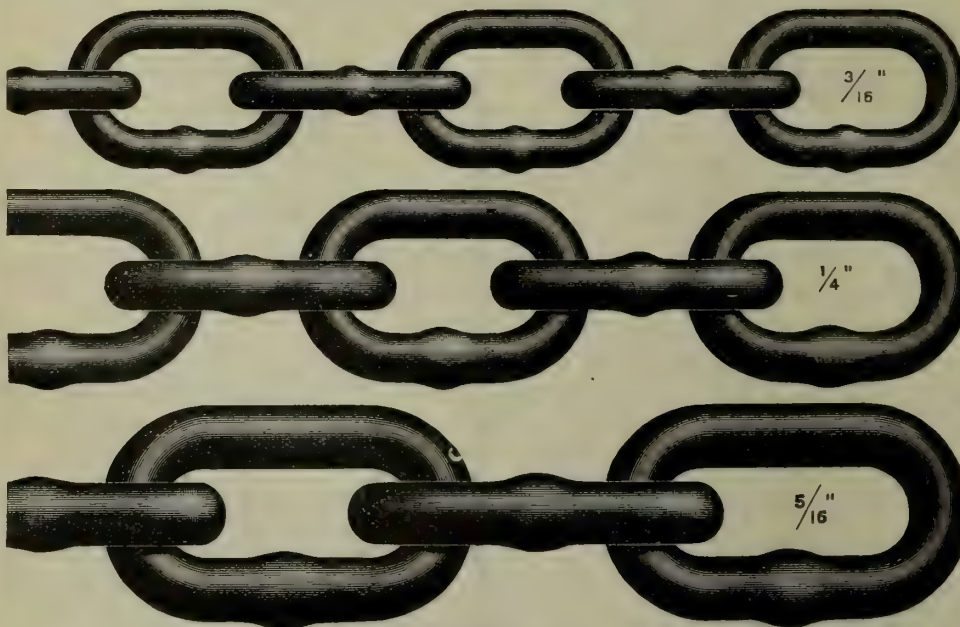
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COLD ROLLED STRIP STEEL

For Deep Drawing, Blanking, Forming, all kinds of Bending. Has Bright Finish for Nickel Plating, Rolled accurate to Gauge. Made in all tempers and in any thickness from .002" to .250".

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Electric Welded Coil Chain



Design Patented

Notice the

SWELLED WELD

We guarantee our Electric Welded Common Chain of any stated size to pull more than one size larger of any other make of common chain. Our BB and BBB qualities are similarly guaranteed.

See that you get the **SWELLED-WELD.**

Cuts Exact to Size

McKinnon Chain Works

**ST. CATHARINES
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LOW PRICES

HIGH QUALITY

NO DUTY

These are the three advantages which the Canadian hardware trade are offered by us. Why pay duty on imported abrasive goods? Our Emery and Corundum Scythe Stones, Razor Hones, Knife Sharpeners, Axe and Slip Stones, Grinding Wheels, etc., are the best made.



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The Maxwell Leaders

Popular with dealers as strong, steady sellers, and in thousands of homes as great labor-savers.

The "Puritan" Re-acting Washing Machine

Built on the correct principle for quick, thorough, easy washing, built for genuine service.

The "Favorite" Churn

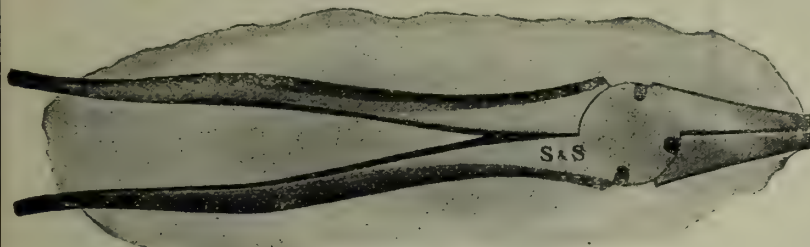
The ball-bearing churn that turns by hand or foot, or both. The best seller in Canada. Eight sizes, to churn from one-half to thirty gallons.

You are missing good business if you do not stock these lines. Write for particulars and terms.

DAVID MAXWELL & SONS

ST. MARY'S, ONT.

S. & S. Pliers



No. 600. Button's Pattern Pliers—Straw Color
5-in., 6-in., 7-in., 8-in., 9-in., 10-in.

We are
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Quality and Prices
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Immediate Shipment from Stock

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Rotors pull out over dish so that the meat drops into the dish and not on the floor.

Dana Food Choppers

The only Food Chopper not sold by catalogue houses, and advertised big in home papers.

By giving complete and lasting satisfaction to your customers, Dana Food Choppers help your general sales.

ASK YOUR JOBBER

THE DANA MFG. CO.

Cincinnati, O.



Dana Peerless Freezer
Write for catalogue



Dana Mop Wringer
takes a woman off her knees.

Supplies For MOTOR BOATS

Do you get the local trade?

We illustrate two styles here, but we make others. Our catalog illustrates them all. Write for it to-day.



"SULTAN"
For Gas Engine Cylinders

Fitted with ball, check and vent tube and our patented filler plug.

Don't let the business get away from you because you can't deliver the goods.

**Stock the PENBERTHY KIND
And Make Sales**



"SAMSON"
Screw Compression Grease Cup

This cup is generally used on journal bearings. A turn of the plunger forces the grease out. It is absolutely positive.

MANUFACTURED BY

Penberthy Injector Co., Ltd., Windsor, Ont.

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always creates a big demand for Ammunition. The DEMAND for the Ammunition of

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is greater than ever before. Why? Because its QUALITY is right and its merits are known to the consumer all over CANADA.

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By means of our patented Lock Ring you can adjust the loop to any size and it holds fast. No slipping is possible, in spite of any pull or strain. The Snap is the most durable and effective made, never sticking on account of rust.

MADE IN ALL SIZES FROM ONE LEAD UP.

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are high-grade and well advertised therefore good sellers.

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Rue St. Paul	
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Apply to

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FOR SALE
BY ALL
CANADIAN
JOBBERs.

A slight
pressure of the
thumb-piece
pumps the oil
to the
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Maple City Manufacturing Co.

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"NEVERSLIP ANCHOR WEDGE"



Example of Old Style Wedging.



The Wedge that
Stands the Wear
and Tear of Time.

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It matters not whether the handle is old and shrunken, or new and green, the "NEVER-SLIP" will make it as secure as if it were part of the head itself—virtually one piece with the metal.

Tools with a firm handle perform their work better, last longer and give better satisfaction. Used by many of the largest hammer and hatchet manufacturers.

Anchors firmly at any point it stops.

Made in many sizes.

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Are you prepared to defend your spring orders for roofing? If not, our "SHIELD BRAND READY ROOFING" will do the trick. Why stock high-priced roofings when ours is made the same, and of the same material as specified by leading architects.

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Write for samples and
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ORNAMENTED GLASS.

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Goods
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They may be first-class. Do the people know that they are?
Do you want help—a partnership—or have you a business for
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Advertise in the Condensed Ad. columns of Hardware and
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We Hand You

the handiest of Babbitt Metals.

Harris Heavy Pressure Bearing Metal, in round Ingots, is a perfect ant-friction metal. It is the best seller in the Hardware Trade from coast to coast.

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Experience Increases Skill

Few will deny that the longer you work at a trade the more skilful you become. We have been in our line of business longer than any other firm in Canada. Our plant is complete for the successful manufacture of

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Tacks, Stove, Sink, Tire and Sleigh Shoe Bolts; Bright Wire Goods; Iron, Brass and Copper Rivets and Burrs; Machine Screws; Staples; Corrugated Fasteners; Wire—Bright, Coppered, Tinned, in coils and cut to lengths.

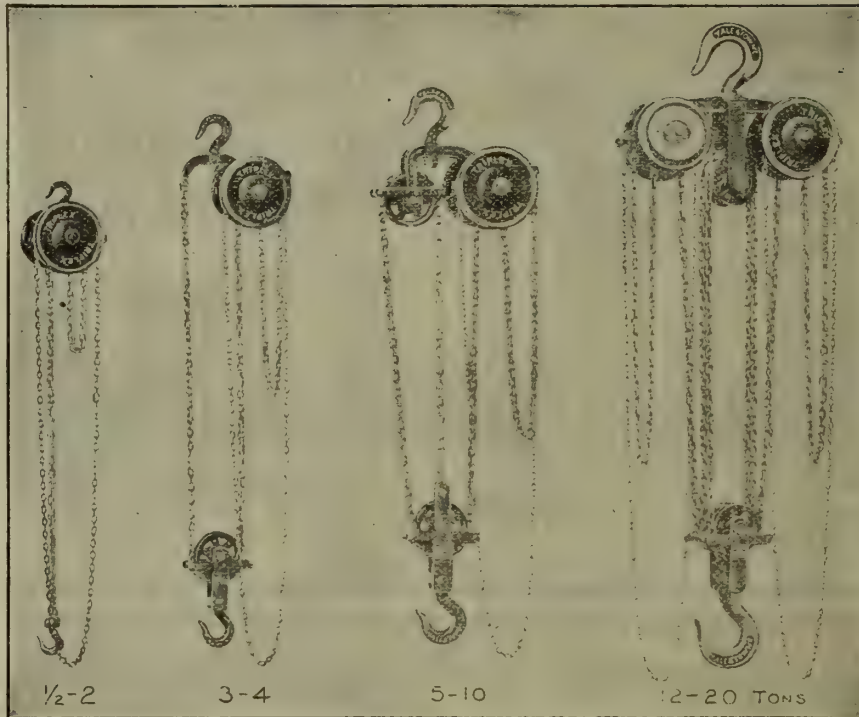
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Triplex Hoisting Blocks



Quick Easy Hoisting results from the use of efficient Chain Blocks—those which cut out wasteful friction and return in pounds of lifting the greatest percentage of the operator's pull on the handchain.

Triplex Hoisting Blocks

are the quickest and easiest hoisting appliances made. They will out-wear any other block and will reduce the lifting expense to a minimum.

WE CAN SUPPLY HOISTS FOR EVERY REQUIREMENT

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McDougall Pumps

are Standard Pumps for all purposes. The large variety we make ensures your customers ability to make choice, and the quality ensures satisfaction. "Aremacdee" is a guarantee.

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PUMP DEALERS

are ever praising our Fig 49 House Force Pump. It is the most complete pump on the market, and

is finished in A-1 style.

ONCE USED ALWAYS USED is its reputation.

THE AYLMER PUMP AND SCALE CO., Ltd.
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Western Representatives:
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AT WELLAND, ONTARIO

High quality in any article always means satisfaction to the user. In all Cordage products it means not only satisfaction but economy as well.

We would like a chance to demonstrate this to every Cordage buyer in Canada. We know the truth so well that Plymouth Cordage Co. in all its goods makes one grade only—the best.

Look over this list, mark the items in which you are interested, tear out and mail to address below. You will receive promptly samples and full information.

Manila Rope	Transmission Rope	Bale Rope
Sisal Rope	Hide Cord	Lath Yarn
Clothes Lines	Leather Cord	Shingle Ties

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Stocks at

TORONTO
MONTREAL
HALIFAX

ST. JOHN
WINNIPEG
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Canadian Sales Agents
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TORONTO, ONTARIO



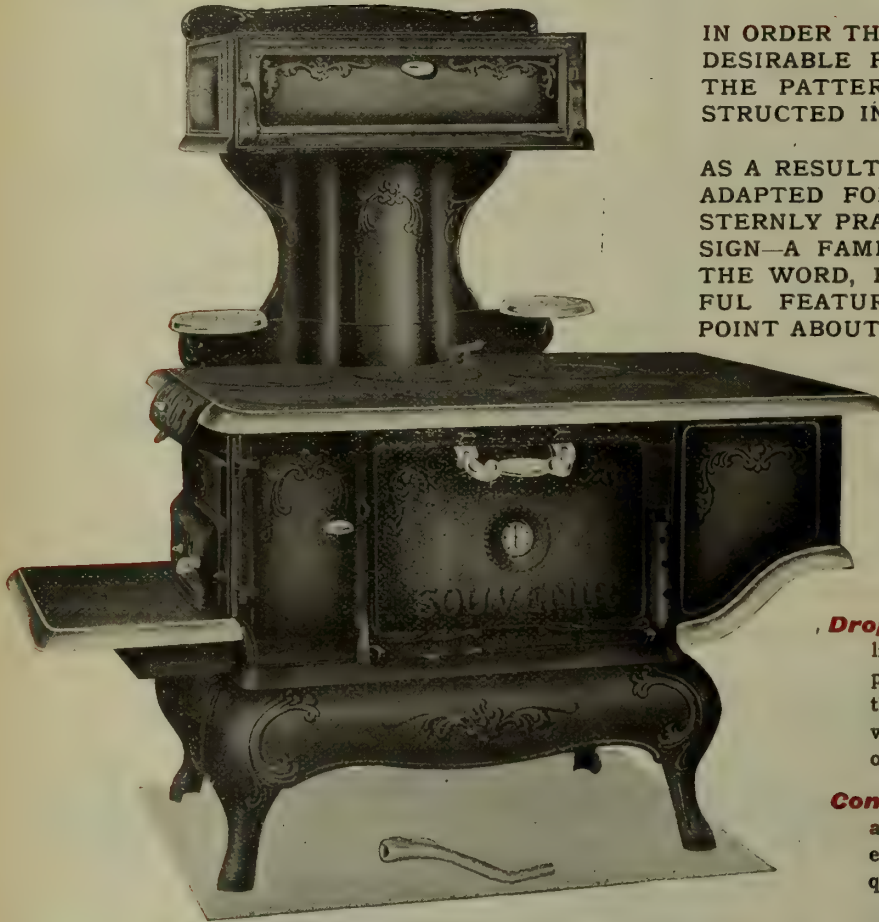
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We respectfully introduce to the Trade in Canada

The Family Souvenir

A NEW MEMBER OF THE SOUVENIR LINE

READY FOR FALL TRADE



IN ORDER THAT WE MIGHT INCORPORATE ALL DESIRABLE FEATURES IN THIS NEW RANGE, THE PATTERNS HAVE BEEN ENTIRELY CONSTRUCTED IN OUR OWN WORKS.

AS A RESULT WE OFFER A RANGE ESPECIALLY ADAPTED FOR CANADIAN HOMES—A RANGE STERNLY PRACTICAL IN EVERY DETAIL OF DESIGN—A FAMILY RANGE IN EVERY SENSE OF THE WORD, REplete WITH PRACTICAL, USEFUL FEATURES, AND WITHOUT A "FUSSY" POINT ABOUT IT.

NOTE THESE SPECIAL FEATURES

Drop Oven Door. Cast iron with steel inner lining forming an airspace and absolutely preventing escape or radiation of heat through the oven door. Also forms large shelf convenient for basting and examining contents of oven.

Contact Reservoir attached or removed in an instant. Water is always hot. No dampers to operate. Cannot interfere with baking qualities of oven.

Aerated Oven. affords a continuous supply of pure, fresh air, resulting in juicy roasts and the finest of bread and pastry. Give full ventilation—no taint of previous cookery remains to harm the most delicate of dishes.

Souvenir Duplex Grates, Fire-box and Flue Construction. Time-tried and perfect.

Simple Elegance of Design—The handsomest range made.

Removable Nickel. All nickel parts can be removed for cleaning or blackening the range. They are "lifted off" or "dropped back" into place with the utmost of ease.

Sizes and Attachments. 18 and 20-inch ovens, full standard sizes throughout. Reservoirs, Water-fronts, Thermometers High Shelves and High Closets for all sizes.

QUALITY AND PRICE

Souvenir Quality throughout. Everything the very best. Working qualities are unexcelled. The price is a competitive one, A High-grade Range at a medium-grade price.

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Montreal

HAMILTON

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TILDEN, GURNEY & CO., Limited, WINNIPEG, Man.

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We sell the products of

CARNEGIE STEEL CO., ILLINOIS STEEL CO.,
LORAIN STEEL CO., NATIONAL TUBE CO.,
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UNITED STATES STEEL PRODUCTS EXPORT CO.,
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J.M.T. Globe Valve,
with composition or copper
renewable disc.



J.M.T. Check Valve
made screwed and
welded



THE
JAS. MORRISON
BRASS MFG. CO.
LIMITED. TORONTO, ONT.

An Aid to Success in Business

Is the handling of **RELIABLE** Goods. The kind that adds to your reputation as a source of supply for the best only. It pays to handle

J. M. T. Steam and Water Goods.

They have a reputation of twenty-five years' standing as representing all that is Best in Quality.

Guaranteed for Durability and Efficiency



The Improved
J.M.T.
Injector



The improved J. M. T. Injector will work under a wider range of pressure than any other on the market.
Works low 18 to 20-lbs.
Works high to 220-lbs.

The JAMES MORRISON BRASS MFG. CO. Limited,
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QUICK TURN OVER OF PROFITS

That's the secret of modern business success—goods that please, that bring back customers ; goods that help keep the clerks busy—a continual jingle of coin on the counter.

DOMINION AMMUNITION

is a staple to Sportsmen. It is sold all over the world and its sales increase every year by enormous figures. This means we helped retailers to make money selling Dominion Cartridges and Dominion Shells.

Shall we co-operate with you ? Write to us.

Dominion Cartridges
(Sure fire.)

Regal Shells
(Ballistite dense smokeless powder.)

Sovereign Shells
(Empire bulk smokeless powder.)

Crown Shells
(Best black powder.)

Dominion Cartridge Company, Limited, Montreal

If you buy the
right goods they
will sell themselves—
Particularly true of
“Enterprise”

Food

Choppers

Best Made

Best Known

Best Liked

Best Advertised

This picture shows
the graceful lines
and strong simplicity
of the

“ENTERPRISE”



POINTS

A capacious hopper
that holds more,
instead of less, than
it appears to hold
A perfect cutting
mechanism
A tight, true feed
screw
Double tinned
Four knives with
each machine

**THE ENTERPRISE
MFG. CO. OF PA.**
Philadelphia, U. S. A.

"Men Who Sell Things"

What Respect for One's House Really Means—A Homily on Dress and Orderliness, One of the Important Factors of Salesmanship—Something About Displaying Samples.

By Walter D. Moody—Serial rights for Canada purchased by the MacLean Publishing Co. from the publishers, A. McClurg & Co., Chicago.

"Never mind troubling yourself, young man," he said, in a rasping tone, "I have just placed an order for twenty pieces of the silk I wanted with a New York salesman who keeps his samples where he can find them." And then to give good measure, he added, "If you remain on the road and expect to succeed, you'll have to keep your wits about you."

The loss of that order amounted to four hundred dollars, besides a chance to get an opening-wedge in with a gilt-edge concern. I didn't need any coaching after that, on how to keep stock in the sample-room.

Proper care of samples is as necessary as effective display or orderly arrangement.

Three Vital Factors.

The three vital factors in the successful sale of goods from samples are: first, the standing of your house; second, your own power of persuasion; third, the condition of your samples.

The most painstaking salesman will find that with packing and unpacking his trunks every day, his samples soon become worn and unattractive. What then happens to the careless man? Many a time I have seen a line of what had once been choice goods in an utterly shabby condition before they had been out ten days, and for the balance of a trip of several weeks the salesman carrying them was obliged to make the best showing he could with ruined samples.

It is a difficult matter, even for a buyer possessing the keenest imagination, to stretch his fancy from a straw-hat sample that looks like a punctured bushel basket to the smart article of headgear it was when it came fresh from the factory.

When a clothing salesman extracts from a pile a garment that resembles a linen duster instead of the snappy, up-to-date coat that it once was, his customer is very likely to class it with the "has-beens" and ask to be shown something in the prevailing style.

A good-looking sample is a sale half-made.

An Illustrative Story.

When I was in the jobbing business at D—, a prominent straw-goods manufacturer called on us, accompanied by his regular salesman.

The occasion of his visit was to introduce a new line. He succeeded in arousing the interest of our hat-buyer, who induced me to go along with him to the

manufacturer's sample-room to look his line over. Picking up a certain block that he thought was destined to have a great run, the manufacturer started to show forth its merits. Stopping suddenly, his eyes riveted on a certain spot on that hat, he called his salesman over to our group, and there in front of us all gave the unlucky fellow the worst "roasting" I ever heard.

"Do you see that dent in the crown of this hat?" he asked.

It was so small that the rest of us had failed to notice it; but his salesman admitted it was there.

"Well," continued the manufacturer, "haven't I told you repeatedly to pack your samples so as to insure them against damage? In another two weeks this sample will be utterly worthless. Do you expect to finish your trip introducing this hat, and to take orders from it in a dilapidated state?"

The manufacturer worked himself up to a great state, while his salesman stood before him, utterly unable to defend himself. Although he was guilty of carelessness, he was too manly to offer excuses, so said nothing.

"Perhaps you know where another line is coming from; I don't," his employer started in again. "I tell you what it is, I want you to take more care with these samples. If it takes all day to pack up, you see to it after this that they are packed to avoid breaking."

The salesman was saved from further reprimand by a telephone call from the office. When he had left the room I asked his employer if he wasn't a little rough on him, and whether such talks were not more effectively conducted in private.

"Perhaps so. No doubt you are right," he answered in a half-apologetic manner, "but it is so exasperating. I lost my self-control for the moment. Permit me to explain, however, what my salesman knew from long experience, that a new line of samples like these is made ready only after weeks of work and great expense. Our sample line is our stock in trade until the orders are all in and the factory running. A duplicate line could not be had, excepting at great cost and a loss of time. In any event, there is really very little excuse for careless packing. A damaged sample is a poor foundation argument upon which to build a satisfactory business in a new line."

Barring the unpleasantness of the sample-room incident, that talk impressed me so, that, immediately on return-

ing to my office, I caused to be sent out to our own traveling men a detailed account of what had taken place.

The Duty to the House.

A salesman's duty to his house does not consist alone in reaching a satisfactory figure in volume of sales. Other things require his attention to complete his real worth. Profit, not sales, is the objective point of every house. Chasing sales instead of profits is a disastrous game for either salesman or employer. Wanton extravagance in expense, loss from damage on samples, returned goods, and claims of whatsoever nature, resulting from loose methods in making sales, are all profit-drainers. If you wish your sales to increase, and if you have an honest interest in seeing your house make profits, see to it that your sample-line is kept in the best possible condition.

Again: orderliness plays an important part in the clerical work every salesman is obliged to do each day. Your bad penmanship may be pardoned if you have not had the advantages of thorough training, but there can be no possible excuse for you if your orders are so carelessly transcribed as to be incomprehensible.

We had in our employ a man of exceptional ability as a salesman; but in spite of his superior attainments in other respects, it seemed impossible for him to transcribe an order properly. The habit of carelessness had such a hold upon him that, in spite of the repeated efforts of the head of the house and others, down to the order clerk, he could not be made to reform. He would invariably omit the name of the town, or the customer's name, or neglect to state departments, so that the office was in a constant turmoil when filling his orders. He was great on abbreviating. He would so abbreviate words that only he and a mind-reader could have deciphered them. We never could get him into the habit of being orderly about these things.

Avoid Disorderliness.

Don't let the habit of disorderliness grow upon you if you want to be a help instead of a nuisance to the order-filling department, where so much depends upon quick service. Be particular also to see to it that your manager is kept in constant touch with your movements on the road. At times it means much to any business to be able to reach a salesman within a few hours by wire.

(To be Continued.)

This Name "Goes"
with Buyers

GURNEY



A Range that's Good Inside and Out

THE IMPERIAL OXFORD is probably the most artistic range that ever stood in a kitchen — it's "beautifully plain" as one purchaser put it. It is the easiest range on the market to keep looking clean and new. The nickle rails may easily be removed for wash day or while preserving.

Then, the lift-up hearth is a great improvement, enabling you to take out the extra deep ash pan without any dust or dirt.

THE IMPERIAL OXFORD

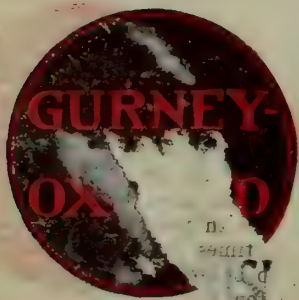
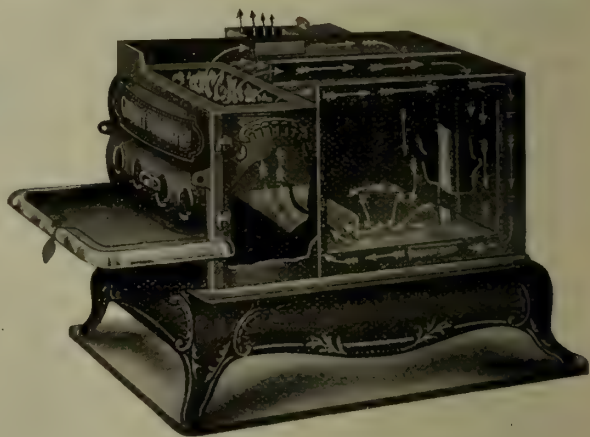
is the best built range inside, too. That division strip along the top of the oven divides the heat and distributes it evenly around the oven so all parts are at the same temperature. That is why it is such a perfect baking range — no "slow" part to the Imperial Oxford oven.

These are all points that no other dealer but the Gurney-Oxford dealer can offer his customers. They are all points that the purchaser will appreciate.

GURNEY-OXFORD O.K. Range

This range reaches the highest notch in steel range construction. It is full of points that mean fuel economy, better baking, better roasting, less labor.

To sell it, all you have to do is to call your customers' attention to the new Oxford reversible grate, the removable fire-box linings, the division flue strip, the air-spaced, unbreakable oven door, the compensating duplex draft, the lifting key-plate for use in broiling, and dozens of other fine points.



The Gurney Foundry

Stocks at Montreal, Hamilton, London

OXFORD

For Quality Always
Goes with this Name

GURNEY- OXFORD

GOLDEN NUGGET

The Latest Trade Winner

THIS up-to-date Steel Cook stove will satisfy perfectly the trade that wants a low-priced stove which will work as well and fully as easily as even our highest priced range. The Golden Nugget has the same kind of a grate as goes into the best range we build—the Gurney-Oxford Reversible Grate, that best of coal-savers. This stove is built of dead flat patent levelled steel, asbestos lined, has extra big oven; top is pressed steel—no chance for damage in shipping. Comes with and without copper detachable reservoir.

One style as pictured here; another with all steel hotel base instead of legs, and without high warming closet. Sells for a remarkably low price—and it DOES sell.

**You need this Stove in stock
It is a WINNER**



■ Get our catalogue and prices ■

Co., Limited, Toronto

Winnipeg, Calgary, Edmonton, Vancouver



Retail Hardware Association News

Official News and Correspondence on Association Matters Should Be Sent to the Secretary of the Ontario Retail Hardware Association, 10 Front Street East, Toronto, and Matter for Publication in This Department Addressed to the Editor of Hardware and Metal, Toronto.

EXECUTIVE COMMITTEE MEETING

Every member of the Executive of the Ontario Retail Hardware and Stove Dealers' Association attended the meeting in Toronto on September 9 and 10, the 100 per cent. attendance being a pretty good indication of the interest taken in the association by its officers and where the officers of an organization are alive it can be taken for granted that there's a good deal of life in the association they represent. The first business taken up was the report of the secretary and committees; the former reading as follows:

Secretary's Report.

"As the members of the Executive are aware, very little work was done during the summer months beyond the carrying on of the necessary general correspondence, the bulk of which was in connection with business relating to the Collection Department. This department, by the way, continues to give good results to members of the association.

"A fortnight ago the treasurer and secretary visited Hamilton to make arrangements for the convention next February. It was found that good arrangements could be made with the Waldorf Hotel as convention headquarters, a large room being available for a meeting place, while good arrangements can also be made for exhibits by manufacturers.

"Regarding these exhibits, we suggest that manufacturers of hardware lines be invited to make exhibits, they to make their own arrangements with the hotel and pay the association a nominal fee of \$10 for the privilege of making an exhibit. It is hoped that 20 or 30 can be arranged for on this basis. The exhibits would also be a feature likely to attract a larger attendance.

"A three-day convention is suggested, business sessions being held on Wednesday and Thursday afternoons with an open session for travelers on Friday afternoon, this meeting to be addressed by R. R. Williams, hardware editor, the Iron Age, and other speakers, or be devoted to a Question Box discussion on general topics. On Thursday morning we suggest that arrangements be made for the delegates to visit the plants of the Union Drawn Steel and B. Greening Wire Works, while on Friday morning the Canadian Shovel Works, Canada Steel Goods Factory and new Atkins Saw plant could be visited.

"As the convention will likely be held on the 3rd or 4th week in February, it is probable that a good ice bridge will be formed at Niagara Falls. Arrangements could probably be made for the

delegates who desire to do so to visit the Falls. The railway arrangements will be the usual fare and a third if 50 attend, or single fare if 100 attend."

Complaints Received.

The Trade Grievance Committee reported the receipt of complaints regarding the sale of belting and roofing to consumers without trade protection, also that a certain Ontario jobbing house is quoting the same prices for tools to mechanics as to the trade. The secretary was instructed to write the parties concerned.

Conference With Retail Merchants.

The Legislative Committee reported that a conference had been arranged with the Retail Merchants' Association Executive to discuss legislation affecting merchants generally. A proposition to co-operate with the R.M.A. was discussed, but it was decided to lay the matter on the table pending the conference.

Adjournment was made to meet the Executive Board of the Retail Merchants' Association, but it was found that it was the Dominion Board that was in session, the members of which made the mistake of supposing that the Retail Hardware Executive had attended with the intention of merging itself into the R.M.A. Remarks were made which compelled the representatives of the Hardware Association to inform the R.M.A. officers that the Hardware Association was in a better financial position than the R.M.A., and its members saw no reason to desire a change. They were willing, of course, to co-operate with the R.M.A. on all matters of legislation affecting merchants generally. The plain speaking will probably bring about a better understanding, as, in fact, it has done by the R.M.A. appointing a committee of three to confer with the Legislative Committee of the Retail Hardware Association on matters of legislation.

After convening again the Hardware Association Executive decided to leave the matter in the hands of the sub-committee on legislation.

General Business.

On Thursday morning the Executive acted upon letters received from the White Lead Manufacturers' Association, whose replies to correspondence were considered unsatisfactory. If the matter of marking white lead packages cannot be arranged satisfactorily before February, the Executive will bring the subject before the annual convention for the consideration of the trade generally.

The secretary was instructed to reply to letters received from the Stove Manufacturers' Association regarding the price of stove castings.

Cartage Charges.

The Executive decided to leave the cartage charges matter in the hands of J. W. Curry, K.C., to bring before the Railway Commission. It was also decided that a committee meet the Wholesale Hardware Association at the time of the annual meeting, and that the jobbers be asked to co-operate with the retail association in inducing the Railway Commission to abolish the special charge for cartage on freight bills.

Mutual Fire Insurance.

As a result of the visit of President Hambly and Treasurer Caslor to the Michigan Retail Hardware Association at Detroit, the secretary reported the receipt of an offer from the Wisconsin Hardware Dealers' Mutual Fire Insurance Company, whose rebate is 50 per cent. for 1908 to the effect that members of the Ontario Association could place fire insurance with their company on the same basis as members of the Wisconsin or Michigan Associations. A circular will be sent out on this subject shortly.

It was further decided that the Mutual Insurance sub-committee confer with G. C. Wilson, M.P.P., Dundas, a member of the association, with a view to securing new legislation allowing the formation of a Hardware Mutual Company in Ontario. When this is done members placing insurance with the Wisconsin company can transfer all or part to the Ontario company.

Convention Arrangements.

The report of progress in the arrangements being made by the secretary and treasurer for the next annual convention was accepted, and the matter left in their hands. Samples and prices of badges were submitted by the secretary, and a fine one with a lock pendant was chosen. A prize will be offered for the best hardware window display made by a Hamilton member of the association during the convention.

The Executive members reported a growing feeling in favor of travelers becoming associate members of the association, and it was decided that their admittance be recommended to the next annual convention.

The fact that a wholesale dry goods house is going into the hardware business was commented upon, but no action taken.

A resolution was passed thanking Hardware and Metal for the use of a committee room.

The Executive adjourned Thursday noon and were entertained at luncheon by the directors of the Canadian National Exhibition in the Administration Building on the Exhibition Grounds.

The Canadian National Exhibition

Bigger, Grander and More Successful Than Ever—Large Increase in Attendance and Handsome Surplus—Splendid Interesting Provincial Exhibits—Displays of Stoves, Plumbing Goods and Hardware Described and Illustrated.

The Canadian National Exhibition, which was originated in 1879 as an annual fair with the City of Toronto behind it, has, in the intervening twenty-nine years, developed not only into the largest annual fair in the world, but also into a magnificent exposition of Canadian products and results. And more. From the fact of the great number of exhibits from points outside Canada, as, for instance, Great Britain, the West Indies, France, the United States

This year this feature was more than ever before evident, every province but British Columbia being represented by a government exhibit. These provincial exhibits were placed in the Horticultural Building, a place perhaps as appropriate as any because of their general character, and while these exhibits were never very crowded, numbers of practically interested visitors spent a good deal of time in the study of the various products shown.

Of course, there are good safety razors, and others the same as with everything else, but when one thinks of a good safety razor naturally the name Gillette comes to mind first. The Gillette Company claims the distinction of being one of the pioneers in the safety razor business. They maintain that the only way to get real satisfaction out of a razor is to replace the old blade with a brand new one as soon as it becomes dull. To this end they have made the price of new blades so reasonable that with a Gillette Safety Razor a man can have the acme of per-



TORONTO INDUSTRIAL EXHIBITION—Gillette Razor Co.'s Display.

and others, and from the thousands of visitors representing other countries, it is coming to have, to a large extent, an international character, which increases as the fair expands in size and success.

One of the features which gives the fair its national character is the exhibits from the various provinces of the Dominion, showing their products and resources.

GILLETTE SAFETY RAZORS.

The business man to-day counts a safety razor as necessary to his outfit as a fountain pen. Not that he cannot get along somehow without it, but he can get along so much better, so much more comfortably and in fact with so much more all-round satisfaction with it that he would not for its price many times over be without it. This accounts largely for the enormous sale of safety razors being reported by hardwaremen in all parts of Canada.

fection in a comfortable new-blade shave so cheaply that barbers' bills, and honing bills look appalling in comparison. Every detail in the manufacture of a Gillette razor is so carefully regulated and thoroughly supervised that none can leave the factory without being perfect in every way. Thousands of visitors to the Canadian National Exposition viewed the exhibit of this firm with more than ordinary interest and an increased demand for the Gillette will undoubtedly follow the display.

ROBERTSON'S MARBLE BATHROOM

Entering the central doorways of the Process Building, the first thing to arrest the attention of passers-by was the elegant display of plumbers' supplies made by the James Robertson Company, Toronto, in the beautiful permanent booth they erected a couple of years ago.

Set off by glistening plate and bevelled mirrors on the walls, and palms and ferns on stands between the bright enamelled fixtures, the display was as attractive as any on the grounds and interested visitors were constantly inspecting the exhibit and building plans in their minds for more elaborate bathrooms and kitchen sinks in new houses to be erected.

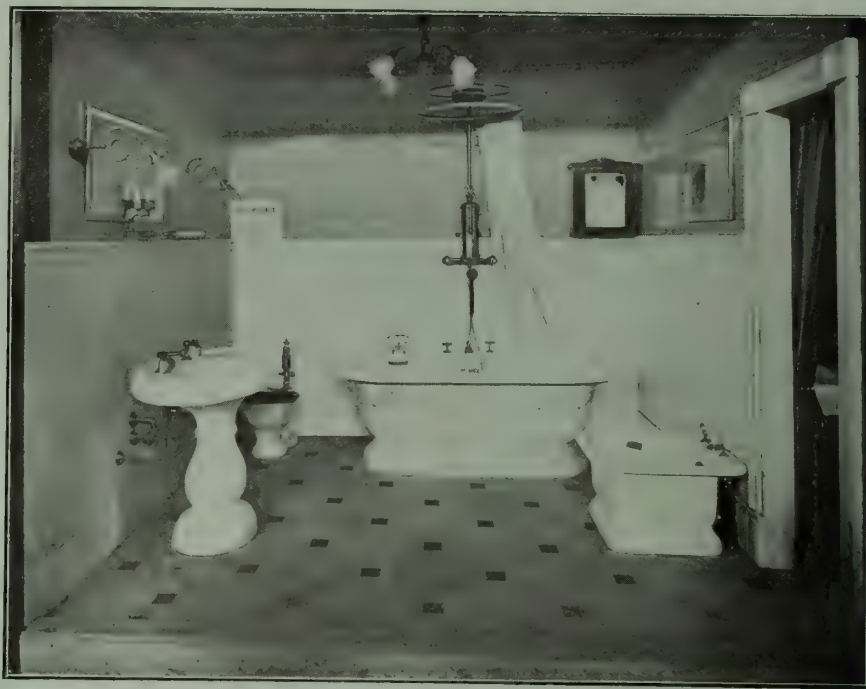
Three large marble lavatories, the work of the Robertson marble yard in Toronto, were in the forefront and excited much surprise amongst visitors who were not aware of the wide scope of work undertaken by the company. The quality of the work, too, attracted the attention of many architects and plumbers from out of town, while many well-to-do people stopped to inspect the lavatories.

The bath probably attracted as much attention as any other lines, a "Gladstone" and a "Yale" being fitted up for display. Beside them was an up-to-the-minute sitz bath, with bell-supply, liver spray and bidet supply, the latter feature attracting much attention. This fixture, so prominently shown, was calculated to cause much inquiry, and readers who failed to visit the Fair should ask the Robertson travelers for information or write to headquarters for catalogues or circulars.

Half a dozen pedestal basins and three samples of Naturo Acme, or Fleur-de-lis closets rounded off the general display of

bathroom fixtures. There was also, however, a large Standard Ideal one-piece sink, with a sunken drain board, the latest thing in its line, and it was greatly

bath, with bell supply, completed the fixtures. A wall cabinet and a complete set of the latest in towel racks, glass and brush holders, etc., completed what every



TORONTO INDUSTRIAL EXHIBITION—Jas. Robertson Co.'s Marble Bathroom.

admired by every housewife who saw the display.

Adjoining the general exhibit was the model bathroom, with marble floor and walls, and fitted up with a solid base "Premier" bath, with shower and mixing attachment. A Naturo closet connected with a flushometer, a beautiful pedestal porcelain lavatory, and a foot-

visitor agreed to be the best model of a modern bathroom yet shown at the Exhibition.

Taking up little space, and yet too important to be overlooked, were samples of the lead products of the company including lead pipe, traps, waste, solder, etc., all high-grade lines, backed by the guarantee of this old-time supply house.



TORONTO INDUSTRIAL EXHIBITION—James Robertson Co.'s Plumbing Exhibit.

HARDWARE AND METAL

MORRISON'S BRASS GOODS.

Probably the best display in Machinery Hall, and certainly one of the finest exhibits at the Toronto Exhibition, was that made by the James Morrison Brass

ing the decorations were also part of the exhibit. The display was divided into four sections—lighting goods, plumbing goods, brass goods and engineers' supplies.

electric light, from the simplest to the most ornate designs. One dull brass grand piano lamp for electric light stood on a pedestal six feet high, which itself was lighted by tiny lamps, the shade and openings being filled with dark green glass, casting a soft color around. Then there was a table fountain and fern pot, which was lighted, the lamps being almost invisible. A Sherring stand folding lamp is distinctly new, and a hanging lamp of old-fashioned design, with candle sconces was a novel feature.

In plumbing lines, besides the usual enamelware goods, were some distinct novelties. The folding urinal is one of these. Made of aluminum it may be attached to office walls, and will prove a great convenience. The "Natuero" low-down closet combinations attracted much attention; and the "Astoria" outfits, which possess strong flushing properties, were centres of interest. The woodwork on these outfits is mahogany. The Nethery flush valve is a splendid product, and so is the Humphrey Instantaneous Bath Water Heater, an invention lately put on the market.

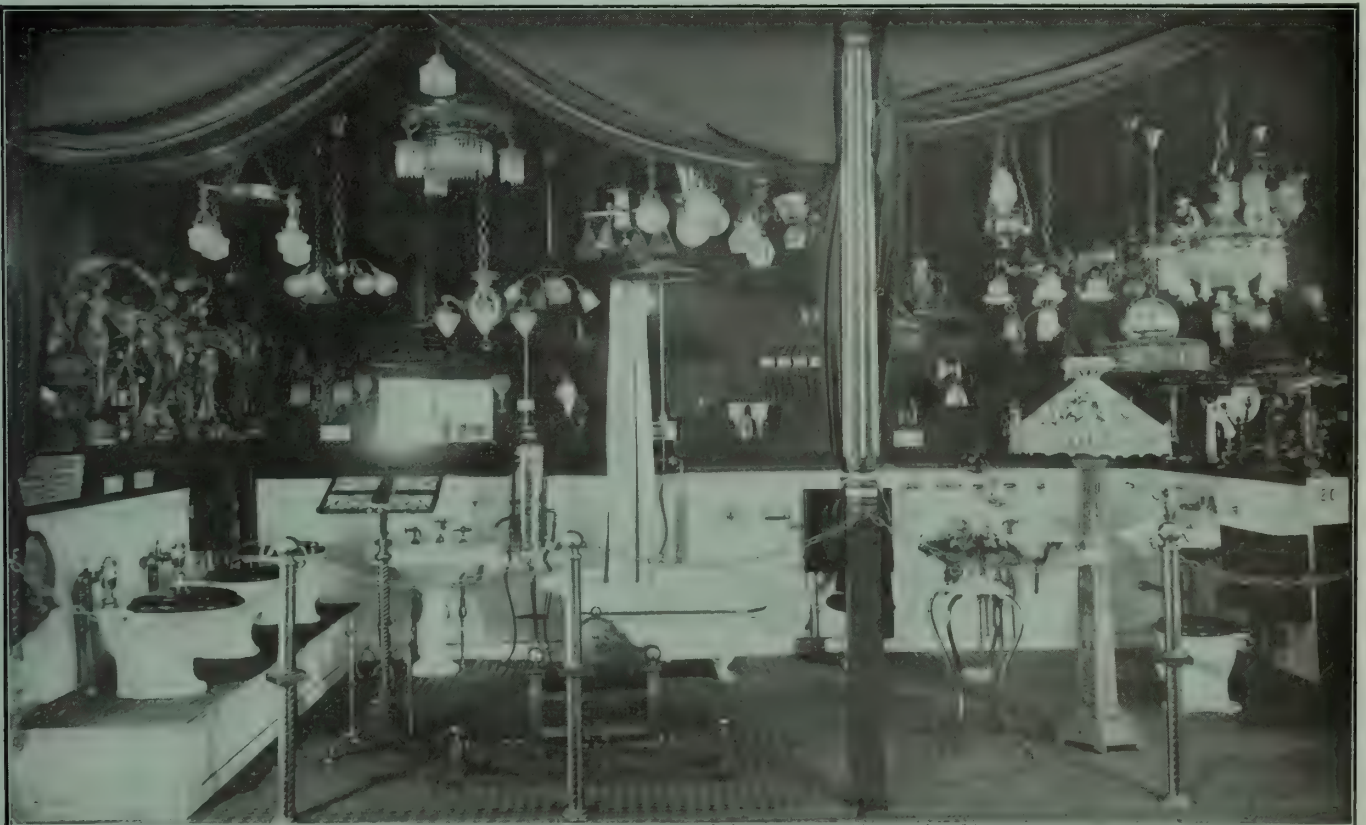
A splendid piece of work in the shape of a lectern draws attention to the brass goods by this company. The chains and fancy railings closing in the exhibit are also the products of the concern, and these speak for themselves. In fact all the brass work shown in connection with the lamps and engineers' supplies, was made by the company. The designs were of infinite variety, some of them showing very delicate tracings.



TORONTO INDUSTRIAL EXHIBITION — Morrison's Brass Goods Exhibit.

Mfg. Co. Not only were the goods displayed made by the company, but the railing, chains and fixtures used in help-

Among the lighting goods, all of which made a brilliant show, were many table, hanging and wall lamps for oil, gas and



TORONTO INDUSTRIAL EXHIBITION—James Morrison Co.'s Plumbing Exhibit.

MOFFAT'S STEEL RANGES.

One of the first points of interest on entering the Exhibition grounds is the stove section of the Process building, and the first display to strike the eye here is the handsome line of ranges, stoves and heaters made by the Moffat Stove Co., Weston, Ont., just inside the main entrance to the building. Occupying the same important position for several years past, the hardwaremen who visit the Fair know where to find the Moffat brothers and their salesman and it is, therefore, always a popular meeting place for men in the trade. Representatives of the firm are always on hand to welcome visitors and supply information, and they are kept busy for the whole two weeks of the fair.

With most of the leading Canadian makes of stoves and ranges shown in the stove building, the Moffat Company challenge comparison and invite the hardwaremen to size up the other makes and then come and see the "Canada B" and its brothers and sisters of the "National" family made at the Moffat foundry. As stove specialists, confining their efforts entirely to stoves and heaters, the Moffat Company stand in a class by themselves, and it is not surprising, therefore, that what they originate is often copied or appropriated by competitors. "Imitation is the sincerest form of flattery," and judged by this maxim the Moffat Company have every reason to feel proud of their foundry's products.

The "Canada B," the steel top of which was exclusively introduced by the Moffats two years ago, continues to be the leader in the steel range class. With its all steel high closet with drop door, large square deep oven, extra heavy grates and bricks, with brick-lined firepot, with nickel work and ornamentation specially adapted for cleaning, with easily removed medallions and hidden bolt heads, with a liftable front cover frame, removable grate supports, roomy ash pan, sliding oven shelves, towel rail, tea pot stands, adjustable fire box bottom for burning wood, copper tank reservoir close to the fire, etc., the "Canada B" undoubtedly merits what is claimed for it, "the most simple, original, heaviest and best constructed steel range on the market."

A new high-class and yet low-priced line being introduced this year is the "Nelson" steel range, made in all sizes, with 14 and 18-inch ovens. It is fitted with duplex grates and heavy fire linings. It is heavily cast, with body and hinges of steel, with a heavy key plate top, which is guaranteed to be unbreakable and unable to warp. The bottoms of the aerated ovens are trussed so that they cannot warp and the extension fire end makes it possible to burn wood as long as 22 inches. The body sits on short legs and a high closet can be fitted on without trouble. The "Nelson" line has features which, in addition to the reasonable price at which it is sold, commend it to the trade as likely to be one of the popular sellers of the coming year.

The "Welcome" and "Classic" cast ranges, two leaders well known to the stove trade, were also exhibited and won many new friends among those interested in this class, while also on display was the "King" National base burner, an extra high-class heater with hot blast fire pots in two sections, giving double the direct bottom radiation of other lines, thus making it a strong floor heater.

TORONTO INDUSTRIAL EXHIBITION—Moffat Stove Co.'s Exhibit of National Stoves





TORONTO INDUSTRIAL EXHIBITION—Burrow, Stewart & Milne's Display of Jewel Stoves and Ranges.

JEWEL STOVES AND RANGES.

A new exhibit that attracted a great deal of attention in the Stove Building was made by the Burrow, Stewart & Milne Company, Hamilton, whose Toronto representatives are the Batty Stove & Hardware Company. Located down one of the main aisles near the centre of the building, their exhibit was a centre of interest for both women visitors and stove merchants, the decoration of the gas stoves attracting the attention of every passer-by and winning innumerable compliments for the exhibitors.

The display, as will be seen by the illustration, was a large one, and well filled with the products of the company's foundry. The gas ranges, stoves and heaters will be seen on the right, the firm's display of these being considered by many the best of its kind ever made at the Exhibition, including beautiful nickel and gilded gas "Hamilton Jewel" stoves, ranges with hood and water heaters, gas heaters, water heaters, etc., all fitted with the company's latest invention in the line of burners and air mixers, and suited for both natural and manufactured gas.

"Hamilton Jewel" gas ranges, since their introduction on the market, have enjoyed a heavy and increasing sale, their popularity being due to the merit of the special burners used. The cap, or upper portion, is made in one piece and rests on the bowl of the tube, the centre of the cap extending downward into the centre of the bowl. The parts of the cap and bowl which come together are surface ground on a special machine, making the joint absolutely air tight. The double burner is made with the outer ring in a one-piece cored casting, the centre part being a regular single burner, and as each part is controlled by separate valves, each can be used separately. The Jewel needle valve regulates and mixes the air efficiently and cannot be turned on accidentally.

For sale to city customers, the "Electric Jewel" steel range, is a particularly good seller, it being handsome, substantial and moderate in price. The body is made of asbestos lined planished sheet steel, the oven being made of one piece and thoroughly ventilated. In the country districts the "Royal Jewel" steel range is an equally popular line, its ornamentation being both neat and attractive, and its construction specially adapted for giving the greatest measure of satisfaction.

In cast ranges the "Dominion Jewel" is in the front rank, both for appearance, design, construction and value as a cooking apparatus. The drop hearth plate and extra large ash pan are points worth mentioning. Along with it the "Grand Jewel" finds favor in the country districts, its new combination fire box being a feature of its construction.

A full line of hot blasts and wood heaters is manufactured by the company, full descriptions of which are given in their catalogue No. 65, a copy of which will be sent to any dealer on request.

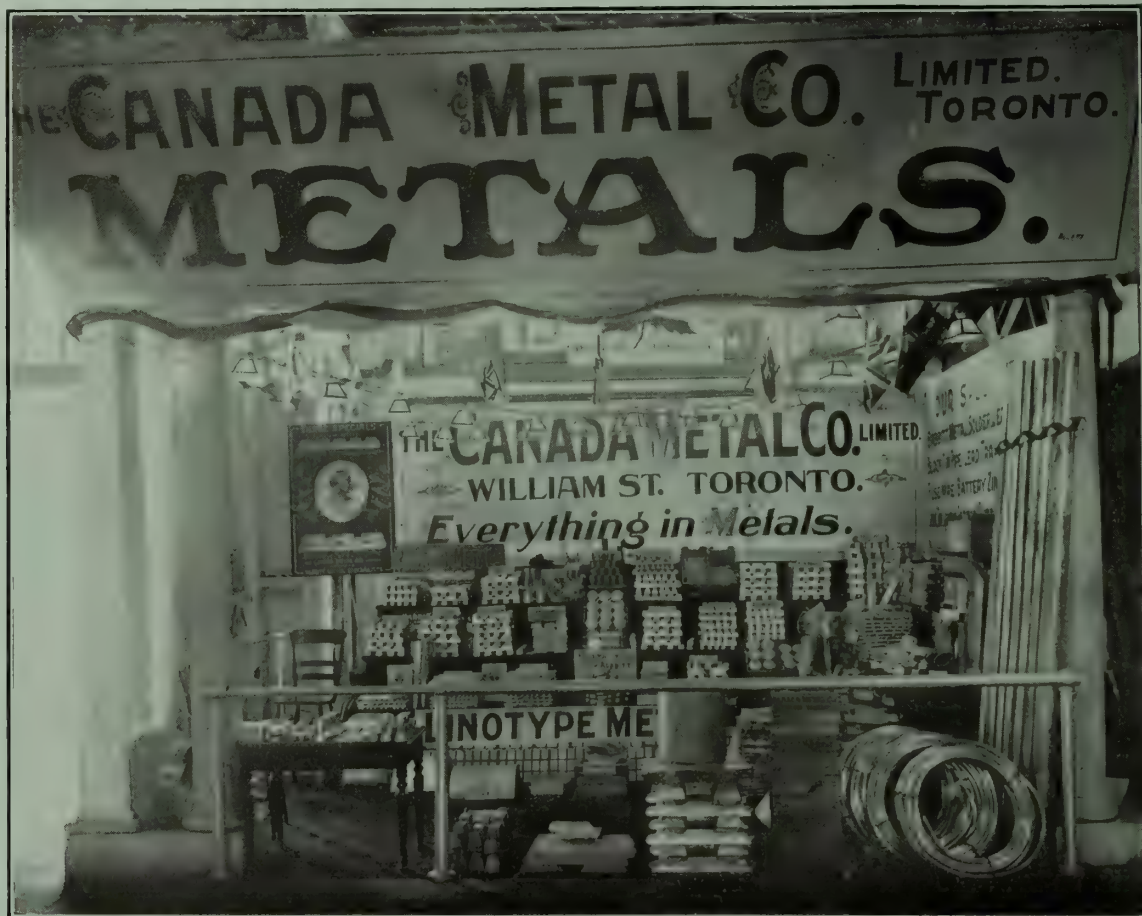
CANADA METAL COMPANY.

Right at the main entrance to Machinery Hall was the very striking exhibit of the Canada Metal Company, William Street, Toronto. The display comprised all manner of ingot and manufactured metals, the mere mention of which would take in everything in the metal class. There were babbit metal, solder, lead pipe, black tin pipe, lead traps and bends, fuse wire, battery zines, ingot copper, lead, tin, spelter, antimony, aluminum and all other metal lines handled by hardwaremen and plumbers. These metals were attractively grouped in squares, pyramids, and other shapes, the work being done by Mike Matthews,

else in the metal line a plumber or anybody else wants and the Canada Metal Company is unable to supply, Mr. Harris would like to know what it is, and he will see that it is obtained.

Lead washers and various grades of solder for tinsmiths are carried in stock, and builders may obtain lead sash weights from the same company. For glaziers there is wire solder, cam lead; metal bar in zinc, brass, copper and silver, as well as ornaments for corners. For the brass foundry the company handles phosphor, tin and bronze, zinc spelter, pig lead, antimony and ingot copper and tin. For rolling purposes there is Britannia metal, coffin plate

at a moderate price, and the metal itself may be relied on. Like all the products of this concern this metal is guaranteed. Then there is the Imperial Genuine, for heavy and high duty engine work. There is no work too hard for it to do. The special grades of metal for newspaper work speak for themselves, when it is known that practically every paper in Ontario west of Toronto, using type-setting machines of any kind, take the Canada Metal Company's product. One of these special grades is the Combination Newspaper Metal, which may be used either in linotype machine and stereotype pot. It shows results in a perfect plate and slug. The metal for



TORONTO INDUSTRIAL EXHIBITION—Canada Metal Company's Exhibit.

the Western representative of the company, who, with General Manager W. G. Harris, had charge of the exhibit.

A glance at the accompanying illustration will show how such ordinary things as metals can be prettily set out. One of the special lines manufactured for plumbers' use and shown in the exhibit is the non-syphon centrifugal cast trap. This article was the centre of much interest. It has a perfect seal, will not syphon and washes out perfectly. Other plumbers' lines carried by the company are lead pipe, lead waste, hydraulic drawn traps, strictly bar, star extra wiping and acme wiping solder, brass ferrules, tinned, iron and lead combination ferrule bends or spun end test, and sheet lead. If there is anything

metal, pure sheet block tin, and sheet lead in special sizes.

Besides these lines the Canada Metal Company manufactures metal for machinists, canners, electricians, newspapers, printers, fishermen, etc., and, in addition to doing galvanizing and tinning, makes brass, bronze, copper, aluminum and lead castings from patterns. There are other lines of work done by the company not enumerated here, and it is no exaggeration for the members of the company to say that the Canada Metal Company may well lay claim to being "the largest exclusive metal men in Canada."

As to babbit metal, there is the Harris heavy pressure bearing metal, which is a very popular hardware babbit, and is best for all machine bearings. It sells

linotypes alone is known from coast to coast, and nearly every big newspaper in Canada uses it.

The company is content to rest its claims upon the results achieved by its products, and if repeat orders are any criterion, then the Canada Metal Company has made a success, for the goods "bring" and "keep" customers. Repeat orders are the proof, and repeat orders are what pay.

W. G. Harris, the general manager of the company, who has lately returned from a visit to the Old Country, was congratulated on all sides for the very excellent display, and he and Mr. Harris, jr., were kept busy answering questions and describing the uses of the various metals exhibited.

GURNEY'S FINE EXHIBIT.

There is always something doing in the northwest corner of the stove building, where the Gurney Foundry Co., Toronto, have, since the erection of the building, had their exhibit. Stalls for the better displaying of several of their lines were erected and with the colored electric lights and floral decorations, the general display was very attractive.

Gurney's masterpiece, the Oxford O. K., steel range received so many favorable comments that the sales for it are assured. Built of cold rolled steel, dead blue color, and a polished gun metal top that requires no blacking, this range is the most handsome line known to the stove trade. A double partitioned oven-door and heavily lined asbestos body makes the oven a wonder in quickness.

The Oxford Chancellor is too well known to the stove trade to require any comment and the best testimony of its effectiveness is the large sale the firm have had for it. A new steel range line, the Canadian Oxford, built of blued steel with the divided flue, and Gurney's reversible grate that burns the coal to a white ash, is a lower priced range than the Chancellor and is sure to win many friends for it.

A natty, useful, well-built stove gotten out by this firm is called the Golden Nugget. It is a steel cook that will work just as well as a high-priced range, and has the new grate that draws out through the front door. No shipping breaks are possible, as this stove is all of pressed steel. They come in two sizes of ovens with or without reservoir, and as the price is right, it is just what the trade have been looking for.

Gurney's new Imperial Oxford, 100 series, has made so many friends for itself since it has been in the market that there are very few indeed who do not know of its value, and judging from the comments of visitors in passing the display the popularity of this line is not yet at its highest. The nicety to which it is proportioned catches the eye, but

the results from the oven are still more lasting.

The Oxford Art Laurel is certainly a work of art. It is making its initial appearance to the trade, and certainly merits attention. A handsome, finely-nickelled base-burner, it has a flue construction that cannot be surpassed for

Gas ranges, both artificial and natural, were on exhibition, and the familiar lines of the Oxford Economy, and Oxford "B" series drew forth many an exclamation of praise from housewives, who had one like them in their kitchens.

Gurney's John Bull Hotel range is familiar to everyone who has need of a



TORONTO INDUSTRIAL EXHIBITION —Gurney Foundry Co.'s Special Display Booths.

power in getting heat where it is most effective.

The Oak lines were not forgotten, and especially one, the Oxford Mojogram, is worthy of mention. It is a highly finished product in which the value of seeing the fire has been provided for by large mica doors. It is right up to the minute, having a duplex grate, powerful double heater, smoke-burning ring, and feeder, if desired. This Oak can be recommended as an extra powerful heater, and pleasing to the eye. Nearly every possible kind of a heater was shown here and great interest was taken in them by the trade.

heavy duty range. There is no line of hotel goods made that give as large an assortment of styles and sizes. Urns for all purposes, steam tables, bake ovens, clothes dryers, and cooking utensils formed an attractive array for the hotel or restaurant man.

"Made in 1845," an old-style heater, was viewed with interest by all, and many a pleasant smile spread over features, wrinkled with age, as they saw once more the familiar style of their younger days. Dating so far back as 1845, the Gurney Company have certainly earned the title of "stove builders."



TORONTO INDUSTRIAL EXHIBITION—Gurney Foundry Co.'s Stove Exhibit.

"BEAVER BRAND" ENAMELWARE

An exhibit of useful goods which might be put in the artistic class, was the display in the Process Building made by A. J. Jackson, representing the "Beaver Brand" of cast iron enameledware, manufactured by the Amherst Foundry Company, Amherst, N.S. The display includes baths, sinks, drain boards, laundry tubs, lavatories, closets, etc., and these articles were so arranged that a person might examine every one of them. Interspersed are a number of palms, which add an air of attractiveness to the exhibit, and, above all, is the "Beaver" trade-mark. The accompanying photogravure gives a clearer idea of

showing larger roll rims running up to 3 inches.

Another particularly striking sample of enamelware is the two-part enameled laundry tub. This tub has caused more inquiries than perhaps all the other articles in the exhibit. It is a cast iron white enameled laundry tub in two sections. The back is in one piece and separate. A wringer attachment will prove popular with buyers. This tub is made also in three sections.

A new pattern roll-rim sink is an interesting feature of the exhibit. A great many of these have been sold during the past year, and not one has been returned for any cause, nor has a single complaint been received regarding them. There is a good display of flat-rim sinks in all the standard sizes.

some very satisfactory orders having recently been filled, one of them being quite an advertisement for his goods, when twelve wagon loads of enamelware paraded the main streets of Toronto on their way to the railway freight sheds.

Not shown in the engraving, but still one of the chief features of the exhibit, were the laundry tubs, a row of which were set up along the right-hand side of the exhibit just inside the entrance. Nowadays laundry tubs are recognized necessities in the average house, and the enameled tub is more satisfactory and more sanitary than cement. With a board clamped on to which a wringer can be attached they are as perfect as they can be made for use, and the "Beaver" tubs certainly left a decidedly favorable impression on visitors to the Fair. They are made in the standard sizes, and for



TORONTO INDUSTRIAL EXHIBITION—A. J. Jackson's display of Beaver Brand Enamelware.

the arrangement than could possibly be written.

For "Beaver Brand" enamelware it is claimed that it is excelled by none, and is the best ware made for color, durability and attractiveness, the beaver trade-mark being the highest guarantee for quality. Some of the goods have features of special importance, notably a narrow rim bath tub, with a roll of only 1½ inches. This bath has proven to be a great seller to replace the old style boxed-in zinc baths. Other white porcelain enameled baths are displayed,

Lavatories and basins of all kinds are shown in profusion, both for side walls and corners, and with all styles and sizes of rims. Some have both aprons and high backs. There are also some enameled sectional lavatories for use in hotels and public places, all of them neat and some of them quite elaborate.

Of the business conducted by Mr. Jackson it is safe to say there has been an increase of one hundred per cent. during the past year, and the business is still growing. Mr. Jackson has control of the selling territory in Toronto and throughout Ontario, and is more than pleased with the business being done,

quality of material and general utility they are in the front rank.

Seated in the bath tub in the foreground are two pair of twins, of whom Mr. Jackson is the happy father. As he says, one more will make "a full house," and with a growing family and a growing business he ought to be well satisfied with things generally.

A catalogue descriptive of enameledware handled by Mr. Jackson was distributed at the exhibit, and may be had from his office 178-180 Victoria Street, Toronto. All the goods sent out by him for shipment in less than carlots are carefully boxed and crated.

GILLETT'S LYE.

As will be seen by the accompanying reproduction of a photo of E. W. Gillett Company's booth in the Manufacturers' Building at Toronto Exhibition, the display made of Gillett's Lye and the other products of this company's factory was very attractive. Judging by comments heard this exhibit was the one to which the majority of visitors would have awarded the palm. There was no superfluous decoration, everything being an advertisement for Gillett's Lye and the other goods, and this was made doubly effective by being well displayed and the booth brilliantly illuminated.

vertising men in the employ of the company. That other well-known magician, Mr. J. F. Holden, the company's Western Ontario representative, was, as usual, in charge of the booth.

The company's business is increasing very rapidly, and, notwithstanding the \$20,000 addition to their factory, which was completed last spring, they are yet unable to turn out goods fast enough to fill the demand. The factory contains their own plants for the manufacture of cans, paper boxes and other packages used.

During the time of the Fair the factory was beautifully decorated with

show. If hardware merchants and their clerks were to take sufficient interest to become posted as to the immense value Gillett's Lye is to the average family, and particularly to farmers, they would have no difficulty in doubling and trebling their sales.

The following are a few of the many things the article is useful for:

- For family soap making.
- For washing dishes.
- For softening water.
- For disinfecting sinks, closets, drains
- For cleaning and sweetening milk cans, pans and cheese utensils.
- For photographers' and machinists'



TORONTO INDUSTRIAL EXHIBITION—E. W. Gillett Co., Ltd., Exhibit.

The color scheme was rich and harmoniously carried out, and everything bright and attractive. It will be noted a large gilded lion surmounted the centre of projecting stand, while handsome banners were used showing Canada's emblems, "The Beaver and the Maple Leaf." The display of the company's products was neatly arranged. In the centre of the booth was the pivotal attraction, "The Hindoo Magician," whose magic wand instantly transformed a package of Magic Baking Powder into an appetizing biscuit. The query, "How does he do the trick?" was echoed by every observer. This Hindoo gentleman is one of the best ad-

flags and bunting, and these, with the illuminated sign, proved a great attraction to visitors. Scarcely anyone passed the corner, particularly in the evening, without stopping to look at the fine factory.

Gillett's Lye is now handled extensively by concerns in the hardware business, and large quantities are sold every spring, to fruit growers to be used as a spray. A solution made with this article and used at the proper time, early in the spring, will save fruit growers an immense amount of trouble and insure a heavy crop of fruit. The proper time to use this solution or wash on fruit trees is before the buds begin to

uses, also by foundrymen, bolt and nut makers.

For engineers as a boiler cleaner and anti-incrustator.

For brewers and bottlers for washing barrels, bottles, etc.

For painters to remove old paint.

For washing trees, etc.

For use instead of washing soda.

For killing mice, rats, roaches and other vermin.

For house-cleaning, scrubbing, cleaning cuspidors, bath tubs, tile floors, etc.

Used extensively for scrubbing floors of theatres, churches, street and railway cars, floors in hotels, decks of steamboats, etc.

DOMINION AMMUNITION.

The Dominion Cartridge Co., Montreal, had an exhibit in the Process Building which interested a large number of hardwaremen and users of ammunition, the display being in charge of E. H. Johannot, traveling representative of the company.

On tables in the front of the display, samples of the various sizes and styles of cartridges and ammunition were shown, behind these being piles of packages neatly arranged. On either side were immense forms of cartridges and shells, while in the background was a moving lifelike representation of a Hindoo magician, who, under a handkerchief,

ference in color enables the dealer to tell at a glance whether the cartridges are black or smokeless. There is also a label on both cases for the convenience of dealers, the labels being very explicit in telling whether the contents are black or smokeless powder, soft or hard point, high velocity or low pressure, besides giving the names of all the makes of arms which the cartridges will perfectly magazine in.

The company's business has doubled several times over during the past few years, and they have built a large new factory at an expense of over half a million dollars, it being equipped with the latest improved automatic machinery.

ture of ammunition. A chemical analysis is made of all brass and copper used, and they draw, anneal and reduce their own brass or copper for shells, cartridges, tools and primers. They also mix their own fulminate, make their bullets and manufacture the paper tubes for shot shells, besides making their own wadding.

In Dominion shot shells the paper is the toughest and best the company can secure, being properly gauged, sized and absolutely waterproof, the bends are bright and flat, as well as being nicely finished. The company use the best felt, and all wool wads. They load with the Hamilton Powder Company's best black



[[TORONTO INDUSTRIAL EXHIBITION—Dominion Cartridge Co.'s Display of Ammunition.

transforms a cartridge into an empty shell in true walnut shell and pea style. On the wall at the back of the display was an attractive sign, the name of the company very neatly brought out with the letters formed out of cartridges.

The company makes it a point to help retailers sell their goods. In the first place, they advertise their goods very extensively in all the leading magazines and papers. Then they have adopted an improved style of packing their goods, very attractive boxes now being used. The boxes are doubly strong, dark green in color, with the labels dark red, with white lettering for all black powder cartridges, while for smokeless cartridges gray lettering is used. This dif-

They have a staff of experts in the various departments, and every bullet is carefully tested for velocity, penetration, target, etc., a chronograph being used to get the exact velocity and a pressure gun to get the tons pressure.

The company's connection with Nobel's Explosive Co., the largest manufacturers of explosives in the world, enables them to acquire valuable information from the trained Nobel experts. The two companies are constantly exchanging samples, while ideas are also being picked up by representatives of the company in touch with the shooting business in the United States.

In their factory they make everything except the powder used in the manufac-

powder, and use both black and smokeless. Much care is exercised in the manufacture of bullets, and they have perfected a new soft nose bullet which will mushroom perfectly. Special attention is drawn to their new improved primers, packed in explosive proof boxes of 100, also to their metal boxes of 250.

The company has not left a stone unturned, nor spared time or money in making Dominion ammunition the best. As they say, it is always the same, sure-fire and dependable, and they ask visitors to their exhibit to shoot and be convinced. Catalogues and descriptive matter will be sent on request to any hardware merchant addressing the company's office at Montreal.

MARTIN-SENOUR'S PURE PAINTS.

Hardwaremen who visited the Exhibition extended a cordial reception to the Martin-Senour Company, Montreal, who exhibited this year in the Process Building the first time. Being the only paint exhibit on the ground, they were made a headquarters by many, and the large staff present made it a special point to make pleasant the stay of all visitors.

B. C. Hazlett, advertising and sales manager of the parent company at Chicago, spent considerable time at the display on his way to visit the Canadian factory at Montreal, and he was assisted by J. A. Naud, Canadian sales manager;

how to show retail buyers the advantage of buying a high-class paint even though it costs more than the ordinary article. The booklet is in reality a catechism regarding the manufacture and sale of paint, and it cannot help but instruct any hardware dealer who reads it.

Another folder descriptive of Senour's floor paint gives a history of how the Martin-Senour Company happened to undertake the manufacture of floor paints as a speciality and become the pioneer of this line as they are pioneers in the sale of 100 per cent. pure mixed paints. In 1880 the company was selling a lot of yellow mineral paint in cans,

how to make and they ask not to confound Martin-Senour paint with the cheaper brands, as they claim it to be as different as wool is to shoddy, and one gallon will go as far as two gallons of other paint. As they say: "Its purity makes it the most economical paint in use. It spreads furthest, covers best, looks best and wears longest.

The exhibit itself was very attractive, the booth being constructed of rustic poles, with rustic lawn furniture to match. On the walls were samples of the various large advertisement cards used with displays, and in one corner was a neat pyramid of shelves on which



TORONTO INDUSTRIAL EXHIBITION—Martin-Senour Co.'s Paint Display.

J. H. Conover, Western Ontario sales representative, and W. F. Fleming, Eastern Ontario sales representative.

One of the principal features of the display was a large variety of printed matter gotten up by the company to help dealers increase their sales of paints. It was certainly an up-to-date and catchy line, and well calculated to induce a retailer to sell the goods made by so enterprising a company.

One of these selling helps for the retailer is aimed to show customers how to successfully sell pure paint in competition with the adulterated article, and

and, on inquiry, found it made a suitable color for floors. They began experimenting, and, after several years, perfected their floor paint to such a high degree of excellence that it is now the standard in its line and known as such in all parts of North America. Imitated it is by competitors, but its merit is winning it an ever-increasing sale in the face of all competition.

The company authorizes their agents to guarantee The Martin-Senour paint to be 100 per cent. pure white lead, zinc and linseed and turpentine drier and nothing else. It is the best they know

were samples of the firm's products. These include a comprehensive line of specialties manufactured for various purposes, such as carriage paint, carriage top dressing, wagon and implement paint, red schoolhouse paint, flkrack, porch and deck paint, stove pipe enamel, radiator enamel, aluminum paint and gold paint, wood-lac, screen paint, ornamental paint, ornamental stain, white enamel, bath tub enamel, decorative enamel, bicycle enamel, piazza chair paint, French furniture polish, and floor wax.

AUTOMOBILE SKATES.

The exhibit illustrated above of the Canada Cycle & Motor Co., of West Toronto, was of particular interest to the skate trade by reason of the unique features embodied in automobile skates. The tops are made of aluminum alloy and the blades of nickel steel, two metals

coast, the keenness of the blades and the lightness in weight, together with the absolute guarantee of the manufacturers against breakage, appealing strongly to the players.

The company's catalogue of Automobile and cycle skates is now on the press and will be mailed on request.

being joined together with Norway iron rivets, driven to an air-tight joint. The "Joy" is made tight and always remains tight, because of its construction, the malleable angles and frames in the oven and throughout the flues preventing buckling and opening of the joints, with the consequent loss of heat. There is



TORONTO INDUSTRIAL EXHIBITION—Canada Cycle & Motor Co.'s Skate Display.

used with great success in high-grade automobile construction where strength and lightness are essential features. In the manufacture of skates the effect is to give great strength, and, at the same time reduce the weight several ounces

MALLEABLE AND STEEL RANGES.

The Joy Manufacturing Company, Toronto, had an interesting exhibit in the Stove Building, where the company displayed their steel and malleable ranges, taken from the regular manufactured

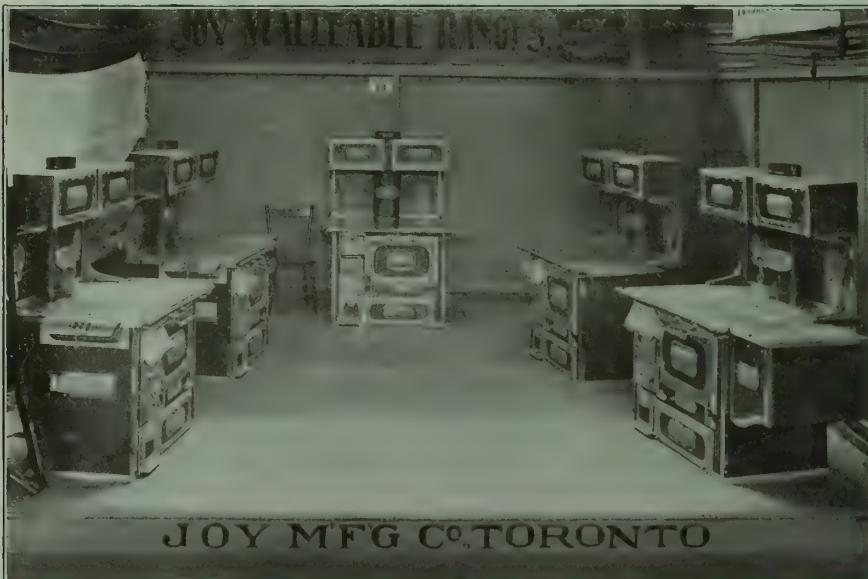
no loss of heat in the Joy range, and one-third the usual quantity of fuel is saved in consequence.

The entire top, door, door frames, dampers, etc., are made of finest quality malleable iron, unbreakable from fire, accident, use or abuse, and the ranges have been sent as far as the Coast with no other crating than ordinary wrapping paper without a crack. In fact, no complaints regarding breakage have ever been received by the manufacturers. It is possible to overturn a kettle of water on a hot Joy range without cracking.

The ranges are made with full-polished tops, which require no blacking. The first time they are heated the top turns a gun-metal blue, and it is only necessary to wipe it off with a damp or oily cloth to revive the original polish.

The business of the company is rapidly increasing, the West alone doubling its orders last year. They carry a stock in Winnipeg to supply wants west of the lakes, and it is intended to carry a stock in Calgary this fall, so great a hold has the Joy in Alberta.

The Joy has a removeable waterfront and reservoir; a high closet deep enough to admit two dishes, the drop doors form shelves capable of sustaining a man's weight. It has a pouch feed, sliding, removeable top plates, low warming oven, a deep, narrow firebox, without any projections, and a set of reversible interlocking duplex grates. The Joy is sold by reputable stove dealers in all parts of Canada.



TORONTO INDUSTRIAL EXHIBITION—Display of Joy Malleable Ranges.

below that of any other hockey or pleasure skate made.

T. B. McCarthy, in charge of the exhibit, stated that these skates had been used with the greatest satisfaction by leading hockey teams from coast to

stock. Two principal sizes are shown; one having an oven 18 by 21 inches, and the other, an oven 20 by 23 inches. Unlike ordinary ranges they are made of malleable iron and steel, lined with asbestos, the iron frames and steel plates

BERLIN WOODENWARE.

In the western arcade, leading from the Stove to the Process Building, was the exhibit of the Berlin Woodenware Co., which attracted much attention. There were shown the Berlin steel wire double truss extension ladders, useful for all kinds of work. These ladders are made of Norway and Georgia pine, the rungs being of white ash, rock elm or white oak. Each side rail contains a steel wire which takes the strain off the side rails and prevents swaying, thus making a strong, durable and light ladder. This extension ladder is easily operated by means of a rope and pulley, and commends itself at once to any interested person.

D. B. Betzner, manager of the company, is in charge of the exhibit, and during the time the Exhibition buildings were open he was busy answering questions about his display of useful and simply-operated extension ladders.

Other wooden articles displayed include a folding lawn settee, made in two sizes. The settee is neat in appearance, may be painted any color, and is suitable for verandah or lawn use. A dustless coal ash sifter, the whirlpool washer, the Perfection Clothes Reel, which may be folded when not in use, and an oak wood fork, were also exhibited.

Descriptive reading matter and price lists will be sent to any hardware dealer in Canada on request. The Berlin lines



TORONTO INDUSTRIAL EXHIBITION—Berlin Woodenware Co.'s Display.



TORONTO INDUSTRIAL EXHIBITION—Display of Aylmer Pumps and Scales.

are all good sellers and it will pay any hardwareman to look further into the proposition the company has to offer.

AYLMER PUMPS AND SCALES.

The Aylmer Pump & Scale Company, Limited, Aylmer, Ont., who recently took over the business of the old Aylmer Iron Company, had an exhibit in the Process Building which was always crowded, one of the attractions being the weighing of visitors on one of the company's fine platform scales, each one weighed being given a souvenir disc on which their weight was marked.

The new company is arranging to enlarge the plant at Aylmer in order to increase their capacity, the demand for their goods having increased very materially since taking the business over.

The exhibit was an attractive display of the company's full line of well and cistern force and lift pumps for hand and windmill use and a glance at the accompanying illustration will show readers of Hardware and Metal that the line is complete. Being made in Canada with supplies or parts readily procurable, the Aylmer pumps ought to be a popular line for hardwaremen to handle and dealers who did not visit the Exhibition and examine the display should write to the company for catalogues, lists and discounts.

Equally interesting to hardwaremen is the full line of truck, wagon and platform scales made by the company, samples of which were included in the display.

Barn Roofing

The very neat and attractive Model Barn erected on the Toronto Exhibition grounds attracted universal attention, particularly as it is Fire, Lightning, Rust and Storm Proof.

Many leading farmers have expressed their intention of placing orders for "Metallic"



TORONTO INDUSTRIAL EXHIBITION—METALLIC ROOFING CO.'S MODEL BARN

Roofing, Siding and Ceiling therefore the Hardware and Tinsmithing trade should in their own interests vigorously push the sale of this reliable material.

This is the only company in this line of business who for 25 years has always protected "the trade."

The Metallic Roofing Company,

MANUFACTURERS

Metallic Ceilings

WE HAVE hundreds of artistic designs made from the finest quality of soft steel by skilled mechanics who are experts at the business and who never produce an inferior article. All **our** ceilings are coated with **white zinc enamel**. No cheap trash made by us, but we can supply you with reliable, perfect fitting, easily erected, artistic, and exceedingly durable Metallic Ceilings, that will give enduring satisfaction, at prices that are no higher than inferior imitations.

COPY OF TESTIMONIAL

The METALLIC ROOFING CO. OF
CANADA, Limited, TORONTO

Lucknow, Ont., April 9th, 1908

Dear Sirs:—"I take great pleasure in testifying to the good qualities of your "Eastlake" Shingles. We put your painted shingles on our Town Hall here in 1885, 23 years ago, and although they have only been painted twice since that time they are in good condition yet. I consider the lock on the "Eastlake" the very best, and believe that a roof covered with the galvanized "Eastlake" will last forever.

(Signed) THOS. LAWRENCE,
Hardware Merchant.

COPY OF TESTIMONIAL

The METALLIC ROOFING CO. OF
CANADA, Limited, TORONTO

Hamilton, Ont., April 11th, 1908.

Dear Sirs:—"I was the first person here to use your Metallic Shingles some 25 years ago. They have always given the best of satisfaction, they are very easily put on, and I can cheerfully recommend them to anyone who may require a durable roof. I have used large quantities during the past 25 years.

(Signed) JOHN E. RIDDELL,
Roofing Contractor.

COPY OF TESTIMONIAL

The METALLIC ROOFING CO. OF
CANADA, Limited, TORONTO

Simcoe, Ont., April 9th, 1908

Dear Sirs:—"We have handled your "Eastlake" Shingles for nearly a quarter of a century. They have been on the Court House, Free Library, and other public buildings in this town for 18 years. We have used very large quantities during the past 25 years, and they have always given first class satisfaction, and have never required any repairs."

(Signed) MADDEN BROS.
Tinsmiths & Hardware Merchants.

We shall be pleased to quote you prices and submit designs and samples free of charge. Telephone Park 800.

Limited, Toronto and Winnipeg
and EXPORTERS

KEMP'S NEW DISPLAY ROOM.

The Kemp Manufacturing Company, Toronto, did not make any display at the Exhibition this year, but at their factory and warerooms at Gerrard and River Streets, they opened to Exhibition visitors their magnificent new display room, occupying the entire second floor above the business and private offices of the company. Here a display of the firm's products was made, which could hardly be excelled, and certainly far more elaborate than any that could have been made on the Fair Grounds.

The feature of the display which first attracts attention, is the construction of the display stands. Wood is entirely done away and iron pipe and wire substituted. This construction is original,

sides this, there are tables for miscellaneous goods at the end of the room, and shelving along the walls for large articles unsuitable for display on stands. Windows on two sides give plenty of light and show up to splendid advantage the nicked and enameled ware.

Diamond enameled ware is shown on stands one and two, a full line of about 290 pieces being shown, including some of the latest styles made from recent dyes. The popularity of "Diamond" ware is widespread, the quality being the highest, and the form of the various articles catchy from both an artistic and utility point of view.

Next in order were "Monarch," "White" and "Pearl" wares, a complete assortment of the different articles

and shelving, factory and delivery milk cans, creamery cans, clothes boilers, infants' baths, sponge baths, toilet sets, slop jars, coal scuttles, garbage and ash cans, galvanized wash tubs, fire pails, ash sifters, stove pipe, elbows and thimbles, oil stoves, kitchen sinks, flour, bread and cake boxes, stove boards, water filters and other bulky goods, were displayed in an artistic manner.

The Kemp Company has an extensive trade in dairy and creamery supplies, and the wide line of this class of goods shown indicates that they are capable of handling any trade offering in this branch of the tinsmithing trade. Probably their leader is their roll rim milk can bottoms, which while costing no more than inferior bottoms, are much stronger



Kemp Manufacturing Company's New Display Room Opened Last Week to Visitors to the Toronto Exhibition

although iron pipe and wooden trays have been used in displaying enamelware in the United States. Experience has shown, however, that wooden trays are not so satisfactory as the removable wire screens, which do not obstruct the light or gather dirt and dust. As will be seen four wire shelves rest on the pipe stands, which were made up by the company's steamfitter in his spare time.

The display stands are such as can be made up by any hardwareman who employs a steamfitter, and one would undoubtedly make a valuable addition to a retail store. The material, fittings and time, however, will run into from \$25 to \$35, but even at this it would be a profitable investment.

The room contains a battery of ten stands with two more to be added. Be-

being shown on the stands. These series are all popular with the trade as splendid sellers, while also favorably known to users for durability, combined with reasonableness in price.

On a stand further along the line were nickel-plated copperware and retinned stamped ware, some particularly attractive articles being shown here. Then plain stamped ware, pieced tinware and japanned ware occupied three more stands, with a table of miscellaneous goods, such as bread makers, food choppers, lamp burners, match safes, fruit presses and strainers, egg timers, can-openers, poker and lifters, lemon squeezers, mouse traps, lunch boxes, sprayers, sap spouts, towel racks, and similar goods.

Along the walls on elevated platforms

in construction, having no sharp turns and avoiding breaking the metal.

The sample room will be kept open for displaying the varied products of the Kemp factory to visitors, and the company extends a hearty invitation to all in the trade, particularly those who did not call on them during the Exhibition, to call on them the next time they visit Toronto. A visit to the Kemp factory and half an hour spent in the sample room is certain to suggest ideas to any dealer calculated to make it possible for him to increase his profits by enabling him to increase the sales of the profit-making sundries and kitchen goods made by the Kemp Company. The company also offer to supply one of their elaborate indexed 1908 catalogues to any dealer desiring a copy.

Canada's Great Eastern Exhibition

Sherbrooke's Fair, August 29 to September 5, a Decided Success—Exhibits of Interest to Hardware Merchants.

Sherbrooke's 24th annual Fair, from August 29 to September 5, was favored with splendid weather, and from every viewpoint scored a remarkable success. The directors and officers of Canada's Great Eastern Exhibition deserve credit for such a splendid Fair in a city the size of Sherbrooke, some 15,000 inhabitants. During one day of the Fair over 30,000 people went through the turnstile, and this gives some idea of the support the Eastern Townships gives this Exhibition.

The dairy and cattle showings were really of interest, and had many inquiring sightseers. The amusements pro-

and the number of "sold" signs decorating the various furnaces and ranges testified to the results accomplished. The illustration only gives a section of this booth and does not show the range of Hecla Warm Air Furnaces.

The literature distributed by this firm was particularly valuable. Hecla Warm Air Furnaces are minutely described and illustrated, and the range of Peninsular Oak Stoves is given attention in another booklet. The Peerless Ranges are described in a separate folder.

A sign stated that more Hecla Warm Air Furnaces are sold in the Eastern Townships than all other makes com-

numerous friends, and demonstrating the superior points of Clare Bros.' lines. Their advertising novelty, a yard stick, made a great hit.

CAEMENTIUM.

Caementium, occupying a prominent booth at the Fair, was one of the real centres of attraction. It may be that Caementium appealed to visitors on account of its newness and some praise is due J. Sherring, the capable representative of Dillons, Limited, Montreal, the sole Canadian agents. He was untiring in his efforts in explaining the uses of Caementium and distributing literature regarding the various products. The illustration speaks for the good appearance of the booth and it is safe to say Caementium products are now well-known to many in the Eastern Townships. This exhibit will materially aid the distribution through hardware stores in that territory.

Caementium retails with good profit to the dealer at 20c and 25c a tin. The general catch phrase, "Sticks everything



SHERBROOKE EXHIBITION—Clare Bros. & Co.'s Display.



SHERBROOKE EXHIBITION—Display of Caementium.

vided, in the form of vaudeville and trotting races, kept the big grandstand well filled, while the midway was always thronged.

Visiting merchants found much to interest and attract them in the various exhibits in the Main Building. Manufacturers and wholesalers go to a great deal of trouble and expense in fitting up their booths, and introducing their goods to visitors at the Fair. Every booth seemed busy, and the literature and samples distributed should be productive of good results. The Main Building is very spacious, and affords ample space for display.

PENINSULAR STOVES AND RANGES.

F. P. Draper, Quebec representative for Claire Bros. & Co., Preston, Ont., had charge of this firm's attractive exhibit. Joseph Lacombe, their Sherbrooke agent, and several other Eastern Townships' agents, were often in attendance

and the number of "sold" signs decorating the various furnaces and ranges testified to the results accomplished. The illustration only gives a section of this booth and does not show the range of Hecla Warm Air Furnaces.

The Peerless Peninsular Range had a prominent position in the exhibit. A good point regarding this range and others of the line is that the oven bottoms have fully twenty-five per cent. more room than other cast ranges of corresponding sizes. Peerless oven doors open like steel range oven doors, flush with the oven bottoms, and are more convenient than the swing door.

The Signal Peninsular, the Star Oak, with plain and mica door and the Empire Peninsular, were among the Oak Heaters shown.

Mr. Draper, who can be seen in the picture, is a fixture at the Sherbrooke Exhibition, and was kept busy meeting

but is not sticky," applies extremely well. Caementium is a chemically true cement which hardens as it dries, and when dry, is not affected by fire or water. Of creamlike consistency, it is easy and clean to use. It adheres to everything and sets like stone. It contains no acids or poisonous matter, and is specially fitted to repair domestic articles. It is a liquid porcelain, not a fish glue. It mends a child's toy or the leg of a chair, an ornament or a wash basin, is suitable for joining woodwork, joins pipe, etc., etc. It is a glue, gum, cement, solder and liquid porcelain combined.

Dillons, Limited, the sole agents, are energetically pushing this attractive specialty. Judicious newspaper advertising is being employed in many districts, and dealers are rapidly co-operating in securing the benefit. Complete explanatory literature and full particulars may be obtained from them. Dealers are assured of every assistance in the marketing of this line. As yet their efforts have been chiefly confined to the Pro-

vince of Quebec, but they are rapidly opening up other territory. Information and samples may be had by writing direct.

Brantford Asphalt Roofing is made on a base of selected wool felt, which is first thoroughly saturated with asphalt. This composition is coated with a damp-



SHERBROOKE EXHIBITION—Brantford Roofing Co.'s Display.

There are numerous other preparations among which Caementium Pomeo, for curing damp walls, is worthy of attention. Caementium natural stone color paint, mends a kettle or makes damp and draft proof floors. Caementium Lorco decorates rooms in an artistic, healthy and permanent manner. It may be washed and will not discolor. Caementium paints in any tint or shade, are fire, water and acid-proof and keep their color.

Caementium is manufactured by the Caementium (Parent) Co., Limited, Tanner Street, London, and has a large sale in the English and other markets.

BRANTFORD ROOFING.

Visitors to Sherbrooke Exhibition are accustomed to look for the exhibit of the Brantford Roofing Co., Brantford, Ont. This firm always has a creditable showing for the immediate benefit of J. S. Mitchell & Co., Sherbrooke, their selling agents in that territory.

R. L. Shepard, from the Montreal branch of the Brantford Roofing Co., at 327 St. James Street, had charge of the exhibit and was assisted by the representatives of J. S. Mitchell & Co. The number of visitors decorated with their button bearing the inscription, "We cover the top," is some evidence of the good work accomplished. Active demonstrations of Brantford Asphalt Roofing proved interesting, and the booklets distributed gave all information.

The rolls of Brantford Asphalt Roofing which are plainly seen in the illustration contain 108 square feet, 32 inches wide, 40 feet 6 inches long, and Brantford Asphalt never sticks together in the roll. It comes wrapped in heavy casing and is ready to put on the roof.

proof material which cannot evaporate and a coat of silicate applied makes Brantford Asphalt Roofing tight, strong, elastic and extremely durable.

Kerr, the energetic Sherbrooke distributor, succeeded in disposing of every stove exhibited and secured some additional orders. C. A. Kennedy, agent at Coaticook, Quebec, and Joseph Samson, St. George East, Quebec, were also at this booth occasionally and did business with customers from their district. Much of the success of this exhibit is due to the efforts of T. S. Mullin, the Eastern representative of the Moffat Stove Co., Limited. Mr. Mullin was untiring in his efforts and is a thoroughly experienced and practical stove man possessing needed information. His likeness may be noted in the photograph at the extreme right.

Their booth occupied a prominent position in the Main Building, and was usually well filled with interested visitors. Their unique souvenir, a small pressed steel-frying pan, was eagerly asked for.

Among the lines exhibited the new Canada B. Steel Range was described as a marvel of beauty. This is a purely Canadian stove from the drawings to the last detail, and is meeting with marked success. The Fairy Oak Heater, with patent steel oven attached, excited much interest. Their Classic Cast Iron Range which is long and favorably known, had a prominent place in the exhibit. Among the cheaper line of ranges the Nelson all Steel Range is gotten out at a price which is said to defy competition. A medium-priced range was the Canada 14, which is a high-quality steel adapted for



SHERBROOKE EXHIBITION—Moffat Stove Co.'s Exhibit.

MOFFAT'S NATIONAL STOVES.

For the immediate benefit of their agent in Sherbrooke and their distributors in the Eastern Townships, the Moffat Stove Co. Weston, Ontario, made a large and attractive exhibit. James F.

small houses or flats. Their Alberta Heater is one of the most powerful hot blast heaters on the market, owing to its construction.

It is interesting to note that J. F. Kerr, their Sherbrooke agent, has

HARDWARE AND METAL

handled National Stoves for 15 years, ever since he has been in business, and each year sees an increase in sales.

RAMSAY'S PAINTS.

It was generally accepted that Ramsay's Paints had the most interesting and attractive exhibit at the Fair. J. E.

their literature does not overdo the advertising of Ramsay's paints, but is designed to be really helpful to the paint user.

J. Lacombe, their agent in Sherbrooke, spent a good deal of time at this booth, and is gratified by the favorable impres-

literature distributed with this safety razor gives full directions for its use.

Judging by the interest taken in this exhibit a popular-priced safety razor of merit is of interest to a wide number of users of safety razors. Lewis Bros., Limited, Montreal, who have taken hold



SHERBROOKE EXHIBITION—Display of Ramsay's Paints.



SHERBROOKE EXHIBITION—Marvel Safety Razor Display.

Brownell, representative of A. Ramsay & Son Co., Montreal, in Eastern Ontario and the Eastern Townships, for over 14 years, had a busy time, but, naturally, was well pleased that his decorative efforts were so well rewarded.

The five miniature houses, some in colonial and others plain farmhouse style, illustrated proper color combinations. Roof, verandah and trimmings always blended with the general color throughout. The grass, gravel, flowers and ferns aided in making this exhibit pleasing.

Among the booklets distributed, "Beautiful Homes" is worthy of careful perusal. Some really valuable hints regarding painting are incorporated, and the illustrations certainly typify beautiful, well-painted homes. To be sure all are painted with Ramsay's paints. A folder, widely distributed, entitled "Ramsay's Paints," illustrates in colors some beautiful combinations made with Ramsay's paints on one home, and gives pointers for using paints as well as quantity required. It is noticeable that

sion made. The claims advanced for Ramsay's Paints are that they are the best, because they last longest, look nicest, work easiest, and, in one of their booklets, reasons for these claims are advanced.

THE MARVEL SAFETY RAZOR.

The International Safety Razor Co., New York, demonstrated their Marvel Safety Razor, which is retailed at 15c, with the understanding that every razor is guaranteed or money refunded. George E. Chaffee, of Montreal, who had charge of the booth, was a hustler in every sense of the word. The results were highly gratifying. James F. Kerr, the Sherbrooke Hardware Store, put in a good window display, and has been appointed Sherbrooke agent.

The Marvel Safety Razor is contained in a small metal box, with a complete outfit, and retails at 15c. Three extra blades are sold at a cost of 15c. The

of the line as sole Canadian agents, assure this razor a wide market.

The Marvel Safety Razor was also demonstrated at the Toronto Exhibition, and will be shown at London and Ottawa Fairs.

This line is proving one of the biggest sellers ever introduced. Dealers may secure samples, advertising literature, etc., from Lewis Bros. Ltd., Montreal.

FAIR NOTES.

Fairbanks' Standard Scales had a booth; Frank Fales in charge.

Ruberoid Roofing was shown by the Standard Paint Co., of Canada, Ltd.

The Nickel Steel Range Works, Coaticook, Que., had a good showing of their lines, and the Philip Carey Mfg. Co. also had a very creditable exhibit.

Tenders are called for the erection of a new eight-room annex to the Winter St. School, St. John, N.B.

J. S. MITCHELL & CO.

ESTABLISHED 32 YEARS

Iron and Hardware Merchants

Complete stocks at all times of General Heavy Hardware, Iron and Steel Mining and Mill Supplies, Builders' Hardware, Mechanics' Tools, Plumbing and Steamfitting Supplies, Electrical Goods, Oils. Coal Merchants.

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Established 1888

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Limited

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WHO RUNS THE FAIR?

In view of the experiences of stove manufacturers at the Toronto Exhibition this year, it is timely to inquire into the management of the institution. As far back as January last, Hardware and Metal is informed, applications for space in the Stove Section of the Process Building were made by manufacturers desiring to exhibit, but the reply was unfavorable, and at least half a dozen, including two of Ontario's largest foundries, were crowded out.

Moreover, stove founders who had been exhibiting for years were refused space this year, while others fortunate enough to get in were crowded off into out-of-the-way locations. Some firms kept employes camped on their space before the Fair opened in order to protect their rights.

While legitimate stove manufacturers were refused space or crowded out, two new exhibitors, not manufacturers, were granted large spaces, one being a Toronto furniture house, with a stove agency, and the other the T. Eaton Co., who purchase the bulk of the output of the Western Foundry Company, at Wingham.

And for the first time on record a stove exhibit was turned into what was practically a priced window display, the Eaton Company marking each stove with a large sale price ticket. The stove building, intended to be an exhibit of the latest ideas in cooking and heating apparatus, became a departmental store

sale with the Exhibition authorities sitting mum. The hands of other stove exhibitors were tied, as, had they protested, the daily press would probably have been filled with flaring ads. the next day, claiming that other manufacturers were afraid to make comparisons in prices.

Go into almost any building on the grounds and a T. Eaton Company exhibit will be found. They have a right to be enterprising, but if they can overturn rules for exhibitors at their whim, the public have a right to know it. It is manifestly unfair to allow a non-manufacturer to conduct a sale in the midst of manufacturers' exhibits. It is true numerous buyers looked at Eaton's low-priced stoves and willingly paid a higher price at another exhibit, feeling that they could depend on what they were buying. But that doesn't alter the circumstances.

If the Exhibition directors wish to see all the stove manufacturers withdraw, as did the implement manufacturers, they cannot do better than follow the tactics adopted this year.

But Hardware and Metal feels certain that the directors as a body have no intention of turning the Exhibition into a departmental store side show. Consequently we again urge the directors to arrange for the erection of a larger stove building with skylight rather than wall window construction. Or, failing this, to extend the space devoted to stoves and hardware exhibits by removing the noisy gas engines, the motor boats, etc., into a transportation machinery building. Allow space to every stove manufacturer and group the hardware exhibits together, and results will be better for both the stove manufacturers and the Exhibition.

THE GLASS MARKET.

English and Belgian glass manufacturers have the glass situation well in hand, according to W. R. Hobbs, president of the Consolidated Plate Glass Co., Toronto, who returned last Friday from a visit to Great Britain and the continent.

When trade slackened off they reduced the output of their plants, and they have now only fourteen out of forty odd tanks in operation. Great care is being exercised not to over supply the market, and instead of an over-stock, there is actually a shortage of double thick window glass. There are indications of a break-up of the controlling syndicate, but Mr. Hobbs does not consider there is any likelihood of any decline in prices, as with the single exception of labor, the elements of production are as costly as for some years.

A new feature in the situation is the coming into operation of glass plants in Japan and China. While it is unlikely that these plants will do more than supply the native demand for some years to come, the fact that the east has taken up glass-making may have an important bearing on the European market by cutting off one of the markets to which glass has been shipped.

JOBGING BY CATALOGUE.

Gordon, McKay & Co., Toronto, one of the largest wholesale dry goods firms in Canada, have decided to add shelf hardware, enamelware, tinware, glassware and crockery to their lines and have already placed orders in carload lots for these goods.

East of Cornwall and west of the Great Lakes they will sell entirely by catalogue, following the policy adopted a short time ago in connection with their dry goods business. This is a radical departure from the methods of other Canadian jobbers and both wholesale and retail dealers will watch the experiment with great interest.

For the present Gordon, McKay & Co. will confine their attention to their dry goods customers and they are including their hardware lines in the dry goods catalogue. Their intention, however, as soon as they get this new department under way is to make a strong bid for business from all firms in Canada handling hardware.

Naturally, they will meet with opposition from both jobbers and manufacturers who are vitally interested in seeing that prices are maintained by the retail trade. One large Toronto manufacturer stated that he had received letters from customers in the various Provinces of the Dominion, complaining of the low price some of the customers of Gordon, McKay & Co. were quoting on hardware lines, and especially protesting against the fact that net prices were being quoted in the new catalogue issued by Gordon, McKay & Company.

A casual observer might jump to the conclusion that by cutting off travelers' expenses a wholesale firm would be able to sell on a much closer margin, but if this were really the case the hardware jobbers throughout Canada would not be slow to let all their travelers go.

The chief danger in the situation as far as the straight hardware trade is concerned is that a number of dry goods dealers will be induced to stock hardware lines and will cut prices on such goods in order to draw trade for the dry goods lines on which they make a good large profit.

So far we have not had an opportunity of watching the outcome of such a

policy. We merely state the facts as we find them regarding this innovation, and possibly a little later we may be able to tell our readers more definitely how the policy is likely to affect their business.

Robt. W. Asher, for many years Ontario salesman for Asher & Leeson, has been appointed buyer and manager of the new hardware department of Gordon, McKay & Co.

THE METAL SITUATION.

In considering the lightness of the demand which has so retarded the re-establishment of the metal markets upon a firm basis, due weight has been paid to the economies practised by the great railroads of the United States, but it is doubtful whether the full extent of these economies have been fully realized until now. It is known that in common with the rest of the consuming world, the railroads have cut down their expenditure on materials to a very close margin, but even with this knowledge, detailed financial statements now being published by the various lines are most surprising reading. The July statement, for instance, of the Southern Pacific shows that the expenses for that month showed a reduction of over \$1,900,000, compared with July of last year, while a similar statement of the Union Pacific showed a reduction of over \$800,000.

As it is only reasonable to suppose that the other railroads have practised a similar rate of economy, there seems a great amount of truth in the statement that the railroads generally have withheld an expenditure amounting to over \$250,000,000 per year which would otherwise have gone to the benefit of trade generally. Of course, the full amount of this sum would not have gone to the purchasing of equipment and repairs. But considering the relatively small retrenchment made in the running of freight trains and other similar economies, it is safe to say that the greater portion of this \$250,000,000 has been denied to the metal world directly and indirectly. Considering these figures it can now be understood what an important part railroad expenditure plays in the industrial activity of the country.

Of course, there is one great consolation in considering the course pursued by the railroads, and that is that this cheeseparing cannot be indefinitely prolonged. If railroads are to perform their obligations to the public; if lives are to be safeguarded to the same extent as in the past—an extent which at the best of times could stand improvement—and what is even a more powerful reason, if future—not immediate—dividends are to be paid, then sooner or later these economies will have to be replaced by great expenditure. The wear and tear of one year cannot be lost in the wear and tear of another, and over and above the necessary expenditure for any year, there must be met the improvements that should have been made during the previous twelve months.

In reviewing the economies practised by the railroads we do not mean to say that they were not in part justified by the peculiar conditions at one time obtaining. But the continuance of the cutting down now that the situation has so improved seems to be far from legiti-

mate, and would, as one authority puts it, appear to be an attempt to bolster up the present stock speculations and comparatively high price of securities in order to make a good showing in the earnings. Before last October the necessity for continued improvement was used as an argument for increased railroad expenditure. Now the situation is reversed, and the argument does not seem to apply.

However, recently, there has been signs of a stronger buying movement by railroads, and this may be the commencement of the reaction. It would be hard to over-estimate the value of the resumption of the heavy railway buying which, in former years, caused such a consumption of metals. The markets are in a fairly staple state, and supplies good, so that fair equipment buying would not induce a sudden shortage. It is certain that once the railroads

start in, consumers generally, who are now only buying in small quantities, would take greater courage and purchase further ahead.

THANKSGIVING DAY.

The selection of October 19th as the date of nominations for the general election will involve a change in the date of Thanksgiving Day, which the Government had intended to proclaim for that date. It is now probable that Thanksgiving Day will be postponed until Monday, November 9th. The only other dates available, if the holiday is to be on a Monday, as promised, would be October 14th, which is thought to be too early, and November 2nd, which is All Saints' Day, and therefore considered unsuitable.

THE SITUATION IN THE WEST.

The Western Viewpoint, by our Special Correspondent.

Winnipeg, Sept. 14.—The weather of the past week has been phenomenal in the West even, where a fine September is the rule. On more than one day it has reached 90 in the shade, and the sun has shown from a cloudless blue sky, in fact, it has been more like the beginning of August than the second week of September. The harvesting is being pushed forward with great rapidity and in the sections where crop was early a great part of the threshing is already completed. Receipts of wheat at Winnipeg are running about 375 cars daily, and already there is complaint of car shortage or delay in the car movement. Unless the strike is speedily settled this will be very acute before another week is over.

In the meantime the threshing returns are most gratifying in many cases going two and three bushels over the yield anticipated. The grade so far has been satisfactory, the bulk of receipts for the past week running one and two Northern, but it is hardly anticipated that this standard can be maintained as the districts where they have had frost have yet to be heard from. There are a good many cars going rejected that really ought to grade No. 1 Northern, were it not for the wild oats and other bad weeds.

A very encouraging feature of the market has been the strength of prices in the face of rapidly increasing receipts. Eastern millers are showing a commendable eagerness for Western wheat and for the greater part of the week a premium of 2½¢ to 3¢ was paid for all cars east of Winnipeg. On Saturday, however, in the face of increasing receipts, this premium dropped to 1½¢. Export demand has been only fair, but Winnipeg prices are said to be more nearly in line than American and export houses expect increasing business right along. All receipts so far have been very readily absorbed. Receipts at country elevators in Southern, Southwestern Manitoba and Southern Saskatchewan

are running about 10,000 to 12,000 daily. In Southern Alberta in the winter wheat territory there is more or less of a blockade for want of cars. This is not wholly the fault of railways for the increase in acreage has not been met by local elevator men with an increase in storage capacity. For example, at Claresholm, where they claim they will market 1,500,000 of all grain this year, there are only three elevators with a total capacity of 105,000. At Indian Head, Sask., the only point at which a like amount has been marketed in the past, there are 12 elevators with a capacity of over 450,000 bushels. In the meantime brokers are shy of selling any more Alberta red for fear of not being able to get it forward in time.

Cattle trade has been extremely active this past week and the yards are crowded every day. The cattle now coming in are mainly smaller bunches from stock farms, though there have been one or two bunches of excellent range steers during the week.

Final returns for the crop of 1907 are now to hand, the Free Press again coming head as the most correct estimator of crop. This is the fifth year for them without a break. The estimate published Sept. 17th, 1907, was 71,250,000, and the actual returns were 70,922,584, a remarkably close run. The value of the crop was \$55,053,444, including seed wheat, or \$44,424,044 actually received by the farmers for wheat alone. This is a pretty good showing in a year when all the wheat growing countries reported serious damage. The actual value of the oat crop is rather difficult to get at, as only a little over 13,000,000 passed inspection. These averaged about 40¢ all round to the farmers. The entire oat crop must have run about 75,000,000, but the balance was apparently consumed locally or marketed for consumption in the country.

The wheat crop graded remarkably well for such an off year, over 50 per cent. being contract grade, that is 1, 2 or 3 Northern.—H.

Hardware and Metal Markets

(For detailed prices see Current Market Quotations, page 84.)

MARKETS IN BRIEF.

Montreal.

Tin—Firm.
Copper—Slight shading.
Pig Iron—Unchanged.
Spelter—Same quotations.
Lead—Firm.
Red Lead—Some cutting.
Ground White Lead—Firm prices.

Toronto.

Sheets and Plates — Increasing business.

Iron—Slightly firmer.
Tin—Steady.
Lead—Stock famine.
White Lead—25c advance.
Turpentine—Unchanged.
Linseed Oil—No change.

MONTREAL HARDWARE MARKETS

Montreal, Sept. 18.—Trade has shown a promising stimulation this week. Immediate delivery orders have been of heavier bulk, while the bookings have been more of the liberal character that is associated with the fall season. The various lines are moving with a much better swing, and consequently a brighter tone is observable all the way round. Within the last three or four weeks, trade has several times taken a spurt, but the improvement has not been maintained. The present stimulation, however, seems to be much more solid than previous ones, and has every appearance of lasting. Travelers are now working at full pressure, and while they have still to contend with the cautiousness characteristic of the whole year's buying, they report that retail merchants are much more confident than they were, and more ready to talk business. Farmers are now settling down, and with the distractions of the fairs practically over are much stronger buyers.

With the return of the large number of people who have been living in the country during the summer months, city dealers report trade as showing stimulation. Household utensils are going better, especially in tinware and enamelware. The continuance of the warm weather has tended to retard the sale of stoves and ranges, but as many dealers are determined to push the sale of these articles more thoroughly in the future, the tardiness of the season should soon be made up when the preliminary signs of the cold weather awaken householders to the necessity of looking after their heating arrangements.

Prices continue firm, and the various fall lines, as we have said, are showing promising stimulation. Guns and ammunition are continuing to go out well, while lumbering supplies, lanterns, sleigh heaters, sleigh bells and weather strips are showing strength. Skates are also commencing to move well.

BUILDERS' HARDWARE—Trade is moving along steadily, some good orders being received for lock sets, bolts and butts. The month has opened out encouragingly so far as new buildings are concerned, and the demand for hard-

ware promises to be steadily maintained. All the way along these lines have shown up well, and many dealers regard builders' hardware as one of their most profitable lines. Certainly they are displayed more often than they used to be. The country demand keeps up strongly, and escutcheons, push plates, sash lifts are in good demand.

SPORTING GOODS—Shooting lines continue to move well, and guns, shot, primers, powder, knives and hunting clothes are in strong request. With many sporting displays now being shown trade is being strongly stimulated. Winter sporting lines are also moving better, skates having received a decided stimulation during the week. Toboggans, hockey sticks, sleds, and snowshoes are likewise moving, as well as basket ball and other indoor games.

HOUSEHOLD UTENSILS—These lines are in better demand. The exodus from the country has commenced, and dealers report brighter trade all the way round. Tinware is moving well, while other lines such as bread-makers, food choppers, carpet sweepers, wringers, sad irons and polishes are in good request.

STOVES AND RANGES—The continuance of the warm weather has somewhat retarded the movement of stoves and ranges, although the demand has been fairly good. Still now is the time for these articles to go ahead with a swing, and the appearance of a cold snap in the weather should make all the difference. Prices are generally firm, and with supplies ample, the season should be a good one. Stove boards, pipes and elbows are in fair demand.

RAILROAD SUPPLIES—The demand continues steady, but shows signs of falling off. This is only to be expected. Construction work in many camps has been finished, and work in others will gradually tail off as the winter approaches. Hammers, picks and blasting powder are still most prominent.

NAILS—The demand in nails shows stimulation. Plenty of fixing-up is required for the winter in barns and outbuildings, and the country trade is consequently reported good. Prices are firm. Bolts and nuts are moving fairly well.

BUILDING PAPER—The demand continues to improve, some fair orders being received during the week. Country requirements maintain strength. Supplies are in good shape and prices generally are unchanged.

FALL LINES—There has been a decided stimulation to fall lines this week, and it looks as if trade has made a decided step forward. Orders are showing larger bulk and are more comprehensive in character. Weather strips, snow shovels, horse blankets, sleigh bells, sleigh heaters, coal hods, cow ties and halters are showing much better strength.

LUMBERMEN'S SUPPLIES—Although prospects for lumbering cannot be said to be as bright as in other seasons, supplies are moving fairly well. Axes and axe handles are in most prominent call.

ENAMELWARE—The demand has become stimulated with the return of many consumers from the country. The call from the Northwest also continues to show good improvement. Prices generally are unchanged.

SCREWS—Trade has continued fairly strong for all sizes. Discounts are maintained at 85 and 10 off for flat head, bright; 80 and 10 off for round head, bright; 75 and 10 for flat head, brass, and 70 and 10 for round head, brass.

TORONTO HARDWARE MARKETS.

September 18.—The local jobbing trade has hardly recovered from the effects of the Exhibition to note any appreciable increase in business this week, but there is a good feeling abroad. Since the close of August and the ending of the holiday season an improving condition of trade is noticeable. Travelers took to the road on Monday and have had little time as yet to make their presence felt among the country hardwaremen.

General Fall goods are moving satisfactorily and Winter lines are inquired for. Guns and ammunition, and in fact all sporting goods, are the chief sellers at the present time. The conservative element is still in evidence, though not so much to the front as formerly. Confidence in the country is gaining ground, even though it be slowly.

Both shelf and heavy goods are moving equally well. Much of this call no doubt is due to the building going on throughout the country, especially when it is also noted that tools are good sellers. Prices on all standard hardware lines remain at old quotations.

SPORTING GOODS—This is probably the best selling line at present. A splendid call is made for guns and ammunition, knives and hunting clothing, and supplies generally are in good demand. Fall outdoor sporting goods, too, are quite up to the demand of past seasons.

WINTER GOODS—On this line jobbers are awaiting the result of travelers' visits before committing themselves. There are inquiries, however, for various lines of strictly winter goods.

BUILDERS' HARDWARE—An advance is made in the trading in this line. Many residences started late in the season are being closed in and pushed forward as rapidly as possible. Lock sets, bolts and butts are prominent features, and tools are also in good demand.

CUTLERY—More in the line of regular stock than otherwise is being sold just now. Travelers have with them some samples of Christmas cutlery and fair sales are expected, but at present the demand is for ordinary cutlery lines used about the home.

FALL GOODS—Horse blankets, lanterns and things used about the farm and house are to the front, so far as the season is concerned, and are fair

sellers, too. Business, however, has been a little on the light side this week.

HOUSEHOLD GOODS—Kitchen utensils and preserving lines are still in good demand. Choppers, basins, dip-pers and all the other paraphernalia of the good housekeeper are going out well. Other articles used about the home, such as carpet-sweepers, mops, pails, etc., are also good sellers.

HEATING AND LIGHTING GOODS—Quite as brisk is the sale of lamps, oil, wicks, burners and gas fixtures as at the early part of the season. In fact good sales may yet be expected in this line. Stoves, furnaces and all the fixtures and trimmings that go with them are in splendid demand, and with sporting lines hold the chief place as selling features.

HEAVY GOODS—While screws are in fair demand, and have been since the middle of August, jobbers could easily handle more orders. Nails, though, are going out much more rapidly. No doubt they are used a great deal for repairs in anticipation of the coming winter. Bar iron is slightly improved and sheets are in fair demand.

MONTREAL METAL MARKETS.

September 18.—It cannot be said that the metal markets have shown any special feature of note this week. Local prices are about the same with a demand that keeps up the developed strength of the last month or so, but which does not show any immediate signs of departing from the conservatism produced by the novel conditions of the year's trading. Users are in no hurry to commit themselves, and so long as they can obtain supplies as quickly as they want them, with prices showing no immediate signs of strong inflation, they are content to continue the course.

The primary markets, if anything, have shown a stronger tendency again. Tin has continued to fluctuate. With ample stocks and a quiet demand, conditions were all against the holding of prices, and the metal has been offered in New York at a figure considerably below the cost to import. When it is remembered how this market was held up some months ago by a scarcity of spot tin, the vagaries of supply and demand are well illustrated. Under a quickening in trade, however, the metal has become firmer again. Copper, after declining in the English market, which was only expected, considering the recent speculative rise, seems to be showing greater strength. While the English market was weak, New York figures sagged a little, but the metal is so firmly held that recovery is extremely probable. Lead and spelter have strengthened somewhat. Pig iron has dropped rather badly in the Old Country, but Cleveland warrants are still at a good figure. The metal seems to be holding its own in the States, although there is far from unanimity on the point, some Pittsburg reports being of a somewhat gloomy description.

The extent of the continued exportation of copper to Europe is shown in the steady augmentation of supplies afloat and ashore since the commencement of the year. At the end of January stocks were said to amount to 20,660 tons, and they have risen month by month until at the end of July they were 42,134. In August of last year visible supplies only amounted to 14,220. The same can be said of tin. At

the end of January supplies amounted to 15,330, in July to 16,304, while last August they were 12,393. In pig iron there is a strong reverse picture. Stocks of Cleveland warrants at the end of July were estimated at 51,269, while in January they were 100,371, and last August 189,254. The same reduction is noted in Scotch warrants. It can be understood now how the price of pig iron has kept up so remarkably. In the other metals it can be seen that the low figures obtaining have not diminished production.

PIG IRON—The marked improvement noted last week in Cleveland warrants has not been maintained, and the metal is quoted at 51s. 10d., a reduction of 1s. Still, after the recent strong stimulation, a reaction was only natural. Again, conditions in the shipbuilding industry appear all against the metal, and the surprise is that pig iron has kept up like it has. Production, however, seems to be splendidly regulated, and any falling off in the demand is promptly met by producers. The situation in the States seems to be about the same. In some quarters a much better tone is reported, while in others there is some doubt as to how things will turn out. Generally, however, the tone appears better. There is much less price cutting, and some furnaces have marked up their figures 25 to 50c a ton. The general market can hardly be said to have advanced yet. Local conditions are still showing improvement. Orders are heavier, owing to the approaching close of navigation, but the rush to get consignments through has not yet commenced. We continue to quote: Middleboro No. 3, \$18; Summerlee No. 2, \$20 for earload lots, shaded 25c for 100 tons or over.

TIN—Very good trade has been done locally in tin, and prices are firm at \$32.50. Orders show heavier bulk and there seems a more general desire to look further ahead with regard to requirements. Prices in the primary markets after being affected by the dull demand and large stocks, are somewhat stronger again. Apparently a better demand has broken in and the metal has assumed a firmer tone, but the situation is not to be relied upon.

COPPER—After a break in the English market, which was only to be expected considering the speculative character of the recent jump, prices have strengthened again and this resulted in the stopping of the sagging noticed in New York quotations. Apparently business, so far as the domestic demand is concerned, has not developed much, and buyers and sellers maintain the attitude so long adopted of refusing to make concessions one to the other to produce a sale. There seems to be a cessation of business in refined copper, which if continued will weaken the market. So far as the Canadian output is concerned the Granby mines are again operating seven furnaces at its smelter, and is back to normal output, treating 3,000 ore per day, and producing copper at the rate of about 2,250,000 lbs. per month. The demand locally is steady, and the price keeps fairly firm at \$14.50, although there has been some shading.

SPELTER—This metal looks to be firmer again in the primary markets. Business seems to be more active, and inquiries all the way round show an improvement. Locally, fair trade has been done at \$5.25.

LEAD—Lead has been very steady again, and it may be that the markets are strengthening up for a solid advance. Locally, trade has been fairly brisk, but there is no change in prices and imported lead continues to be quoted at \$3.50 to \$3.60.

OLD METALS—There is no change in prices. Trade is fair and stocks not too heavy. We quote: Heavy copper and wire, 11c; light copper, 10½c; heavy red brass, 10½c; heavy lead, 2½c; wrought iron, \$11; No. 1 cast, \$12; No. 2 cast, \$9.

TORONTO METAL MARKETS.

Toronto, Sept. 18.—A better feeling is beginning to pervade the trade, and while inquiries are increasing, orders are growing larger and optimism is getting more general. Prices are unchanged from the last quotations, and stocks are lower. In fact, there is a famine locally in English lead. Through all the metals there is a steadier tone. A pronounced revival in the world's iron and steel trade seems within sight. In Germany a buying movement of moderate dimensions has set in, some of the orders being placed in England. German rail makers say some satisfactory business is being secured and the new Steel Syndicate expect to do something at an early date. The reported accumulation of stocks in Germany has not caused the demoralization anticipated, and there is no evidence of a coming collapse in prices. Financial affairs in Germany are now in a healthy state, and the return to prosperity is likely to be fairly active.

There is, it must be confessed, not much home business being done in Great Britain, and the iron and steel industries of the Midlands of England are waiting for a return of better times. The crippling of the shipbuilding in Scotland is a bad blow and it is to be hoped that things will right themselves before very long. With revivals in Germany and the United States competition from those quarters should cease, and it may be that these countries may take some of Britain's product. Indeed in many parts of the world there is evidence of increasing demands, especially for railway construction. Raw material is cheaper in Great Britain than elsewhere, and that nation should be able to do better than she has done in the late past.

In the United States, making due allowance for the optimistic coloring so characteristic of that country, the outlook is bright. The late orders for rails and rolling stock placed by various railroads are believed to be but the beginning of the buying movement. The consuming capacity has not diminished, but has been checked by the financial disturbance, and the demand should increase very rapidly in the near future.

Canada very much follows the lead of the United States, and while we have not been hit so hard by the depression as that country, still there has been a halting movement, a marking of time, for a year past. The change, while not very great, is at least noticeable, and while no active boom is anticipated, it is expected that there will be a steadily increasing trade being done, not only in iron and steel, but in all metal lines. Reports of valuable mineral finds continue to come to hand, and the visiting metallurgists were amazed at Canada's

mineral resources. One feature of note is that the C.P.R. is drilling at numerous points in the Lake Superior country for iron, and officials of the road believe that the time for electrical smelting in Canada is at hand—more, they believe that iron and steel will be Canada's foremost industry in a very short time.

PIG IRON—While unchanged in price, there is rather more inquiry for pig iron. The fear of buying so prevalent during the past few months is disappearing and a good undertone is everywhere evident. The local quotations are \$18.75 for No. 2, Canadian Foundry, and \$20.25 for Middlesboro No. 3, Summerlee No. 2 and Cleveland No. 1. The movement of ore from Lake Superior points is much less than a year ago, but is increasing, and is better than was expected. Great Britain's ore imports are coming almost entirely from Spain. Germany's pig iron output is increasing, and Belgium's production is almost equal to a year ago. A comparison of prices in the United States with those of a year ago show a lessening of almost \$7 per ton in the price of pig iron, and of nearly $\frac{1}{2}$ c per pound in the price of finished iron and steel.

TIN—This line has steadied again during the week and in fact is quite active. Local quotations at \$32 to \$34 continue to rule. A complete revolution is said to be taking place in the tin industry in the Malay Peninsula. A great many of the smaller alluvial mines ceased working after the slump in tin prices, but the bigger mines which were able to tide over the trouble are now adopting modern methods and putting in proper machinery.

COPPER—Again there is talk of a greatly increased consumption of copper in the near future. At present trading is fair at the old quotations, $1\frac{1}{4}$ c to $1\frac{1}{2}$ c. The demand for the metal is legitimate and from the way industrial establishments are working there should be more copper moving. There is a lowering in the quantity being exported, but that quantity is greatly in excess of last year. Utah is making a reputation as a low cost copper state. There the steam shovel method of getting out the ore is used and concentrator treatment on an enormous scale is carried on.

LEAD—There is a great dearth of English lead in Toronto, and if stocks could be readily obtained considerable business would be done. As it is, trading is satisfactory. Local prices are unchanged. In the United States the market has been quiet. Interests there are looking to a revision of the tariff and they expect a lowering of the duty, which, it is believed, will be an influence for lower prices.

SPELTER—Still an active line is spelter, and quite a considerable business is passing at unchanged prices. The primary markets report conditions unchanged. Consumers are doing comparatively little business, though St. Louis is strong and New York is firm. St. Louis reports an increase in both receipts and shipments during August, as compared with the same month last year.

SHEETS AND PLATES—Both the jobbing and import trade are in a healthy state and business is increasing. The canning business in the United States is expected to fall short of last year, and the tin plate mills say the orders will be about 70 per cent. of last

season. In Canada things will be about normal, for while the country shows a bigger crop of all products, factories will be run on a lighter scale than last year.

OLD MATERIALS—While there is no break in prices, old materials have slowed up. Real transactions are small just at present and shipments are light. Heavy copper and wire are 11c; light copper, $9\frac{1}{4}$ c; heavy red brass, 10c; heavy yellow brass, $8\frac{1}{2}$ c; light brass, 6c; heavy lead, $2\frac{3}{4}$ c; zinc, 3c; No. 1 wrought iron \$9; stove iron, \$10.50; machinery cast iron, \$13.50; rubber, 7c.

U. S. IRON TRADE.

Cleveland, O., Sept. 17.—The Iron Trade Review says: The iron and steel industry appears to have reached the stage of least progress. Little perceptible change in conditions is now shown by a comparison of the weeks or even months. The gain in the total volume of specifications received in August was the smallest of any month since the forward movement began, and September is not showing any decided increase.

The situation manifestly lacks some impetus that would carry it over the drifting period. It is believed that this force would be supplied were the railroads to enter the market for even a reasonable portion of what has been regarded as their normal consumption, of iron and steel material. A more general return of confidence in the absorbing power of the country within the near future, leading to a replenishment of stocks upon a fairly average basis, would also materially increase the firmness of the situation.

The recognized importance of railroad buying is drawing the attention of iron and steel makers to the significance of the recent purchases of freight cars by the Harriman lines, Chicago & Alton, and other roads. Information received by some officials leads them to believe that not less than 20,000 cars, including the 8,000 cars now under contract, will be placed within a comparatively short time.

The iron and steel products upon which the railroads as consumers have little bearing, such as sheets, wire products and merchant pipe, are making satisfactory advances at present. The other lines in the market are virtually stationary.

INDUSTRIAL NOTES.

W. Ingraham, Glace Bay, may establish a mattress factory at Pictou, N.S.

A two-storey brick building will be erected at Nelson, B.C., by Green Bros. & Burden.

A new woodworking factory will be built at Campbellton, N.B., by J. & D. A. Harquail.

The Cooke Lumber Company, Nelson, B.C., has definitely decided to proceed with the erection of a saw mill.

The Ross-Taylor Company, Exeter, Ont., has added another branch to the business, the manufacture of boxes.

The Brooklyn and Rawhide mines of the Dominion Copper Company, at Phoenix, B.C., have resumed operations.

The Universal Spring Company, Sussex, N.S., will enlarge its plant by the erection of a three-storey factory building.

The Brantford City Council are negotiating with a cement block machinery firm relative to the establishment of a factory.

The Atikokan Iron Company, with headquarters in Toronto and a paid-up capital of \$1,000,000 has gone into liquidation.

The blast furnaces and steel plant at the Soo resumed operations on Sept. 15. The G.T.P. placed an order for 15,000 tons of rails.

The reconstruction of the Standard Drain Pipe Company's potteries in St. John, N.B., is now accomplished and work has recommenced.

John Schadie, Magnetawan, Ont., has purchased the site of the old mill which was burned down some time ago, and will build a flour and feed mill.

Wright & MacDonald, Vancouver, have completed plans for a bakery to cost about \$30,000 and stables to cost \$5,000 for Hanbury, Evans & Company.

John Matthieson, Estevan, Sask., is building a new 30,000-bushel elevator, the material for which is expected on the ground within a day or so.

The Lethbridge Iron Works have been running at full capacity all season. Large contracts are being received, among them one from the Crow's Nest Pass Coal Co., at Fernie.

The Elk Lumber Company, Fernie, B.C., has given orders for the cutting of 18,000,000 feet of logs this winter. This is taken as an indication that the mill will be rebuilt at an early date.

The foundation of the Taylor Milling Co.'s new elevator at Stirling, Alta., is completed and the work is being pushed forward. Work on the company's elevator at Taber will start at once.

The Wilbur Iron Ore Company, Kingston, has gone into liquidation. The company working it was furnishing iron ore to the Lake Superior Steel Corporation, at Sault Ste. Marie.

Storey & Van Egmond, Regina, are calling for tenders for a warehouse on the North Side for the New Hamburg Co. The same firm have also prepared plans for an addition to the Cockshutt Plow Co.'s warehouse.

J. E. Holmes, Haliburton, inventor of the new explosive, Holmes' Safety Blasting Compound, anticipates a huge demand for the explosive in the near future and thinks it will be necessary to erect a large factory somewhere contiguous to an ample power supply.

Two new Canadian cement manufacturing plants are being planned. The Bell's Lake Portland Cement Company, Markdale, will erect a cement mill at Walter's Creek, Ont., to have a capacity of one thousand barrels per day. The other plant is to be established at St. Mary's Ont., by the Brant Portland Cement Company. It will have an initial daily capacity of eight hundred barrels.

Trade News From Atlantic to Pacific

Province of Quebec

Asbestos Companies at East Broughton Enlarging the Capacity of Their Works.

SHERBROOKE.

September 17.—The E. & T. Fairbanks Co., Sherbrooke, are installing machinery in their new factory and expect to be running next month.

The new factory of the Sherbrooke Machinery Co., Sherbrooke, is completed. The company are busy installing their machinery and hope to commence operations soon.

The fires along the line of the Quebec Central R.R. have consumed a lot of pulpwood farmers had piled up to sell this fall, which will be quite a loss to a number of them.

The Brompton Pulp & Paper Co., East Angus, are obliged to close their paper mill owing to the scarcity of water.

The Bells Asbestos Mines, Thetford Mines, P.Q., have made extensive alterations in their mill yard, and have one of the most up-to-date plants in the asbestos business.

The Boston Asbestos Company, East Broughton, P.Q., are pushing the installing of their machinery in their large new mill, and hope to be running soon.

The British-Canadian Asbestos Company have purchased a valuable property at East Broughton, P.Q.

The Asbestos and Asbestic Co., Danville, are erecting a new factory on their property at Asbestos, which, when erected, will be the largest in Canada.

A business history of Sherbrooke would be very inadequate without extended reference to J. S. Mitchell & Co. This firm has been identified with the progress of the city for over 32 years and has more than kept pace with Sherbrooke's developments. Starting in a retail way, J. S. Mitchell has brought his business to a point where his firm ranks as one of the important wholesale general hardware concerns in Canada.

Their travelers cover the year round all the territory in the Province of Quebec, south of the St. Lawrence River. Outside of the assortment shown by their firm they have a strong argument for business, as Sherbrooke from its railway facilities can give prompt shipment; six districts can be reached by rail several times daily.

This firm carries large stocks in all lines. They handle heavy goods of all kinds and shelf hardware in all its branches. Mining, mill railway and contractors' supplies are catered to largely. Builders' hardware, paints, oils and varnishes are other lines widely represented. A specialty is made of

plumbing and steamfitting supplies and in electrical supplies and machine tools they carry a wide range.

J. F.

MONTREAL.

Sept. 18.—With liabilities totalling \$44,463, Philip Lahee, electrical contractor, Montreal, has agreed to make an assignment on the demand of the Wire and Cable Company, whose claims amount to \$26,228. Other principal creditors are the Conduit Company, \$9,419; John Forman, \$307; Hart Manufacturing Company, Hartford, \$998.

Louis Caron, an employe of the Structural Steel Company, Longue Point, was fatally crushed at the works this week by an iron bar weighing two and a quarter tons falling on him. Another workman had an arm almost crushed to a pulp. The iron bar was being moved while partly supported by a hoisting apparatus. A chain snapped causing the bar to slide and strike the workmen.

Prominent merchants are trying very hard to persuade the City Council to permit the Montreal Street Railway to haul freight through the streets. Undoubtedly there is a pressing need of better facilities to handle commodities and the best way out of the difficulty is for the city to make some arrangement with the street railway. The civic authorities, while they apparently realize the necessity of doing something in this direction, are not going to do anything in a hurry. In the first place they contend that the streets are not solid enough for heavy freight cars, and then again, if they grant such an important privilege to the street railway they want to make the terms as favorable as possible to the city. This is reasonable enough so far as it goes, but in the meantime while the authorities are pondering as to the solidity of the roads and the drawing up of the best terms for the city, merchants are suffering under a continuance of insufficient hauling facilities. Last year a petition from city merchants was submitted to the council, but nothing tangible followed, and this week another petition was presented pressing the necessity of coming to some arrangement with the street railway. Accompanying the petition was a letter signed by the Canadian Fairbanks Co., declaring that unless something was done they would refer the matter to the Federal or Provincial authorities. Among the signers of the petition were: the Canadian Fairbanks Co. the Canada Horse Nail Co., the Selater Asbestos Co., the Peek & Benny Rolling Mills Co., the Imperial Oil Co., the Massey-Harris Co., the Sher-

win-Williams Co., and the Montreal Rolling Mills. It may be that something will be done now.

Alfred Collyer & Co., Montreal, have been appointed sole representatives for the Dominion of Canada of the Watson-Stillman Co., of New York, manufacturers of hydraulic machinery of all description.

John Brymer, Montreal manager of Jenkins & Hardy, Toronto, has just returned from a short holiday in the Laurentians. He was accompanied by Mrs. Brymer. Mr. Brymer is a warm friend of the hardware trade, being, of course, in such close touch with the local association. He is an expert fisherman and during his trip secured abundant supplies of trout, which were generously distributed to several prominent members of the hardware trade.

The thirty-seventh annual meeting of the Canadian Manufacturers' Association was held in Montreal this week, the Windsor Hotel, as on former occasions, being the headquarters. There was a most enthusiastic attendance of members, and the meetings were among the most successful held by the Association.

Hon. J. D. Rolland, president of the Association, occupied the chair and he set a business-like swing to the opening meeting, which was carried right the way through the convention. In his report the secretary, G. M. Murray, pointed out that the association has come to be regarded as a great business organization. The treasurer, G. Booth, reported that there was a surplus of \$1,709. The committee on reception and membership reported that the names of 222 legitimate manufacturers had been added to the roll, making a net gain for the year of 23.

The president, in his address referred to the state of trade, the woolen industry, the labor situation, transportation, forest preservation, technical education and the question of Canadian tobacco. He pronounced against the importation of pulp wood, and his remarks were endorsed by the members. Three very busy days were spent, helped out with some enjoyable receptions, etc. The annual convention dinner was held on Thursday night and great scenes of enthusiasm were witnessed. The convention wound up with an excursion to Valleyfield on Friday.

The Canadian Pacific Railway has decided to expend \$29,000 on improvements at Portage la Prairie, Man., this year. The depot and freight sheds will be remodelled, and a storage tank of 100,000 gallons capacity will be erected.

Maritime Provinces

Dominion Coal Company Has Ten Thousand Men on Its Pay Roll.

HALIFAX.

September 15.—The hardware business during the past week was quite brisk, many business men from points in the Province visiting the city and placing orders. All the hardware firms were kept busy paying attention to their customers, quite a large number of whom were in the city. Now that the sporting season has opened there is a good demand for firearms and ammunition. The sales of these lines are quite heavy. Axes, saws, lanterns and cement are in good demand, and also bar iron. Prices are practically unchanged. All the machinery for the boring plant has been landed at Charlottetown and taken to Earncliffe, P.E.I., where exploration for minerals will be started. Contractor Stover expects to be ready to start work within a week.

The Maritime Railway Coal & Power Company has accomplished a marvelous work of development at the Joggins Mines during the past season. A new slope entirely separated from the old works has been sunk to a depth of 1,800 feet, and the work of extending the levels is now proceeding rapidly. New bank-head buildings have been erected and modern machinery installed.

At the Chignecto Mines work is brisk and times good. The construction of a railway to some point on the Northumberland Strait is now engaging the attention of the company. Such a road would bring those mines nearer to the Montreal market than any other coal areas in this Province and would give the company an excellent opportunity of capturing large portions of that trade. To give an idea of the vastness of the Dominion Coal Company's operations in this Province it is only necessary to state that the company has on its pay roll ten thousand men. During the past few weeks a census has been taken by the company showing the above total.

Work is rushing on the new \$130,000 Anglican Cathedral. This week a night shift was put on and as much of the concrete work as possible will be completed before the Winter sets in.

On the brick addition to the Supreme Court House work is also being pushed. The inside walls are being strapped preparatory to being plastered. —J. H.

Ontario Trade Items

Building Active at Ottawa—Independent Phone Company May Be Organized at Chatham—Interesting Law Case at Guelph.

OTTAWA.

September 16.—The good words, "Business is picking up," are now heard and are long things will be brisk. The hardwaremen are commencing to feel hopeful of a good fall trade, which will gradually increase as the weather gets cooler. August was quiet, the revival will bring its compensations.

Allan Grant, of Charles Watt's, has returned from his holidays.

The low water in the river is affecting the waterworks system. Within two weeks there has been a fall of a foot and a half, with the result that the Hintonburg auxiliary plant has been started and the Ottawa East plant is also at work. In case of fire, as the pressure is down, the engines would have to supply the deficiency. The Chaudiere mills are tied up from the water shortage.

Ten building permits were issued within the last week, the largest being for new car sheds on Augusta Street at a cost of \$30,000.

Work has commenced on the Ottawa Hunt Club building, which will cost \$20,000. W. G. Charleson, hardwareman, is the energetic secretary of the club.

The plans and specifications for the Chateau Gatineau are completed, and the structure is estimated to cost \$30,000. Walter B. Walby and W. E. Noffke are on the lookout for a suitable site, as it is the intention to have the hostelry completed for occupancy next summer.

McFarlane & Douglas have the contract for the sheet metal work on a new grain elevator now under construction by the G.T.P. Ry. at Tiffen, a few miles from Midland, on Victoria Harbor, Georgian Bay. The section now being erected will hold a million and a half bushels of wheat, and is of cement, steel and iron construction entirely. The sheet metal is all fastened by rivets, of which about two tons will be used. The windows are the firm's special fireproof make, so that the building will be wholly fireproof. This firm also had the contract for covering the G.T.R. elevator at Depot Harbor with their galvanized corrugated iron.

The firm have just issued a very attractive catalogue for the trade. It contains cuts of metal shingles, sidings, window and door caps, crestings, cornices, finials, ceilings, etc., and also illustrations of their fireproof windows. It is of particular interest to metal workers.

Monday next, September 21, will witness the opening of the Central Canada Exhibition. Preparation is now being made by all the stores to interest the numerous visitors to the Fair. Some of the hardware and plumbing trade will be represented at the grounds. Those exhibiting are: Currie & Livack, Ottawa Hardware, W. Graham (for Gurney-Tilden).—G. E. M. H.

PETERBORO.

September 16.—Contractor H. Brown, of Toronto, has begun the painting and decorating of the interior of the large Sunday School of St. Paul's Methodist Church.

Peterboro's new Normal School, erected under the contractorship of S. Whitham of Brantford, has been practically completed. It was opened for work on Tuesday, September 15.

A party of Government engineers went to Burleigh Falls this week to survey the district, with a view to ascertaining the advisability of raising the dam there five or six feet and doing away with the dam and lock at Lovesick—a point on the Kawartha chain about 2

miles from Burleigh Falls. The work of surveying has been begun.

J. J. Turner, sr., of J. J. Turner & Sons, tent and awning manufacturers, has returned from a holiday trip across the ocean. His voyage home completed his forty-second trip across the Atlantic.

About the first of October the building formerly occupied by the Peterboro' Cereal Company will be occupied by Collier and Cunningham, for the manufacture of their electrical inventions and the Diamond Calk Horseshoe. An arrangement has been made by the Diamond Calk Horseshoe Co., of which H. P. Kennedy is president, with Collier & Cunningham, by which the two will operate under the same roof and still retain their individuality. On the ground floor a machine shop is being fitted up for the manufacture of horseshoes. On the second floor the electrical goods will be manufactured. These include smoothing irons and electric heaters and toasters.

A company has been formed, consisting of Andrew Macfarlane, W. H. Collier and J. Smith, to erect and operate a manufacturing establishment similar to the Wm. Hamilton Foundry, which has recently been closed. The machinery of the foundry has been purchased by the A. R. Williams Co., Toronto, and if the company can repurchase it at what they consider a reasonable sum, the old foundry will probably be used. The new company has asked the city council for a loan of \$40,000, and a fixed assessment, and if the council considers their proposition favorably they will proceed with their plans.—B.T.H.

GUELPH.

September 15.—Most of the merchants in the hardware and kindred lines have exhibits at the Central Exhibition, which commenced this evening, and though the space is rather limited, each one has used their space to advantage, and much favorable comment is being raised by the large numbers who were present at the opening.

Stevenson & Malcolm, plumbers, steamfitters and electricians, Upper Wyndham Street, have secured the contract for the installation of a heating plant in the City Hall. The contract price was in the neighborhood of \$2,000.

H. Ecclestone, traveler for the C. Kloeppfer & Co., wholesale hardware merchants, who has been stationed in the city all summer, has left for the West, where he will travel for his firm.

Gordon Johnston, late chief clerk at G. A. Richardson's hardware store, Upper Wyndham Street, has secured a position with the Scott Hardware Store, Douglas City, Wyoming.

The case against Wm. Galbraith, for keeping a second-hand store without a license was up at the Police Court on Monday. Nicol Jeffrey acted as his counsel, and stated that he intended to make a test case of it. The evidence of the police officers was to the effect that the store was filled with second-hand goods, while the defence stated that only a small percentage of the goods were second-hand. The arguments of the counsel for the defence were that a store could not be called a second-hand store

unless it was proved that the owner bought and sold second-hand goods as a trader. In this case he argued that Galbraith sold stoves and bedsteads, as any other store, and accepted old furniture and stoves as part payment for the new goods. "If," said the lawyer, "Mr. Galbraith must pay a license, why should not other merchants also pay one under the same Act?"

A review of the past building season shows that the total amount of money spent on buildings in the City of Guelph totalled over \$475,000. This, considering the scarcity of money, is a very satisfactory record. The number of better class residences erected was a feature, and as these were all fitted up with the latest in plumbing and sanitary conditions the plumbers of the city have been kept very busy. A leading architect, when seen by your correspondent, stated that it was his opinion that the coming season would see a large number of buildings erected.

The Dominion Heating & Ventilating Co., Hespeler, are installing a heating and ventilating system in Knox Church and Sunday School, Dundas.

HAMILTON.

September 15.—Despite the fact that things look brighter and the farmers report good crops, the manufacturers and hardware merchants report a continued dullness in trade. Among all of whom your correspondent made inquiries this week, the same discouraging report was heard, namely, of no business.

R. S. Rider, of the Canadian Steel & Wire Company, is making an automobile tour of Western Ontario.

Three important by-laws were voted on by the ratepayers Wednesday. One to sanction the city to raise \$300,000 for the improvement of city roadways and a second is to authorize the expenditure of \$20,000 on an isolation hospital. The Street Railway by-law will also be voted on. The merchants favored passing the money by-laws, as they felt that their passing would give work for hundreds of unemployed during the Fall and Winter season.—D. L.

LONDON.

Sept. 16.—Local hardware dealers report business to have picked up considerably during the past week, and they look for a still further increase in trade.

Hardware jobbers' warehouses present busy scenes this week. The Western Fair, as usual, has brought big crowds to the city, including retailers from all over the Western Peninsula, and it requires the combined efforts of clerks and travelers (who are off the road this week) to attend to the wants of customers. Many of the local manufacturers are busy in the same way. No class of people profit more from the holding of these fairs than do the wholesaler and the manufacturer.

Stoves take up an unusual amount of space at the Western Fair this year. McClary's have their Old Boys' float and a sap-pail manufacturing plant in

operation in the Main Building and a kite over the grand stand as special features, while the other exhibitors show up well.

It is reported that the Tuckett Tobacco Company, which withdrew its manufacturing plant from London some time ago, will shortly return to the city and resume operations here.—F. T. Y.

CHATHAM.

Sept. 15.—The official test of the new civic gas producer engine electric lighting plant, installed some time ago by the Colonial Engineering Co., of Montreal, took place last week, being conducted by K. L. Aitken, of Toronto. The plant was tested with both natural gas, the fuel at present in use, and producer gas. The test was concluded Saturday night, and Mr. Aitken's report will likely be presented at the council meeting next Monday evening.

Business continues brisk, and the revival which commenced a few weeks ago bids fair to be lasting. The building outlook is steadily brightening.

J. L. Wilson, Son & Arnold, architects of this city, are drawing plans for the proposed new Grace Methodist Church at St. Thomas, which will be built next year at a cost of \$30,000.

The long-talked-of independent phone company is in sight. Efforts are being made by a number of local men, backed by outside independent phone men, to organize a Chatham Company. It is understood that the promoters of the new concern have met with an encouraging reception. The new company will have connections with the independent companies scattered over the county, and

The Wallaceburg School Board contemplate heating the schools with natural gas, and at their last meeting appointed trustees R. T. Riddell and G. B. Pierce to visit other places where natural gas is used, and ascertain whether or not it is cheaper than other fuel. If their report is favorable, contracts for piping, etc., will be let.

Ald. W. H. Westman, of Westman Bros. is prominently spoken of these days in connection with the forthcoming mayoralty contest. His work as chairman of the industrial committee has given him considerable prestige, and he should make a strong candidate.

A. S. Lamond, of the Wolverine Brass Works returned last week from the annual outing given by Cornelius Bros. at Lewell, Mich., to members of their Grand Rapids and Chatham office staffs.—W. E. P.

The Prairie Provinces

Light Crops Owing to Dry Weather—Growth of an Edmonton Hardware Business.

EDMONTON.

Sept. 14.—Ross Bros., Edmonton, whose business is probably one of the largest in Western Canada (west of Winnipeg) was established 27 years ago by Jas. Ross, who made the trip from Winnipeg by ox-cart over the old "Edmonton trail." When having made a great portion of the long journey he lost his entire stock while attempting



Ross Bros.' Hardware Store at Edmonton.

in many lines of business such connections would prove of value. The Bell Telephone Co., whose exclusive franchise expires in October, have secured permission from the city to lay their wires underground on the main streets, subject to the execution of a satisfactory agreement.

Campbell & Callahan, tinsmiths, have the contract for the inside and outside metal work on the new Methodist Church at Essex.

to ford a swollen river, but undaunted he returned to Winnipeg, arranged for more goods and again started over land to—at that time—far off Edmonton.

From this modest beginning has sprung the present large business of Ross Bros., Limited, which was incorporated in 1903 with the following officers: Fred Ross, President; Jas. Ross, Vice-President; and J. C. Dowsett, Secretary-Treasurer. While they do a large retail business 80 per cent. of their

business is jobbing—four travelers are kept on the road continuously.

Ross Bros., formerly hailed from Toronto and Mr. Dowsett from London, England, although the last 21 years has been spent in Western Canada.—J. P. S.

SASKATOON.

September 14.—C. A. Splayford has sold his machine shop business to C. Strachan, of Winnipeg. Mr. Strachan has rented the premises for two years.

M. Isbister & Son are showing the new Sask-alta range manufactured by the McClary Co.

Alderman W. Hopkins has returned to town from his farm, where he has been superintending threshing operations. Off 470 acres he got 4,100 bushels of wheat, or about 8½ bushels to the acre. Oats went 16 bushels to the acre. Owing to the dry summer the yield generally has been light throughout the district.

Elford & Cornish have been awarded the contract for plumbing and installing a furnace in the new house being erected by H. W. Way on Second Avenue. Hutcheon & Shackleton are putting in the electric fixtures. The house is nearing completion and should soon be ready for occupation.—D. G. R.

British Columbia

Building at Vancouver Continues Brisk
—New Paint Factory to Be Erected at Victoria.

VANCOUVER, B.C.

September 12.—The use of Australian hardwoods is becoming more and more prevalent in British Columbia, but is not displacing the native fir. The hardwoods are employed for flooring, etc., and the latest cargo, the first full load of its kind to come from the southern continent, is of hardwood piles to be used by the C.P.R. The teredo is the great enemy of piles used in wharf construction and only costly coatings of composition have been able to prevail against them. Repeated experiments have shown that these hardwood piles are proof against the ravages of the teredo, and for that reason they will be used in the new wharf to be built by the Canadian Pacific.

There is a flurry of business in the lumber industry, and prominent millmen look for a continuance of trade from this month until the end of the year. After that it may fall off a little, but if there is enough money in the country, more prosperous conditions will follow. The coast mills have the advantage in the way of general business, having considerable local building going on, and the result is that here most of the mills are running full time, while in the interior in many cases resumption of operations has been postponed until next spring, and those that have been running are shutting down with large

stocks on hand. There was quite a cutting of prices, but is stated that no more \$9 lumber is being shipped to the Northwest, and that the price now ranges from \$10 to \$15. Activity in this industry is a fine feature, and with steady expansion in mining, both in the interior and on the coast, the fall should be fairly good and bring money into circulation for the end of the year trade.

The week's total for building permits was \$102,675. One of the permits was for a slow-burning building, the first of the kind to be erected in the city on the plans proposed, it being the only kind now allowed in No. 1 fire limit. It will be three storeys in height, and will cost \$21,000; those erecting it are H. J. Cambie and S. O. Richards.

Chief Carlisle, of the Vancouver Fire Department, is a strong advocate for the use of self-propelling fire fighting appliances. After having this kind of apparatus in use, he reports to the fire and police committee of the City Council, that the saving in cost of maintenance of these, as compared with that of horse-drawn, is very considerable. In the case of the engine, the expenses in connection with the auto from March 5 to July 31, was \$58.01, and for the other, \$196.85. In another instance, it was \$171.85, as against \$316.43. As a result of these figures, the committee resolved to call for tenders, to be in by Oct. 15, for an auto engine, a combination truck and hose reel, and an auto chemical engine.

Something unusual in the way of building construction was in the erection of the Victoria Block on Pender Street, which was completed on the day stated in the contract. It is three storeys in height, and cost \$20,000. W. F. Gardiner, the architect, is the youngest in his profession in the city. The contractors were Adkinson & Bell, of Seattle, who have other contracts here.

A visit of interest was that of William Mackenzie, of Mackenzie & Mann, the builders of the Canadian Northern Railway. It has always been stated that this line would eventually reach the coast, but Mr. Mackenzie would not place any time limit on the completion of the enterprise. The fact, though, that he should come out at such a time is taken as indicative of local activity.

It is announced that the Dominion Government will purchase a dredge of German design, to be used in improving the waterway of the Fraser River between its mouth and New Westminster, and thus allow the passage of deep sea vessels to and from that city. This will not interfere with the grant of \$100,000, made a short time ago, so that with such expenditure on this channel export business, principally from sawmills, will be greatly facilitated.

VICTORIA.

September 12.—W. E. Staneland, who is in the paint trade, who has just returned from a trip to England, states that he ordered in all about 200 tons of stock. In view of the local situation his

company will erect a new factory in the near future.

Because it was considered that the first tenders were too high, new tenders will be called for by the City Council for the steel work of the high level tank, and the stairway. Before this, an attempt was made to secure lower bids in Seattle, but even this was unsuccessful. The tenders were for steel work and not for the erection of it, and were from: John Inglis & Co., Toronto, \$3,250; Victoria Machinery Depot Company, \$3,400; Marine Iron Works, \$3,800; B.C. Marine Railway Co., \$4,550; Robertson Iron Works, Victoria, \$2,650.

A revival of interest is noted in connection with the Canadian Taylor Automatic Fire Alarm & Call Bell Co., a local concern. A meeting of the shareholders was held the other evening, when a report of the work done during the past six months was presented, and lively discussions ensued. There were many expressions of satisfaction as to the merits of the fire alarm and call bell devices, and a special vote of confidence in the directors was unanimously passed amid considerable applause.—R. B. B.

NANAIMO.

September 12.—The Nanaimo Gas Company, in addition to installing a new gas engine, is spending \$1,000 in improvements on the plant, calculated to greatly increase the quantity and quality of the gas. The company this week is installing new bench retorts, one bench of sixes, with up-to-date setting and modern in every way. The company installing the retorts guarantees 40,000 feet of gas daily.

NEW MARLIN GUN CATALOGUE.

A copy of the new Marlin gun catalogue has been received, it being a book of 136 pages with a handsome lithographed cover in ten colors. It describes thoroughly the complete line of Marlin rifles and shotguns—all repeating guns—all made with the superior solid-top side-ejecting construction.

Marlin repeating rifles are made in all popular calibres from .22 to .45; in many different models from the little 3-lb. 10-oz. Baby Featherweight repeater to the heavy, powerful, big-bore sizes in the model '95. There's a rifle for every possible requirement.

Marlin repeating shotguns are made in Models 16, 17, 21 and 24, in 12 and 16 gauges, many grades, weights and styles. The Model 24 is the new 1908 model, a close-shooting, hard-hitting, take-down construction and with many improvements over former models.

The book also illustrates and describes all of the popular cartridges used in Marlin rifles and gives much information relative to powders, bullets, sights, the care of guns, etc. Every man who shoots should have a copy of this book. It will be sent free for three stamps postage to any reader who will write to The Marlin Firearms Co., New Haven, Conn.

HARDWARE TRADE GOSSIP.

Ontario.

C. E. Noble, Dundalk, spent Thursday and Friday of last week in Toronto.

J. A. Flett, hardwareman, Vancouver, was a visitor in Toronto last week.

Wm. Murray has succeeded Wm. Murray & Son, hardware merchants, Cayuga.

Mr. Griffin, of Creeper & Griffin, Owen Sound, was one of last week's callers on Toronto hardware jobbers.

D. McLachlan, of McLachlan Bros., stove merchants, Vancouver, who has been on a visit to Renfrew, spent the week end in Toronto.

The series of baseball games in the Toronto Hardware League, interrupted by the summer holidays, will be resumed Saturday, Sept. 26, when a lively game is anticipated.

Jos. Battle, Thorold, has secured the contract for the erection of a dock and wharf to be built by the Government on the Welland canal at the Ontario Iron & Steel plant there. The cost will be about \$50,000.

The Monarch Brass Works, at Port Colborne, were totally destroyed by fire on Wednesday. About 9.30 p.m. fire was noticed in the molding room. There was not a drop of water to hand, the Port Colborne waterworks engine being disabled. The brass works employed about fifty men.

Quebec.

T. E. Argue, of Carp, Ont., has been on a visit to Montreal.

T. M. Richards, Edmundston, N.B., has been visiting Montreal.

The Royal Electric & Gas Supply Co., Montreal, has been registered.

Peter Cohen, hardware merchant, Montreal, is offering to compromise.

N. Mercure, Pointe Aux Trembles, has been visiting Montreal hardware circles.

Fred Leslie, of P. Leslie & Son, has been on a visit to Montreal hardware circles.

I. Rioux, son of J. Rioux, of Trois Pistoles, accompanied by his bride, visited Montreal this week.

W. A. C. Hamilton, of the Consumers' Cordage Co., Montreal, has left for the West on a business trip.

J. Hottel, representing the Delta File Works, Philadelphia, has been on a business visit to Montreal.

George Ball, representing A. C. Leslie & Co., Montreal, at Toronto, has been paying a visit to headquarters.

J. B. Blain's tinsmith shop at St. Remi was burned during the fire which partially destroyed that town last week.

Maritime.

John McAdam, for the past eighteen or nineteen years hardware clerk at R. Chestnut & Sons' Fredericton establishment, intends going into business for himself.

Western Canada.

P. Johnson has opened a hardware store at Wilkie, Sask.

The Lundy-McLeod Co., hardware merchants, Edmonton, has dissolved.

C. D. Waldon, of the Pease-Waldon Co., Winnipeg, went West last week on a business trip.

The Hick Hardware Co., Lethbridge, has the contract for heating and plumbing in the new fire hall at that place.

Harold Ebbels, Arcola, Sask., has joined the staff of the Moose Mountain Lumber & Hardware Co., Forget, Sask.

John Noble, salesman for Williamson & Fleming, Maple Creek, Sask., has severed his connection with that firm and gone to Winnipeg.

L. P. Yoerger, Altona, Man., had his hardware store destroyed by fire on the morning of Labor Day. The loss is estimated at \$14,000, partly covered by insurance.

CANADA NUT CO. ABSORBED.

The Canada Nut Co., Niagara Falls, Ont., has been absorbed by the John Morrow Machine Screw Co., Ingersoll. The Niagara Falls plant will be closed down and the machinery moved to Ingersoll.

The Canada Nut Co. had only been in operation a short time. They were turning out a good line of turned steel nuts, but found the line was too small to be manufactured and marketed by itself at a profit and the firm lacked sufficient capital to add additional lines.

PROTECTS CLOSETS ON DISPLAY.

Currie & Livock, Ottawa, are using a novel idea to protect a row of about a dozen closets in their showroom. As will be seen by the accompanying illustration,



Pipe Railing to Protect Closets.

tration, they have set up an iron pipe railing which completely sets off the closets from thoughtless persons who might damage the woodwork by sitting or placing their feet on the closets.

TIME-SLIP FOR PLUMBERS.

Keeping an accurate account of all time spent on job work as well as on contract work is one of the essential things for the master plumber, and it is becoming more so as the rate of wages advances. One of the ordinary ways is for the plumber to hand in a slip after he has finished each job, and where there are a number of small jobs the firm cannot check for a half hour to an hour each day for time unaccounted for and time spent in the shop cleaning tools. The master plumber should receive from his customers pay for the full time the journeymen work.

In the accompanying illustration the Metal Worker shows a form of time slip used by a firm of master plumbers which is largely self-explanatory. This does

not in any way constitute a charge slip, but is simply used by the plumber to keep track of his time, and what is more important, the pay roll is made up from this slip in conjunction with the foreman's time book. Spaces are left for each day in the week where the plumber can enter the customer's names for which he worked, giving a description of the job done, as well as the time consumed. As will be noted, James Rodgers worked on Saturday on a new contract for James Fitzgerald, 8 hours; his entire time was taken up Monday with jobbing work, while contract work was again followed on Tuesday and Wednesday. It is a comparatively easy matter for a bookkeeper to follow up charge slips in which the material is recorded, making them check with this

Form for work rating, Aug. 14, 1907. Name James Rodgers. All time must be fully and plainly detailed. This slip must reach the office by Saturday morning. If a check, otherwise it will not be paid till the following week.

	WHERE WORKED	ON WHAT	TIME HOURS
SATURDAY	James Fitzgerald, 92 River St.	New Contract	8
MONDAY	James Barclay, 10 First St.	Fixing closet	2 1/2
	William Jones	New Range Baler	4 1/2
	Reuben Thompson's house	cleaning kitchen	2
TUESDAY	James Fitzgerald, 92 River St.	New Contract	9
WEDNESDAY	James Fitzgerald, 92 River St.	New Contract	9
THURSDAY			
FRIDAY	William Whitehouse, 2 Third St.	New laundry board	4
	Seymour Jones	Fixing two closets	5
		Total,	44 1/2

Time Slip for Plumbers' Use.

slip. It is also important to keep track of the time spent on contract work. While these blanks do not constitute a very essential part of the bookkeeping, they are convenient, and an excellent arrangement for promoting steady habits in the journeymen, and probably can be kept by master plumbers or sheet metal workers throughout the country with profit, as they are inexpensive to prepare and can be printed for a small cost in any job printing office.

The C.P.R. is said to be contemplating building from Edmonton to the Lesser Slave Lake and Peace River districts.

The roadbed of the Esquimalt & Nanaimo Railroad is being improved and new steel structures will replace the old wooden trestles.

WESTERN CANADA HARDWARE MARKETS

Corrected by telegraph up to 12 noon Friday, Sept. 18, Room 511, Union Bank Bldg, Winnipeg.

Reductions in wire nails and bar iron are the features of the market this week. The new prices will be noted below.

Fine September weather has favored the grain growers of the West, and harvesting and threshing have been carried on without any interruption. Wheat is pouring into the elevators and the railways have their carrying capacity taxed to the utmost to get the grain to the lake front as fast as the farmers are delivering it to the elevators. Pessimists are predicting a grain blockade, but up to the present, in spite of the strike of the C.P.R. mechanics, the railways have been able to cope with the situation pretty satisfactorily, and there are not many complaints of car shortage.

Business is already feeling the effect of the circulation of crop money, and there is a gratifying revival of confidence among the trade. It will be several months, though, before the hardware business can be restored to its former volume. That can be accomplished only by a big increase in building and for a revival of the old-time building activity we must wait until next year.

WIRE—Barbed wire, 100 lbs., \$3.25; plain twist, \$3.40; staples, \$3.40; annealed wire, \$2.90 base; oiled, 10c extra; bright iron, \$3.10 base; brass spring wire, 32c base; plain galvanized wire, 6, 7, and 8, \$3.70; No. 9, \$3.40; No. 10, \$3.70; No. 11, \$3.80; No. 12, \$3.45; No. 13, \$3.55; No. 14, \$4.10.

POULTRY NETTING—57½ per cent.

HORSESHOES—Iron, No. 0 to No. 1, \$4.65; No. 2 and larger, \$4.40; snowshoes, No. 0 to No. 1, \$4.90; No. 2 and larger, \$4.65; steel, No. 0 to No. 1, \$5; No. 2 and larger, \$4.75.

HORSENAILS—MRM cold forged process—No. 3, 36c; 4, 32c; 5, 30c; 6, 28c; 7, 26c; 8, 24c; 9, 23c; 10, 11 and 12, 22c. Discounts 50 and 10 p.c. Capewell brand quotations on application; "C" brand list prices per box 25 lbs.; No. 4, \$5.25; 5, \$4; 6, \$3.50; 7 to 9, \$3.25; 10 to 14, \$3. Discounts on application.

WIRE NAILS—\$2.70 Winnipeg, and \$2.25 Fort William.

CUT NAILS—Now \$2.90 per keg.

PRESSED SPIKES—½x5 and 6, \$4.75; 5-6 x 5, 6 and 7, \$4.40; ¾ x 6, 7 and 8, \$4.25; 7-16 x 7 and 9, \$4.15; ½ x 8, 9 and 10, \$4.05; ¾ x 10 and 12, \$3.90. All other lengths 25c extra, net.

SCREWS—Flat head, iron, 80, 10, 10 and 10; brass, 75c; round head, iron, 80; brass, 70; coach, 65.

BOLTS—Carriage, 3-16 and ¼, 65; 5-16 and ¾, 60; 7-16 and larger, 55; machine, ¾ and under, 60 and 5; 7-16 and over, 55; bolt ends, 52½; sleigh shoe, ¾ and under, 55; 7-16 and over, 45; machine screws, 60; plough bolts, 50; square and hexagon nuts, cases, 2½; small lots, 2½; stove bolts, 70 and 10 per cent.

RIVETS AND BURRS—Iron rivets, 60 and 10; copper: No. 7, 29c; 8, 29½c; 9, 30½c; 10, 31½c; 12, 34c. Copper burrs, No. 7, 39c; 8, 40c; 10, 43c; 12, 46c. Copper rivets and burrs: No. 8, 30½c; 9, 33c per lb.

GREEN WIRE CLOTH—\$1.75 100 sq. ft.

COIL CHAIN—¼, \$7; 3-16, \$5.50; ¾, \$4.90; 7-16 \$4.70; 1, \$4.40; 1½, \$4.20; 2, \$4.05.

SHOVELS—40 and 5 p.c.

HARVEST TOOLS—50. 10 and 5 p.c.

AXE HANDLES—Turned, s.g. hickory, \$3.15; No. 1, \$1.90; 2, \$1.60; octagon, extra, \$2.30; 1, \$1.60.

AXES—Bench, 40 and 5; broad, 5½ to 7½; \$21 per dozen; 7½ to 8½, \$23 per dozen; Royal Oak, per dozen, \$6.25; Maple Leaf, \$8.25; Model, \$8.50; Black Prince, \$7.25; Black Diamond, \$9.25; Standard flint edge, \$8.50; Copper king, \$8.25; Columbian, \$9.50; handled axes, North Star, \$7.75; Black Prince, \$9.25; Standard flint edge, \$10.75; Copper King, \$10.50 per dozen.

AUGER BITS—"Irwin" bits, 47½; other lines, 70 and 10 p.c.

BLOCKS—Steel 35; wood, 60 p.c.

HINGES—Light "T" and strap, 65 p.c.

HOOKS—Brush, heavy, per doz., \$8.75; grass, \$1.70.

FILES—Arcade, 75; Black Diamond, 60; Nicholson's, 62½ per cent.

STOVE PIPES—6-inch, \$9.25; 7-inch, \$10.

BUILDERS' HARDWARE, ETC.—50 per cent.

TINWARE. Etc.—Pressed, retinned, 70; plain, 75 and 2½; pieced, 25; japanned ware, 35; Famous enamelled ware, 50; Imperial, 50 and 10, one coat, 60; Premier, 50; Colonial, 50 and 10; Royal, 60; Victoria, 45; White, 70 and 5; Diamond, 50; Granite, 60 p.c.

GALVANIZED WARE—Pails, 37½ pc. other galvanized lines, 33 1-3 p.c.

SOLDER—21c per lb.

LANTERNS—Cold blast, per doz., \$7; coppered, \$9; dash, \$9.

WRINGERS—Royal Canadian, \$36; B.B., \$40.75 per doz. Churns, 45 and 5.

ROPE—Sisal, 10½; pure manila, 13½c; British manila, 11½c. Lath yarn, 9½c.

BUILDING PAPER—Sunrise, plain, 50c; Surprise, plain, 50c; Lion, plain, 55c; Anchor, plain, 60c; Cyclone, plain, 60c; Victoria, plain 67½c; Triumph, plain, 67½c; Buffalo, plain, 67½c; Anchor, Joliette and Buffalo, tarred, 62½c; Victoria, Triumph and Joliette, tarred, 84c; Cyclone, tarred, 78c; Perfection Sulphite, \$3.75 per 100 lbs.

CORRUGATED IRON AND ROOFING, Etc.—Corrugated iron, 28 gauge, painted, \$3; galvanized, \$4.10; 26, \$3.35 and \$4.35. Pressed standing seamed roofing, 28, \$3.45 and \$4.45. Crimped roofing, 28, painted, \$3.20; galvanized, \$4.30; 26, \$3.55 and \$4.55.

AMMUNITION—Cartridges, rim fire, Canadian, 50; American, 33; pistol sizes, Canadian, 25; American, 5; military, Canadian, 20; American, 10 p.c. advance.

ROSS BROS.

LIMITED

HARDWARE ONLY

Loaded Shells

EDMONTON, ALBERTA

Kynoch
Winchester
Dominion

STOCK COMPLETE

PRICES GUARANTEED

Fire Escapes

Circular Stairs

Coal Chutes and

Ornamental Iron
for Buildings

Are lines which local hardware men should look after. We are pleased at all times to submit tenders on work of this kind.

THE MANITOBA IRON WORKS Limited

WINNIPEG, MAN.

Primers, \$1.55. Loaded shells, English and Canadian makes, 12 gauge, black, soft, \$18; 10, \$22.50; 12, smokeless, chilled, English, \$24; Canadian, \$23; 10, smokeless, chilled, English, \$28; Canadian, \$27. Shot: Drop, per 100 lbs., \$6.25; chilled, \$6.60; buck, \$6.95; 28 ball, \$7.30. Powder, F.F., keg, Hamilton, \$4.75; F.F.G., Dupont's, \$5.

BAR IRON—Bar iron, \$2.30; Swedish iron, \$4.95; sleigh shoe steel, \$2.75; spring steel, \$3.25; machinery steel, \$3.50; tool steel, Black Diamond, 100 lbs., \$9.50; Jessop, \$13.

PIG LEAD—\$5.50. Lead pipe, \$7.

SHEET ZINC—Casks, \$8; broken lots, \$8.50.

COPPER—Planished copper, 20½c per pound; tinned, 26½c.

IRON PIPE—Black pipe, ¼-in., \$2.50; ⅜, \$2.85; ½, \$3.50; ¾, \$4.65; 1, \$6.60; 1¼, \$9.00; 1½, \$10.75; 2, \$14.40; 2½, \$24.40; 3, \$31.50; 3½, \$39.50; 4, \$45.00; 4½, \$52.00; 5, \$58.00; 6, \$75.00. Galvanized: ¼-in., \$3.50; ⅜, \$3.80; ½,

The Derry Oak



A neat low-priced Heater in four sizes.

11, 13, 15, 17.

THE CHEAPEST YET.

Nickel Plated Top Ring and Skirting.
Handsome Urn, Dumping Grate
and Ash Pan.

A LEADER FOR FALL TRADE.

Write for Prices or see our representatives.

Revillon Brothers, Ltd.

Wholesale Hardware
EDMONTON, ALTA.



If you want the **whitest** Lead
—the **finest** Lead—the Lead
with the **longest** life

ORDER

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HOUSE PAINTERS PERFECT

Made with the finest English Carbonate Lead ground in
our own Refined Linseed Oil.

All orders for this Brand shipped same day as received.

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Queen City Water White Oil

GIVES PERFECT LIGHT

FOR SALE BY DEALERS EVERYWHERE

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FOR USE IN SIDE WALL

REGISTERS

FOR USE IN FLOOR

COLD AIR FACES

FOR USE IN SIDE WALL

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REGISTERS

FINISHED IN BLACK, JAPAN,
OXIDIZED OR NICKEL-PLATED

COLD AIR FACES

FINISHED IN BLACK, JAPAN,
OXIDIZED OR NICKEL-PLATED

¶ You cannot afford to buy elsewhere.

¶ Our designs are correct, and our castings are well finished.

¶ Our stock is complete.

¶ Our prices are right. Order now and we will save you money.

¶ We also have a limited quantity of Imperial and Convex Sidewall Registers, finished in Black Japan, Nickel-plate or Oxidized, which we offer at extra special net prices while they last. Ask for stock sheet.

Pease Foundry Co., Ltd.

TORONTO, ONT.

Pease-Waldon Co., Ltd.

WINNIPEG, MAN.

Manufacturers of Furnaces, Combination Heaters, Round and Sectional Boilers for Hot Water or Steam, Registers, &c.

We maintain an engineering department. Ask for our assistance when you have an out-of-the-way heating or ventilating problem to solve.

Plan to Develop Stove Trade

**Know Your Line of Stoves and Advertise Direct to the People You Aim to Sell
A Practical Follow Up Letter Campaign Suggested by Hardware
of New York.**

\$4.25; 3/4, \$5.75; 1, \$8.50; 1 1/4, \$11.50; 1 1/2, \$13.90; 2, \$18.50; 2 1/2, \$30.50.

FITTINGS—Wrought couplings, 55; nipples, 70; classified malleable fittings, 25; malleable bushings, 50; malleable unions, 55 p.c.

GALVANIZED IRON—Apollo 16-gauge, \$4.15; 18 and 20, \$4.40; 22 and 24, \$4.65; 26, \$4.65; 28, \$4.50; 30-gauge or 10 3/4-oz., \$5.20; Queen's Head, 20, \$4.60; 24 and 26, \$4.90; 28, \$5.15.

TIN PLATES—I.C. charcoal 20x28, full box, \$9.50; 1/2 box, \$5; IX full box, \$11.50; 1/2 box, \$6; IXX, full box, \$13.50; 1/2 box, \$7.

TERNE PLATES—I.C. plates, \$9.

CANADA PLATES—Half polish, 6 and 7 inch, \$3.25; 8 inch, \$3.50; full polish, 6 and 7 inch, \$4; 8 inch, \$4.25.

LUBRICATING OILS—600 W. cylinders, 80c; Maple Leaf cylinder, \$1 per gal.; 700 A. cylinder, 75c; Sterling cylinder, 55c; 600 A. cylinder, 50c; Capital cylinder, 59c and 54c; Solar red engine, 32c; Atlantic red engine, 29c; heavy castor, 29c; medium castor, 28c; Ruddy harvester, 30c; standard gas engine oil, 36c; Renown engine oil, 38c.

PETROLEUM AND GASOLINE—Silver Star, in bbls., per gal., 20c; Sunlight, 22c; case, \$2.45; Ecene, gal., 24c; case, \$2.60; Pennline, gal., 25c; Silver Light, 22c; Starlight, 20c; Sterling Light, 24c. Engine gasoline, gal., 24c; f.o.b. Winnipeg, cases, \$2.60.

PAINTS AND OILS—White lead, pure, \$6.50 to \$7.50, according to brand; bladder putty, in bbls., 2 1/2c; in kegs, 2 3/4c; turpentine, barrel lots, 65c. Linseed oil, raw, 62c; boiled oil, 3c per gallon advance on these prices.

EDMONTON MARKETS.

Sept. 18.—Barb wire, \$4 per 100 lbs.; plain twist wire, \$4.25; brt. wire staples, \$4.20; poultry netting, 50 p.c.

HORSESHOES—MRM., \$5.15 base; C horse nails, in 25-lb. boxes, No. 4, \$4.95 per box net. In less quantities than 25-lb boxes add 1c per lb.

WIRE NAILS—\$3.55 base.

SCREWS—Flat head, bright, 85 brass, 75; round head, bright, 75 and 10; brass, 70 p.c.

BOLTS—Carriage, 3-16 and 1/2, 60 p.c.; 5-16 and 3/8, 4-inch and shorter, 55 p.c.; 3/8 (longer than 4-inch), 50 p.c.; 7-16 and up, 45 p.c.; machine, 3/8 and under, 55 p.c.; 7-16 and over, 45 p.c.; plow, 45 and 5 p.c.; stove, 70 p.c.

GREEN WIRE CLOTH—\$1.85 100 sq. feet.

SHOVELS—First grade, \$11.55; fourth grade, \$7.60 per dozen.

HARVEST TOOLS—50-10 p.c.

BRUSH HOOKS—\$9 per dozen.

BIG MOOSE JAW CONTRACT.

The Moose Jaw Hardware Co. recently secured a big heating contract for the new Moose Jaw Collegiate Institute, the amount being \$20,009 on a two year's guarantee. There was very keen competition for this contract and the successful tenderers are to be congratulated on securing such a big order. The specifications call for the Pease-Waldon system of heating, a line for which the Moose Jaw Hardware Co. are agents.

When the stove order has been placed and the stock has been installed, do not be satisfied with merely supplying the demand that locally exists. If you are selling a stove of merit and one that you have confidence in, it is easily possible to create more and new demands for it.

If your stove advertising is bringing people into your store to examine your line of stoves, do not hand them a descriptive letter to read and digest, but show and tell them something about your stoves and why you believe they are better than the stove handled by your competitor.

This naturally brings up the subject of a thorough knowledge of stoves—their adaptability to certain kinds of fuel as well as their merits and superiority over other stove styles and kinds. A customer who has confidence in a store or salesman will accept an opinion regarding the more desirable stove, but the salesman should know how to explain the construction, arrangement and economy in fuel consumption of the stove he is handling and be able to suggest the stove best suited to the requirements of the individual customer.

Much Depends on Draft.

Try to familiarize yourself with the drafts and dampers of the stoves and heaters you are selling. After the stove has been sold and delivered, if the flue is all right, if the operation of the dampers has been properly explained, you will have no trouble. In nine cases out of ten where a stove or heater fails to work satisfactorily, the trouble will be found in the flue or chimney.

There are any number of stoves or heaters made to-day that would not work with satisfaction unless put up properly to a good flue and good fuel used, but in order to secure a uniform heat with an economical expenditure of fuel, the regulation and working of the drafts and dampers should be properly understood.

If you are selling a cooking stove, for instance, there should be no mystery about controlling and properly heating the oven. The oven becomes hot because the heat from the fuel and hot gas that comes in from the fire box are absorbed in the base of the oven as they pass over and around it and are radiated on the other side, or into the oven. Therefore what is needed to secure proper oven heat is a clean fire and draft enough to draw the heat around quickly enough so that most of it is not absorbed by the top of the stove or range and top of the oven before it reaches the bottom of the oven. Ashes allowed to accumulate on top of the oven do not help the baking qualities of the oven any.

In handling a good line of stoves and heaters the number of them that you can sell annually is limited only by your ability and your persistence in pushing sales. Where practicable and the volume of your stove business justifies it, you will find it both satisfactory and profitable to engage a practical stove man. Place him in charge of the repairs and setting up, and hold him responsible for

the correct and proper adjustment of all stove complaints. This will allow you to place a liberal guarantee on your stoves, and then, if for any reason the stove fails to prove just as represented, always make it good at once, without question or quibble. With a good, practical man in charge, a fair and liberal policy in this respect is most profitable, and you will find the expense of upholding your guarantee to be very small indeed, while the increase in sales and satisfied stove customers will be very satisfactory.

Advertising Conditions Change.

Good stove advertising is using the most economical mediums and methods of securing favorable attention to your line of stoves from the people whom you are most anxious to sell. When you are advertising stoves you are striving to increase your trade at the least possible expense, commensurate with the largest amount of legitimate stove profit. You no doubt already have certain methods of advertising to secure these results and no doubt they have in the past proved satisfactory, but conditions continually change and many advertisers at the present time find that methods which have previously been quite successful are not now bringing the results they should or used to.

Under the existing condition of finances, the farmer's trade is the trade worth going after. The average farmer has more actual cash within reach at the present time than any one class of citizens. The farmer, as a buying unit, is a tremendous force in the proposition of stoves. The best and least expensive way to reach him is, I believe, through the mails, with a series of good, persistent, continuous, follow-up letters.

For the small business in a large town or whenever business is confined to what may be called a neighborhood trade, it is nearly always possible to compile at a small expense a list of good names covering practically all the possible customers within the radius that can be served to advantage and by good, direct follow-up letters, circulars, etc., avoid the waste of circulation outside that radius, which is bound to occur with newspaper advertising under these conditions. On the other hand, if your business is in a small town or rural community covered by a good local paper, it will be well to supplement your circularizing with newspaper publicity. Here are some suggestions for circular letters:

First Letter.

Dear Sir—We want you to read the enclosed pamphlet, because you will find it a most valuable assistant in enabling you to make a satisfactory heating stove selection.

A — stove in many respects is like a first-class sewing machine in that it should last a lifetime.

The booklet enclosed will show you the false economy of buying a cheap, poorly made stove—one that will cost you money in fuel and repairs—that

Condensed or "Want" Ads.

AGENTS WANTED.

This is the problem of many manufacturers who are anxious to get a foothold in Western Canada. It will be easily solved if **HARDWARE AND METAL** is given the opportunity to solve it.

WANTED in every town and village, a representative to take charge of the circulation of our various publications:—Hardware and Metal, Canadian Grocer, Financial Post, Plumber and Steamfitter, Dry Goods Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery, and Busy Man's Magazine. Good financial standing and business connection a strong recommendation. Just the position for a retired business man for his spare time. The MacLean Publishing Company, Limited, Toronto.

SITUATIONS WANTED.

Travellers, clerks, or tinsmiths, wishing to secure new positions, can engage the attention of the largest number of employers in their respective lines, by giving full particulars as to qualifications, etc., under "Situations Vacant."

SITUATION WANTED as assistant bookkeeper or clerk by young man with five years' experience in hardware trade in Ireland. Has been in Canada five months. Best of references. John Molloy, 30 3/2 King Street West, Toronto. (40f)

YOUNG MAN, six years experience, wants permanent position as hardware clerk in good live town of 2000 or over. All references as being good stock keeper and salesman. Apply Box 739, **HARDWARE AND METAL**, Toronto.

HARDWARE CLERK, with twelve years' experience, desires position. Best references. C. J. Dobie, Box 152, Ingersoll. (39)

HARDWARE CLERK, age 32, at present engaged in Vancouver, desires change. B.C. preferred. First class references. Box 40, **HARDWARE AND METAL**, Winnipeg, Man.

HARDWARE MAN, twelve years' experience, wants situation. Travelling west of Winnipeg preferred. Excellent references. Benson, Box 1576, Edmonton, Alta.

WANTED—A position in office of hardware store by a thoroughly experienced hardware man who is recovering from an accident to his hip. Later on would be first class man in the store. Single, first class references. Address Box No. 747, **HARDWARE AND METAL**, Toronto. (40)

BOOKS FOR HARDWARE MERCHANTS

HARDWARE WINDOW DRESSING—This book, just off the press, contains 256 pages (8x11 inches) and over 200 illustrations with full working descriptions. Every display is the work of an expert. It illustrates and explains how hardware windows may be dressed to sell goods. Price \$2.50 postpaid.

HARDWARE STORE BUSINESS METHODS—Forty subjects of the greatest interest and value to hardware merchants are discussed, including Rules and Regulations for the Store, Good Buying, Stock Taking, Collecting Accounts, Changing a Credit into a Cash Business, Starting in Business, Profit Figuring System. Price \$1.00, postpaid.

HOW TO MIX PAINTS—This treatise, prepared for the practical painter, shows not only how to mix paints but how to match a given color. Contents include Mixing and Straining Paints, Brushes, Tints and Shades, Color and Harmony, etc. Price 50 cents, postpaid.

SALES PLANS—This book is a collection of 333 successful plans that have been used by retail merchants to get more business. These include Special Sales, Getting Holiday Business, Co-operative Advertising, Money-Making Ideas, Contests, etc. Price \$2.50, postpaid. MacLean Publishing Co., Technica Book Dept., 10 Front Street E., Toronto.

TO ALGER BIT MANUFACTURERS—A company with new ideas in the manufacture of auger bits desires to purchase a controlling or entire interest in an established auger bit company. Parties having such an interest for sale are requested to state location, age, description, condition, capacity and value of plant, naming lowest cash price. Only such considered. Address "New Ideas," care Hardware and Metal, Toronto. 38



A Letter to Sherwin-Williams Agents on the Fall Campaign

This is the Brighten Up Campaign. It's the campaign bringing out our line of Brighten Up Finishes—the new idea in selling shelf goods which promises to be by far the most successful one ever employed.

The Brighten Up Finish idea, in brief, is this: We have taken the Sherwin-Williams Products, which are mostly used by the householder for "brightening up" about the house, such as S-W. Family Paint, Varnish Stain, Enamel, Bath Enamel, Porch and Lawn Furniture Enamel, Radiator Enamel, Screen Enamel, Stove Pipe and Iron Enamel, Aluminum Paint, Gold Paint, Flat Black Finish, and Durable Household Varnish, and placed them in one large line under one name and label—

S-W. Brighten Up Finishes

The Brighten Up Finish idea makes it easier to sell these goods. Brighten Up Finishes will be extensively advertised in the leading magazines as well as by our strong system of direct advertising. There is splendid profit in these goods and you should push them hard now and get the full benefit of our promoting work.



THE SHERWIN-WILLIAMS CO.
LARGEST PAINT AND VARNISH MAKERS IN THE WORLD.
Canadian Headquarters and Plants: 639 Centre St., Montreal, Que.
Warehouses: 86 York St., Toronto, and Winnipeg, Man.



P. S.—If you are not an S-W. Agent write us for full particulars regarding Brighten Up Finishes.

SITUATIONS VACANT.

WANTED—An experienced book-keeper, one with a good knowledge of hardware preferred. Apply, stating salary, etc., to the Latford Hardware Co., Latford, Ont. (38)

MISCELLANEOUS

ADDING TYPEWRITERS write, add or subtract in one operation. Elliott Fisher, Limited, 129 Bay Street, Toronto.

650,000—Not one of the 650,000 retail merchants who have bought a National Cash Register would think of doing business without it. The National Cash Register Co., F. E. Mutton, Canadian Manager, 129 West King Street Toronto, Ont.

BUSINESS CHANCES

FOR SALE—Hardware, Stove and Tinware Business, plumbing, heating, tinsmithing and roofing in connection. Established fourteen years. One of the best manufacturing towns in Ontario; population 6000. Good clean stock of about \$9000. Could give possession at once. Box 742, **HARDWARE AND METAL**, Toronto. (38)

HARDWARE BUSINESS in good location in Toronto for sale. Stock about \$1,000. Satisfactory reasons for selling. Box 745, **HARDWARE AND METAL**. [39]

PARTNER WANTED One who is thoroughly versed in the hardware business, and preferably one with considerable knowledge of tinsmithing, plumbing, steamfitting, etc. Would need to have from \$2000 to \$3000 in cash. Business well established, town of 2000 in sunny Alberta. Would consider selling outright to buyer with \$5000 to \$7000. Write for full particulars to "Owner," Box 746, **HARDWARE AND METAL**, Toronto. [38]

LITHOGRAPHY

HIGH CLASS COLOR WORK; Commercial Stationery, Posters. The Hough Lithographing Co. Limited, Office—No. 3 Jarvis St., Toronto, Telephone, Main 1576. Art. Good Workmanship; Business Methods.

Hardware Business For Sale.

Good opening for a man with knowledge of tinsmith and implement trade. Tin, Stove and Granite Ware, Wire Fencing, Farm Implements, etc. Call, write or wire for particulars, Box 174, South River. (39)

BUSINESS OPPORTUNITY

Partner wanted to invest about \$5,000 in the leading hardware business in one of the most prosperous towns in Manitoba. There are three partners in the business now, but two wish to retire to attend to other interests. The third is an experienced hardware man who has not sufficient capital to buy the business himself. Annual turn-over \$40,000 on stock of \$11,000 to \$12,000. Store building, two years old, can be bought on easy terms. Can give best of references from wholesale houses as to volume of business done.

This is a splendid opportunity for the right man.

Fuller particulars on application.

BOX 2, HARDWARE AND METAL
WINNIPEG, MAN.

will cost you an endless amount of worry—that will not heat or draw properly.

This booklet will also tell you why it will pay you to buy a well made, durable —, a stove that will give you every possible satisfaction—that will save you money, save you fuel, repairs, worry, etc., etc.

If, after reading this booklet, you would then like to see and thoroughly examine the —, we shall be glad to have you come in and see us. We want to show you just how we verify every statement we make about our stoves. You can assure yourself positively that every —, is exactly as represented, that it is made of the very best materials, in the most workmanlike manner, that it will be a convenience, as well as a necessity, in your home.

We also want you to take note and remember that each —, is accompanied by a written guarantee for all time. No matter how long you have had the —, it will always prove satisfactory. We are not in the stove business for a day, but for all time to come. We give the best stove value in the country, simply because we want to sell your friends and neighbors, and that we could not do if we did not know that the — is the best stove of its kind on the market to-day.

We are entirely content to leave the buying decision entirely in your hands. Once you have thoroughly investigated the stove situation, read our literature and have seen the — themselves, we feel sure you will become more convinced of all the strong claims we make for them.

Yours truly,

Personal Interest in Customers.

A good follow-up does more, a great deal more, than merely sell stoves. It keeps your customers and prospective customers alive to the fact that you are taking a personal interest in them, and if carefully and thoroughly prepared, will result in bringing people constantly into your store who otherwise would call or come infrequently, if they came at all.

Second Letter.

Dear Sir—The proof of a stove is in its heating qualities, but back of its merits as a heater is the material of which it is made and the skill and experience with which that material is used for long service and wear.

— heaters are good heaters, because primarily the material used in the construction is the best that money can buy, and the years of experience and skill of their designers and makers represent the highest development of the stove-maker's art.

If it were possible to sell better heaters, we would handle them. No other heater is subjected to the test and wear and heating under such adverse conditions as the — must experience before reaching your hands. No other maker of heaters is willing that his product should be subjected to such tests.

The — heaters cost more to make than other makes, selling for the same price; but we believe that we are more than repaid by the knowledge that — QUALITY means all that is best in modern heating stove making.

The — heaters are heaters for everyday use; they are built to stand all the wear and tear and fire you may wish to give them. We want you to be

entirely selfish in this matter and purchase a — solely upon its merits and value to you. Let the heater prove itself; we will back it up with an iron-clad guarantee, and your money is always ready if the heater fails to prove in every way satisfactory.

Suppose you drop in and examine the — for yourself to-day.

Yours truly,

Can't See Them All.

I know the average hardwareman looks on advertising as a mysterious something, quite apart from ordinary business. But let us look at it with open eyes and see. Advertising means telling your public just what you can do for them. Could anything be more direct, more obvious, more reasonable? Really, when you come to think about it, how can you expect Ray Brown, who lives some miles from your store, to hear of your good stoves unless you do tell him about them? And for quick, immediate returns, could anything be better or more forceful than a strong series of follow-up letters? Personal solicitation would be better—yes, but you would be very old and very tired before you got very far down the road with your stove story and your other business would become very much run down at the heel.

Third Letter.

Dear Sir—The important and vital features of our — hot blast heater for burning hard and soft coal are as follows:

Body—Wellsville polished blue steel. Requires no blacking.

Construction—Air-tight. Holds fire for twenty-four hours.

Fire Door—Ornamental, with six mica openings.

Fire Pot—Double height and extra heavy.

Feed Door—In front of top. Alaska handle.

The — has two screw drafts, large ash pan, draw centre and shaking grate, front rails, independent base. The operation of the — is simplicity itself. Fresh air is admitted to fire through upper screw draft and hot blast tube from top. This fresh air, meeting with gas and smoke from fire, burns as so much extra fuel.

We urge you to come and see us and learn why the — is the most economical and efficient heater made.

An early call will save you money.

Yours truly,

Fourth Letter.

Dear Sir—The — will hold fire for twenty-four hours.

The — is so constructed that there is no waste fuel; it burns and converts into actual heat every ounce of coal and every bit of wood. There is no waste. Not only does it economize your fuel bills, but it gives greater heating power than any other heating stove made.

Start a fire in the — and it will be roaring in five minutes. The perfect system of dampers enables you to control the heat, and we guarantee the — will hold fire for twenty-four hours.

Why not give us a call and see the — for yourself? We can tell you just what you want to know about correct house-heating.

When you buy the — if it is not as represented or if you do not find it

the most satisfactory and economical heater you have ever used, you may send it right back; you are under no obligations to keep it unless we fully please and satisfy you.

That's a fair proposition, isn't it? At least we think so, and we want you to take us up on this offer.

Will you call and look at our large line of — heaters to-day?

Yours truly,

Win Confidence of Customers.

In order to get the best results, your advertising should be honest and sound and ring true. If you will stop to consider you can readily see that the basis of all profitable and growing business rests upon confidence. If you, as a hardware dealer, enjoy the confidence of the public; if the people believe in you and your advertising statements; if they believe the spoken words of your clerks, the battle of building up a growing stove business is half won. Confidence is the basis of trade and of business all the way through. It is the foundation of our banking relations; it is the moral fibre of the whole commercial fabric. This is true alike with an institution as well as an individual. The retail hardware clerk who gains the confidence of the customer, makes the customer the first link of an endless chain to bring more. A hardware store whose every clerk realizes this truth and utilizes it becomes a great magnet that draws trade and builds business, and the same is true of every branch of the hardware business, whether it be selling stoves, tools or a pound of nails.

P. J. Mullin, a partner in the Pigeon Lake Sawmill Company, Millet, Alta., announces that he and some capitalists associated with him are working on a project to establish a million dollar pulp factory in Edmonton, which would employ 700 men. Abundant raw material Mr. Mullin claims, is right at hand. If the river could be harnessed, he thinks that the plant could be established on a sound basis.

WHERE TRAVELERS STOP.

Good hotel accommodation makes the life of the traveler on the road for weeks much more "like at home." Ottawa has a number of fine hotels, but for easy, home-like rooms, excellence of cuisine, and attentive politeness of the attendants, none can surpass, and few equal, the Hotel Cecil. Walter B. Walby is the proprietor of this hotel for commercial men, and he has endeavored to make it perfect from the standpoint of the man with the grip. That he is succeeding in his efforts is evidenced by the increasing number of travelers stopping at the Cecil, and still further by the good words all have for the Cecil who have stopped there. Being up-to-date in every particular, running water in the rooms, rooms with bath, electric light, etc., and being centrally located, it appeals to the business man every time. Mr. Walby's many friends who knew him during his seventeen years at the Grand Union, will be pleased to learn of his success.—Advt.

INGOT

ANTIMONY
COPPER
LEAD
ZINC
TIN

IN STOCK

A. C. LESLIE & CO.,
LIMITED
MONTREAL

Sticks Everything, But is not Sticky

sounds like a paradox, but it's not, it applies to CAEMENTIUM, the greatest ADHESIVE ever discovered. It is a LIQUID PORCELAIN not a FISH GLUE.

It is unaffected by HEAT, DRYNESS, MOISTURE and ACIDS. Where workers have to affix GLASS, PORCELAIN or METAL this adhesive is unsurpassed.

Electricians will ask for it. Plumbers and Automobile Men will want it. Why not stock this need?

IT MEANS MONEY TO YOU ALSO.
WHY NOT BE OUR AGENT?

DILLONS LTD., 455 St. Paul Street
MONTREAL

Write to-day, we need you and you need us.

IVER JOHNSON

SAFETY AUTOMATIC
REVOLVER



We point to the difference between the positively and absolutely safe Iver Johnson Safety Automatic Revolver and the imitation near-safeties. They have some device added to them to make them near-safe. The safety feature of the Iver Johnson Safety is the firing mechanism itself—not some spring or button device to pull or press. That is why you can, in perfect safety—*not* near-safety—kick it, cuff it, knock it, or

HAMMER THE HAMMER

Our advertising has made "Hammer the Hammer" a familiar phrase. Be sure of the Owl's Head on the grip and our name on the barrel. Our guarantee stands back of them.

These are not premium goods. They are sold straight. ADVERTISED in all the big magazines and sportsmen's periodicals, but never sold by mail where a dealer will supply the demand.

Send for Dealer's Catalogue or order from your jobber.

IVER JOHNSON'S ARMS & CYCLE WORKS

330 River Street, Fitchburg, Mass.

Pacific Coast Branch: Phil. B. Bekeart Co., San Francisco, Cal.

IVER JOHNSON SINGLE BARREL SHOTGUNS AND TRUSS BRIDGE BICYCLES



Hammer the Hammer

THE "JAXON" LAMP BRACKET

Patented July 26, 1898

The only cheap bracket lamp that can easily be hung upon the wall without looking behind the reflector.

Reflector is moveable, permitting light to be thrown in various directions. The safe lamp fount is held secure by the spring of the wire. Finished in bright lustre.

JAXON BRACKETS and bright tin reflectors, without founts, burners or chimneys, 85c. per dozen, retail.

JAXON BRACKETS and reflectors, with founts, \$1.20 per dozen.

This lamp takes a "B" burner and chimney.

Founts shipped six dozen in package. No charge for packages.

E. T. WRIGHT & CO. - **HAMILTON**

When writing advertisers kindly mention having seen the advertisement in this paper.

SHOT

Get the best, specify "M.R.M."

The Montreal Rolling Mills Co.

BUILDING AND INDUSTRIAL NEWS

For additional items see the correspondence pages. Information is solicited regarding building and industrial news, the incorporation of companies, establishment or enlargement of mills, factories or foundries, municipal water works and sewerage systems, railway or mining news, etc

Industrial Development.

A 125-barrel mill is to be erected at Aberdeen, Sask.

The M.C.R. is increasing its mechanical staff at St. Thomas.

The C.P.R. Angus shops are turning out 25 cars a day at present.

The Rogers Fruit Co., Saskatoon, is putting up a new warehouse there.

A large copper deposit has been found at Black Bay, near Port Arthur.

Bannerman & Horne are erecting a large grain and hay storage house at Victoria.

The Dominion Iron and Steel Co. has earned during the past three years \$6,270,000.

The Saskatchewan Lumber Co. is opening a large lumber yard at Aberdeen, Sask.

The Canada Furniture Mfg. Co. started work in its branch factory at Woodstock last week.

Chris. Oliver, Galt, has the contract for erecting the Lowden Mfg. Co.'s new furniture factory at Guelph.

A British Columbia syndicate has uncovered five miles of hematite iron ore near Sturgeon Lake, northwest of Port Arthur.

A new enterprise, known as the Colonial Coal Co., of Nova Scotia, with a capital of \$500,000, has been formed to operate coal areas at Little Bras d'Or, Cape Breton.

M. J. Aerar, president of the Northern Engineering and Supply Co., Fort William, is authority for the statement that "some of the largest implement manufacturing firms in the United States are contemplating the establishment of branches there."

Building Notes.

A new \$75,000 jail is suggested for Hamilton.

A Catholic college is proposed to be built at Regina.

A new \$4,000 school will be built at Aberdeen, Sask.

J. C. Dietrich, Galt, will erect a business block there.

Stratford's new Normal School is nearly completed.

St. Mary's new \$33,000 school at Regina is nearly completed.

It has been decided to enlarge the Hamilton Collegiate Institute.

The Chinese of Victoria will erect a three-storey school at that city.

A \$4,000 addition is proposed to be erected to the Burford, Ont., school.

J. G. Morgan will erect the \$1,200 temporary High School building at Yorkton.

A new vaudeville theatre, estimated to cost \$45,000, is to be erected at Toronto.

Building permits at Fort William up to Sept. 1, this year, amount to \$1,230,000.

The Royal Trust Co., Vancouver, will erect five houses at Fairview at a cost of \$15,000.

The Ottawa Government has voted \$5,000 towards the erection of a post office building at Souris.

Smith Bros. & Wilson were awarded a \$30,225 contract for the erection of a new fire hall at Lethbridge.

The Concrete Engineering & Construction Co., Vancouver, is building a \$13,000 block at New Westminster for A. L. Lavery.

The contract for the magazine for the Militia Department, Toronto, was awarded to Anders Jordal, the price being \$3,500.

Plans have been prepared by Dowler & Michie, Calgary, for a \$3,000 bungalow for R. S. Whaley and for a \$4,500 residence for C. P. McQueen.

The B. C. Provincial authorities will secure plans for the erection of a new jail to replace the building recently destroyed by fire at Ladysmith.

Plans are completed for the new hospital to be erected in Bayswater (Ottawa), for the Anti-Tuberculosis Society, at an estimated cost of \$32,000.

Recent building permits at Hamilton include C. Roach, two houses, \$2,000; F. J. Rastrick & Sons, addition to store, \$3,000; P. McBeath, stable, \$350.

Davenport Road Presbyterians and Queen Street East Presbyterians will erect new churches in Toronto. The former will spend \$25,000, and the latter \$16,000.

Oullet & Levesque, Quebec, have prepared plans for a two-storey clubhouse to be erected at Fraserville, Que., for the Circle de Fraserville, at an estimated cost of \$12,000.

W. A. Irish, Winnipeg, will build a wholesale warehouse at Fernie, B.C., for the A. Macdonald Company, and also a warehouse at the same place for the Crow's Nest Trading Co.

The Building and Grounds Committee are getting estimates for the cost of erecting a new Collegiate Institute at Brantford. It is proposed to erect a sixteen-room building with an annex of at least five rooms.

The following permits were issued recently at Vancouver. Vancouver School Board, addition to Kitsalano School, \$11,000; J. Oben, bakery, \$5,800; R. Goldberg, \$225; R. F. Harris, \$900; Dr. Powell, repairs to Inns of Court block, \$2,000; J. Jasper, \$2,000; J. Stanley, \$3,000; Capt. Bailey, \$1,800; W. S. Kales, \$1,200.

Municipal Undertakings.

Thorold's new waterworks system is almost completed.

It has been decided to go ahead with the construction of the Duke Street sewer, Preston.

A successful test was made of the fire pressure with Montcalm's (Que.) new waterworks system.

Bowmanville, Ont., is suffering from lack of a waterworks system.

It is stated that tenders for a new waterworks system at Kelowna, B.C., will shortly be called for.

The construction of Cambridge Street sewer, Guelph, has been commenced, and the work on the septic tank is being pushed.

The contract for laying the 12-inch intake pipe at Portage la Prairie has been awarded to Holmes & Kirkmond, at \$3,630.

T. H. Tracy, Vancouver, has been retained to make surveys for a permanent water supply for Nanaimo, B.C., at an estimated cost of \$100,000.

Tenders have just been taken by J. S. Floyd for sewer construction on Oak Bay Avenue, Hampshire Road and Saratoga Avenue, Oak Bay, B.C.

The work of laying the water mains at Palmerston will soon be completed, and fair progress is being made with the installation of the other parts of the waterworks system.

Work has been commenced on the laying of the submarine water main across the Second Narrows at Vancouver. This is to be the connecting link between the Seymour Creek water system on the north side of the inlet and the distribution system now installed throughout the city.

Contracts for water mains were let by the Toronto Board of Control to J. H. McKnight & Co., at \$5,143.25 for laying a 16-inch main from Dufferin Street to city limit; John Maguire to lay a 20-inch main from St. George to Dufferin Street for \$10,000; A. W. Godson & Co. to lay 20-inch mains from Bathurst Street to Earnbridge Street, at \$10,662.30, and from Earnbridge Street to Roncesvalles Avenue for \$7,137.20.

Companies Incorporated.

Halton Oil & Gas Co., Milton; capital, \$40,000; to treat ores, metals and minerals. Provisional directors, J. H. Shields, W. G. Young, A. E. Guidal, S. E. Brandon, P. S. Kennedy, N. McLaughlin and M. Crewson, all of Milton.

The Dominion Hammock Mfg. Co., Dunnville, Ont.; capital, \$40,000; to manufacture hammocks, textile goods and fabrics. Provisional directors, J. Camelford, A. Camelford and T. Camelford, all of Dunnville.

Marier & Tremblay, Quebec; capital, \$48,000; to carry on painting, decorating and house furnishing business. Provisional directors, J. A. Marier, N. Pelchat, J. T. Marier, J. E. Marier, L. Marier and Marie D. Tremblay, all of Quebec.

The C. R. Willmott Co., Milton; capital, \$200,000; to manufacture agricultural implements and machinery, stoves, general hardware and plumbers' and gas-fitters' supplies. Provisional directors, G. Noble, C. R. Willmott and Geo. T. Pepall, all of Toronto.

The Canadian Lead Mining & Smelting Co., Kingston; capital, \$400,000; to crush, treat and smelt ores, metals and minerals. Provisional directors, W. G. Parmelee, Ottawa; R. Crawford, G. A. McGowan, L. L. Henderson and E. J. B. Pense, Kingston.

Oxford Oil & Gas Co., Brantford; capital, \$250,000; to carry on the gas and production business of J. R. Howey at Innerkip, and to manufacture gas, oil and petroleum. Provisional directors, J. R. Howey, A. L. McPherson, J. Young, R. McIntosh and W. T. McMullen, all of Brantford.

News of the Paint Trade

ORIGIN OF PETROLEUM.

Considered merely as a puzzle, the ancient query as to how the milk got into the coconut is altogether outdone by the problem of the origin of petroleum. Not long ago Professor Engler, who is the official adviser to the German Government on the subject of mineral oils, took a quantity of ordinary fish oil and by distilling it under pressure converted it into petroleum. The experiment attracted a great deal of attention—though, as a matter of fact, the same thing was done twenty years ago in the United States by two chemists named Warren and Storer, who afterward sold the stuff as petroleum by the barrel.

Now, Engler was inclined to accept the result of his experiment as proof of the correctness of the old theory that petroleum was derived from vast accumulations of the remains of fishes and other ancient animals. It is a belief, however, from which scientific students of such matters are beginning to break away, many reasons being found for assuming that the precious fluid was actually evolved by chemical processes in the bowels of the earth, from which it has gradually leaked through the rocky strata toward the surface.

Supposing this to be true, it is vastly important, if only because it may be reasonably inferred that the process is still going on. If it is still going on, there is less reason to fear an early exhaustion of the supply, inasmuch as the latter is being replaced to some extent by fresh contributions from the depths. At the same time it is by no means to be supposed that the replacement is anything like equal to the present consumption. It must, indeed, be comparatively slow, and, at the present rate of use, our deposits of mineral oil in this country must of necessity give out before very long.

In order to grasp the new theory it is necessary to understand just what the chemists mean when they speak of a "carbide." A carbide is merely a combination of carbon with a metal. Thus there may be many kinds of carbides, and in the deeper strata of the earth's crust are doubtless immense quantities of them. When water comes into contact with a carbide something is sure to happen. If it is carbide of calcium, acetylene gas is formed. But, when water is mixed with certain other carbides, such as carbide of aluminum, a fluid "hydrocarbon" is the result—in other words, petroleum.

Rain, falling upon the earth, finds its way down to great depths. The rocks of the earth's crust are full of water, which where it chances to come into contact with certain mineral substances, such as carbide of aluminum, forms petroleum. Such, at all events, is the new theory. Incidentally to the process, heat is developed, which causes the petroleum to move upward toward the surface, leaking through the strata of

If you want to stock the VARNISH that will bring customers back to your store for more VARNISH, and tell their friends where to get good VARNISH, that VARNISH is undoubtedly

Elastilite Varnish

For Outside or Inside Use

In Tins only, $\frac{1}{2}$ Pint to 1 Gallon.

Manufactured only by

The Imperial Varnish & Color Co.

LIMITED

TORONTO, CANADA.

Stocks at

VANCOUVER, B.C. IMPERIAL VARNISH & COLOR CO. Ltd. 542 Beatty St.
WINNIPEG, MAN., c/o MASON & HICKEY, 108 Princess St.

the rocks and depositing in them various of its impurities.

One of the oddest things about petroleum is the way it has of diffusing itself. Fill a lamp ever so carefully, yet there will soon be a film of oil all over the outside of the vessel. It seems never to be willing to stay in one place, as it were. Thanks to this characteristic, it readily finds its way through the strata of the rocks, and, eventually reaching the surface, evaporates. Thus it is probable that the mineral oil anciently formed in the depths of the earth was long ago dissipated and lost in the atmosphere, and that the petroleum now existing is of comparatively recent origin.

GLASS BRICK FACTORY.

Glass brick is one of the newest forms of industrial activity. A plant for making such brick has recently been established near Connellsville, Pa. This brick will be used as a substitute for enamel brick. The brick, which will be made from a white opalescent glass, have been approved by a number of prominent architects and engineers to whom samples were submitted. In construction they are hollow, and have receding ends. The main objects of their peculiar form are that they can be laid either hollow or cement filled as desired. It is said they reduce the weight of the wall without reducing its strength, and the tendency to slip is overcome by the form, as the receding ends and concave surfaces when filled with cement become an integral part of the wall.

TALK PAINT NOW.

The resorters are back from their vacations. For two months they have disregarded thoughts of home, but now once again at the old surroundings, it is home and home alone which occupies their minds. For the next two months they will be busy recuperating the house from its two months' lapse into dust and uncleanness. For the next two months they will be busy putting it into a shape of comfort and attractiveness so they can then settle down and hibernate for the winter. With these thoughts of the home in mind, now is your fitting time to talk paint. It is necessary that the outside be prepared to withstand the winter blasts. It is a saving of the wood and no harm done the paint. Then, again, how much more comfortable is a house with its woodwork and floors resplendent, its walls clean and the furniture glistening! They are preparing for comfort, they desire it, offer your services to help them. Now is the time to catch those who postponed their spring repairs because of the thought that they would soon be going away. Get a line on those that have just returned and induce them to "brush up."

The wise barn owner always paints his barn in the fall. Those that do not you must make wise. Winter is the time the barn suffers. The life of a barn is shortened one-half by a poorly protected barn going through a severe winter. Keep after those that take pride in their barns; they are well aware of the advantages of paint.

PAINT AND OIL MARKETS

MONTREAL.

September 18.—Business is gradually growing, very favorable weather having been experienced for some time for painting purposes. The much brighter feeling is reflected in the larger shipments which are now being made, and while the bulk may not be up to the general average, it is expected that September will show a fair turnover.

Contrary to white lead, red lead is somewhat easier in price, but turpentine and linseed oil are unchanged.

TURPENTINE—There is no change to note in turpentine. The downward course of the article seems to be checked for a time. A moderate inquiry only exists, however, and stocks are ample to meet any ordinary demand. We continue to quote turpentine 54c. for single barrels.

LINSEED OIL—The market keeps very steady and a fair consumptive business is being done both by crushers and jobbers. We continue to quote: Raw, 1 to 4 barrels, 50c; 5 to 9 barrels, 49c; boiled, 1 to 4 barrels, 53c; 5 to 9 barrels, 52c.

GROUND WHITE LEAD—As we noted last week, a stronger feeling exists in ground white lead, and prices on many individual lines have been increased. For round lots, however, quotations remain the same, Government Standard being still at \$5.50, No. 1, \$5.15. These quotations are strictly f.o.b. Montreal.

RED LEAD—Red lead is inclined to be sluggish, the absence of any large construction work having a somewhat depressing effect. With stocks ample, prices have slightly given way despite the support of ground white lead. We now quote: Genuine red lead, in casks, \$4.50; in 100-lb. kegs, \$5; in less quantities, at \$6.00 per 100 lbs.; No. 1 red lead, casks, \$4.00; kegs, \$4.50, and smaller quantities, \$5.50.

COLORS—Chrome yellows, vermilion and golden ochres have all experienced stimulation, the weather conditions favoring a free use of colors and of paints. Prices remain the same.

VARNISHES—The improvement in the demand noted the last two or three weeks continues. Stocks are ample, owing to the quiet Summer, but with the stimulation in demand, prices generally are unchanged. The call for the better class carriage and piano varnish is very good.

WHITE ZINC—This line is unchanged in price. The market is without feature: V.M. Red Seal, 7½c; Red Seal, 7c; French V.M., 6c; Lehig, 5c; white zinc, ground in oil, pure, 8½; No. 1, 7c; No. 2, 5½c.

PUTTY—The demand has slackened a little and some cutting has resulted but the popular brands are held firmly in price. We continue to quote: Pure linseed oil putty, bulk, 800-lb. cask, \$1.75; in 25-lb. iron drums, \$2.05; in 25-lb. tins (3 in a case), \$2.15; bladder putty, in barrels, \$1.95.

TORONTO.

Toronto, Sept. 18.—Business is improving, quite a noticeable change having come over the market this week. The many hardware and paint men who visited the city during the Exhibition

weeks no doubt were induced to buy when they saw the evidences of improvement in their own and other lines in the city. Travelers went on the road again on Monday and while it is yet a little early to speak of the efforts they may make jobbers are satisfied that the country merchants will be a close second to the city hardware and paint men in the placing of orders.

The city trade is better than for some months past, and the trade are looking forward to gradually improved conditions. Prices generally remain unchanged from last week though a 25c jump upward is noted in white lead.

Linseed Oil—Stocks of flaxseed are quite large and there does not appear to be anything on the horizon to lead one to expect a change in price in the immediate future. Jobbers continue to say prices should be firmer, and that is undoubtedly true. Raw, 53c, and boiled, 56c remain the quotations, though no very great trading is being done. Large quantities may be had at a lower figure, but there are very few buyers taking large stocks just now.

TURPENTINE—Single barrels, 56c and one cent less for larger quantities are the quotations on this line, which are the figures prevailing a week ago. Reports from the south continue to say business is firming up, but locally no difference is noted. Stocks are moving regularly though not in any large quantity.

WHITE LEAD—A firmer tone is noted in this line, and quotations have increased about 25c for the various grades in less than one ton lots. Prices are now \$6.25 for genuine; \$6 for decorators and \$5.65 for No. 1. Genuine red lead is unchanged in price at \$4.50 in cask lots and both lines are pretty fair sellers.

GLASS AND PUTTY—While no rush is noticeable these lines are improving even on the improved conditions of the past several weeks. Double-thick plate has declined a little; in fact, all plate lines are lower than this time last year. Window glass, however, remains pretty firm. Standard putty remains at \$1.65 for bulk, and \$1.90 for bladders in barrels; special is at \$1.45 and \$1.70, and pure linseed oil putty is quoted at \$1.80 and \$2.05.

STAINS AND VARNISHES—Good trading is going on and prices are satisfactory all round. Pure orange shellac is at \$1.95 and pure white is at \$2, which were the quotations prevailing last week.

PETROLEUM—With the longer evenings all lines are becoming brisker in demand. Supplies are free, and prices are unchanged.

Women tog up for two reasons—to catch the eyes of men and to make other women envious.

They
will surely
do business
with you

If
you sell
“ENGLISH”
Liquid
Paints

BRANDRAM-HENDERSON,
LIMITED

Montreal

Halifax

St. John

Winnipeg

Marshall-Wells Co., Winnipeg

Distributors for Western Canada

Here's An Opportunity !

Pretty soon housewives will begin Fall house-cleaning. Consequently the man who pushes

M U R E S C O T O T H E F R O N T

is going to have some increased business. That Muresco is the best water-color wall finish on the market is indicated by the fact that sales have increased considerably more than 60 per cent. this year. Painters and Decorators prefer it to all others ; it is as effective for large jobs as small. If you are not handling Muresco you are losing a lot of business that ought to be yours.

COLOR CARDS AND PRICES ON REQUEST

Benjamin Moore & Co., Limited

New Office and Works : West Toronto, Canada.

New York, Chicago, Cleveland, Carteret, N. J.

If you are not handling Trip-L-Body White write us for price and sample. It is superior to white lead in every way

Are You Awake?

Don't let competition catch you asleep at the switch on the paint proposition, Mr. Dealer. Don't be satisfied with what trade straggles into your store. Be a live one and make a robust bid for the bulk of the business in your town. Why not? There's a way to get it. Get a paint you can enthuse over, and then make a noise that will wake up every paint consumer in your community. Show them the money-saving advantage of using a better paint. We'll help you convince them that

Martin-Senour 100 Percent Pure Paint

is the paint they ought to use. It is noticeably so much better than other paints that customers once using it become audible advertisements for the dealer who supplied them. They talk out loud for **Martin-Senour Paint**. The neighbors hear the story and see the evidence with their own eyes—that starts them too to the dealer's store, and the good work and the good news spreads.

If you want to be the liveliest paint man in your town our plan for turning the paint trade your way will interest you. Write for it today.

The MARTIN-SENOUR CO., LTD.

Pioneers of Pure Paint

MONTREAL

CHICAGO

The Winnipeg Paint &
Glass Co., Ltd.,
Winnipeg

The Maritime Paint &
Varnish Co., Ltd.,
Halifax, N. S.



CONDUCTING A PAINT CAMPAIGN.

The Paint, Oil and Drug Review has been helping the paint merchant with some suggestions as to how to conduct a strong fall paint campaign. Some good sensible letters for the dealer to send out are printed, of which the following two are examples:

Dear ———:

In your daily work about the house have you noticed any furniture which bore the marks of careless boots of the scratches from contact with some other object? Have you ever sat in the parlor with some caller, and observed her eyes glued to a spot on some chair that should not be there? If she knew how many times you had been on your knees trying with some kind of furniture polish to remove that scratch she might not cast the eye of criticism for merely sympathy's sake. Furniture polish days are past for removing scratches. It is now a can of lacquer—no rubbing, no drying, put on in half the time and covers the scratch forever. Before you get down on your knees again to remove scratches with furniture polish, think of the ——— cent can of furniture stain down at our place, in all colors. Look around the house for marred-up objects, if you find any drop in and let us know.

Yours truly,

HULL BROS.

Dear ———:

A radiator in a room is an article of furniture. It is just as conspicuous and should therefore be given the same attention. A resplendent radiator is a feature to any room. We have succeeded in obtaining probably the most reputable radiator enamel made. No smell, easily applied and ten shades to choose from. It is advantageous to have the radiator ready before you turn on the heat.

For the sake of the radiator, yours truly,
HULL BROS.

METHOD OF PAINTING IRON.

An exchange gives the following rules for painting iron: The iron is first pickled or washed in a dilute solution of muriatic acid, and brushed with wire brushes, which remove all scale and dirt. It is then washed with pure water, and rubbed entirely dry, and immediately coated with red lead and pure linseed oil. The red lead is first thoroughly mixed with just as much oil as will form a thick paste. This paste as wanted is thinned down with pure linseed oil, and applied at once. In this way the red lead and oil get their initial set on the surface of the iron, because it is out of the question for it to hold on the surface of iron by any process of absorption into the pores of the metal.

The rusting of iron before painting should be avoided, as it not only prevents the contact of the paint with the metal, but induces a chemical action which may go on with its corroding work under the paint.

Too much stress cannot be laid on the ——— of having the metallic ——— clean, and as free as

possible from scale and rust before the application of the paint, and a thorough brushing with a wire brush should be resorted to. The work may be finished in any desired color, or gilded with gold-leaf afterwards if required.

HOW TRADE IS LOST.

Have you ever wondered why the trade of certain customers who once dealt largely with you ceases suddenly? Have you ever seen a one-time patron pass your store and go into your competitor's? Have you ever wondered at the mushroom-like growth of some younger man who opened in your town and within a few years had the cream of the trade that had once been yours?

There's some mighty good reason, you can wager, and it may be just the fault of service, either on your part or on that of your employees. Emerson says: "The highest price you can pay for some things is to have to ask for them." Fair treatment and courteous attention are embarrassing things to have to ask for, and customers don't come to your store to be embarrassed.

The dollars and cents value of service as shown by such incidents in everyday business ought to set merchants thinking. Every instance of indifferent attention, every disagreeable or sarcastic word, every impatient gesture, every scowl or quick retort to a customer, spells LOSS—not mere theoretical loss, but loss that can be determined in money—that takes dollars out of your cash drawer and puts them into that of your wiser competitor.

Remember that courtesy and patience, sympathy and intelligent suggestion just as certainly spell GAIN, and the next time you are tempted to kick about your paint department take the time to go into the matter as I have, and you'll be ready to agree with me that there isn't a line that can be made more profitable to carry by the retailer, IF you but go at the thing in the right way.

10-YEAR ROOFING GUARANTEE.

The United Roofing & Manufacturing Co. are offering to every purchaser of 3-ply Congo Roofing, a National Surety Co. guarantee bond, which covers a period of 10 years. This Company is one of the largest Surety Companies in the world (capital and assets of about \$2,000,000) and when they back a proposition there must be a great deal in it or they would not have risked their reputation on something about which there could be any question.

The Congo people are desirous of making this roofing the most used in the world, and hit upon this plan of giving the buyer satisfaction as well as increasing their sales. The bond is a plain statement of what they can and will do, and offers such protection that no prospective buyer can afford to overlook.

By writing to H. S. Howland, Sons & Co., Toronto; Starke-Seybold, Ltd., Montreal; Mechanics' Supply Co., Quebec; S. Hayward Co., St. John, N.S., or Geo. E. Smith & Co., Halifax, N.S., information regarding the bond and samples will be sent free.

THE CANADA PAINT CO'S STOVE PIPE VARNISH

BRILLIANT BLACK

Stove Pipe Varnish

In Stone Bottles
(2 sizes)

Stove Pipe Enamel

In Lever-Lid Tins
(4 sizes)

"JET"

Stove Pipe Lustre

In Lever-Lid Tins
(Half Pint, Wine Measure)

CRYSTAL BLACK

In Lever-Lid Tins
Brush Attached

Stove Pipe Varnish

In Bulk

Full particulars on
page 49 of Catalogue

THE
CANADA PAINT
CO., LTD
MANUFACTURERS
MONTREAL-TORONTO
WINNIPEG

Aluminum Paint for Fall Decoration

It doesn't matter whether you want it for store fronts or for stove pipes, if you get the right kind it will stay where it is put and illumine and brighten everything it touches. Don't imagine there is only the throwing in of Aluminum Bronze to a liquid and giving it a shake that makes a good aluminum paint. It requires just the proper manipulation to do the thing right.

Ramsay's Aluminum Paint

is made in just the proper proportions to give the best results. Ramsay's Aluminum is used on some of the most prominent church steeples in Montreal and elsewhere. Every dealer should stock Ramsay's Aluminum Paint, because it answers for many purposes. It brightens and makes new every piece of metal or wood that it touches. There is no end of uses to which you can put Ramsay's Aluminum Paint.

LET US QUOTE YOU.

A. RAMSAY & SON CO.
MONTREAL

Est'd 1842 Paint Makers

How can you Increase Paint Sales?

By waking up to the fact that a combination of high quality at a reasonable price—like

NEW ERA PAINT

will appeal to customers better than paint at a high price. If you have never yet handled New Era Paint start now; and watch your paint sales grow and your profits increase.

Prices on Request

Standard Paint and Varnish Works Co.
WINDSOR, - ONTARIO LIMITED

SUNLIGHT GOLD PAINT

Patented 1906.

BEST ON THE MARKET.

THE CANADIAN BRONZE POWDER WORKS

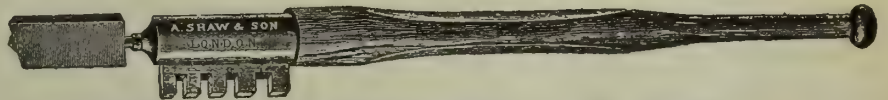
R. E. Thorne & Co.
TORONTO VALLEYFIELD MONTREAL.

McCaskill, Dougall & Co.

Manufacturers



RAILWAY, CARRIAGE AND BOAT VARNISHES.
HIGH-GRADE FURNITURE and HOUSE VARNISHES
MONTREAL.



GLAZIERS' DIAMONDS OF PROVED WORTH

Having a Century's Reputation for Reliability.

MADE BY

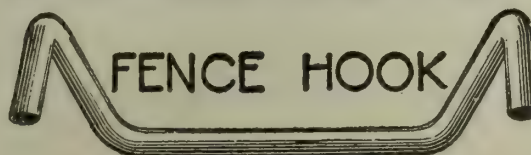
A. SHAW & SON, London, Eng.

CANADIAN AGENT

GODFREY S. PELTON, - 201 Coristine Building, Montreal

GALVANIZED FENCE HOOK

For Fastening Wooden Picket or Wire Fences



WIRE NAILS, COILED SPRING BARB and PLAIN FENCE WIRE, OILED and ANNEALED, CLOTHES LINE WIRE, STAPLES, etc.

The Western Wire and Nail Co., Limited, - London, Ont.

"Brantford" "Roofing"

Get samples of our roofings and compare them with others. That is a fair way to judge their quality. We know you'll order from us when you see our samples.

The **Three** Fast-Selling Roofings

Brantford "Asphalt" Roofing

Brantford "Rubber" Roofing

Brantford "Crystal" Roofing

Brantford Roofing Co., Limited

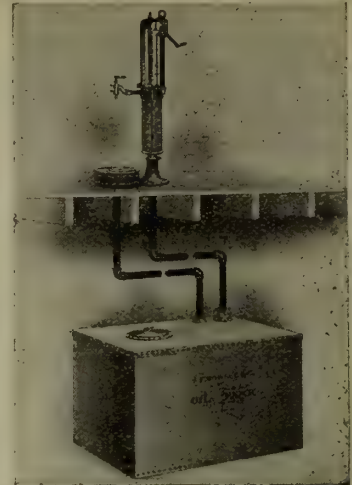
BRANTFORD, - CANADA

SELLING AGENTS:

Chas. A. Sullivan -	P.O. Box 1053, Montreal, Que.
General Supply Co. of Canada, Limited	{ 219-221 Bank Street, Ottawa
	{ 147 Bannatyne Avenue East,
	Winnipeg, Man.
J. S. Mitchell & Co.	Sherbrooke, Que.
Fleck Bros., Limited	Vancouver, B.C.
Imperial Export Co.	Toronto, Ont.

You Can Double Your Profits on Oil

The amount of money you lose with those old fashioned oil tanks eats away at least half—sometimes all—of your profits.

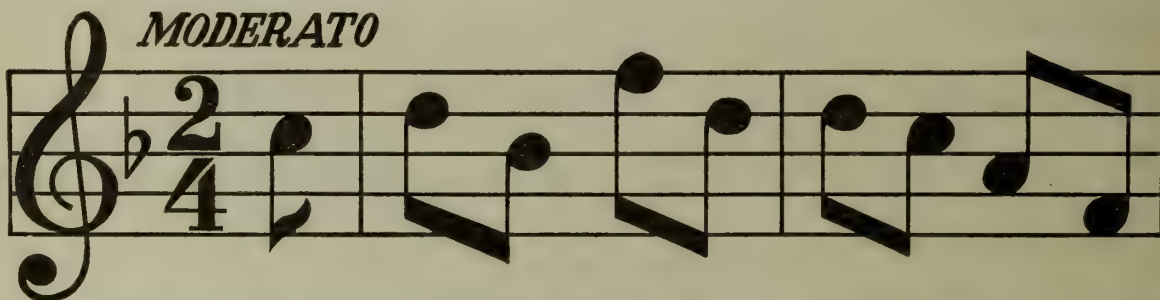


CUT 15—CELLAR OUTFIT FOR NON-LUBRICANTS

But you can protect your profits, double them and more, by handling your oils in Bowser Self-measuring Oil Tanks. The reason is simple: the Bowser stops EVERY kind of loss. Send for Catalogue V. and find out how to double your profits.

S. F. Bowser & Co.
LIMITED

66-68 Fraser Avenue, - TORONTO



THE WEARING OF THE GREEN Depends on the permanency of the Color.

LUCAS IMPERIAL FRENCH GREENS

are made by special process which insures their great permanency, their exceptional brilliancy, their great strength and their intense covering properties. The most perfect BODY GREENS produced.

Practically Un-Fading, Absolutely Non-Poisonous.

The Name, the Package and the Label are closely imitated by unscrupulous manufacturers and dopsters.

Be sure you get the **GENUINE LUCAS IMPERIAL FRENCH GREENS.**

JOHN LUCAS & CO.

PHILADELPHIA

NEW YORK

CHICAGO

BOSTON

A Quick, Hard Dryer

"Gutta Percha" Floor Finish

This is really an excellent finish for properly filled old and new natural wood floors and on painted floors, only one coat being necessary. Under favorable circumstances it dries hard over night with the toughness of Gutta Percha. It is durable and elastic and will not scratch or mar white.

You Can Handle it with Great Profit

Write us to-day for prices and discounts.

SEALED CANS ONLY.

INTERNATIONAL VARNISH CO., Limited
TORONTO, CANADA

Manufacturers of Lacqueret, Elastica, Gutta Percha, and Flatline Floor Finishes, and Flatline Cabinet Finish.

Branch of the Standard Varnish Works,

NEW YORK,

CHICAGO,

LONDON, ENG.,

BERLIN,

BRUSSELS.



ISLAND CITY Paint^{a_nd} Varnish Works

The STRONGEST and BEST DRY COLORS manufactured are produced at our works on St. Patrick St., Montreal. They are superior in every respect to any imported.

The largest users know that by buying Dry Colors "made in Canada" they save the duty, and they also know that satisfaction is assured when they get

"Island City" Pure Chrome Yellows
 "Island City" Pure French Greens
 "Island City" Pure Vermilions
 "Island City" Pure Permanent Reds
 "Island City" Pure Prussian Blues

P. D. DODS & COMPANY, LIMITED
264 St. Patrick St., MONTREAL

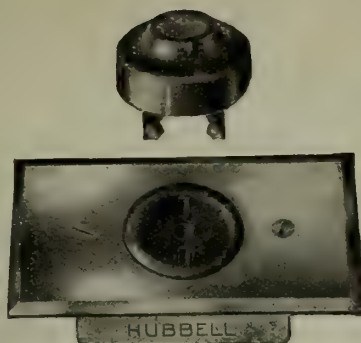
ALEX. McARTHUR & CO., Limited
82 McGill Street, MONTREAL

CURRENT MARKET QUOTATIONS.

" " 100-1b. Regs.

HUBBELL FLUSH ATTACHMENT PLUGS

Designed to do away with the lid when not in use, and still present a flush surface. No electrical contacts exposed. Quick connection and disconnection. Cap when in use projects only one-half inch above the surface. Presents a neat and ornamental appearance.



No. 5415

THE R. E. T. PRINGLE CO., Limited

MONTREAL and WINNIPEG

PREPARED PAINTS.

	Quart can
Barn (in bbls.)	0 65 0 90
Sherwin-Williams paints	1 60
Canada Paint Co.'s pure	1 40
Standard P. & V. Co.'s "New Era"	1 30
Benj. Moore Co.'s "Ark" B'd	1 25
Moore's pure linseed oil, H.C.	1 35
Brandram-Henderson's "English"	1 45
Ramsay's paints, Pure, per gal.	1 30
"Thistle,	1 10
Martin-Senour 100 p.c. pure,	1 60
Senour's Floor Paints	1 35
Jamieson's "Crown and Anchor"	1 40
Jamieson's floor enamel	1 75
Island City pure paints	1 40
Sanderson Peary's, pure	1 25
Robertson's pure paints	1 25

PURTY.

Bulk in bbls.	1 65
Bladders in bbls.	1 90
25-lb. tins.	2 00
Bulk in 100-lb. irons.	1 90

SHINGLE STAINS.

In 5-gallon lots	0 75
------------------	------

TURPENTINE AND OIL.

Prime white petroleum per gal.	0 13 1/2
Water white	0 15
Pratt's astral	0 17 1/2
Castor oil, per lb.	0 09 1/2
Motor Gasoline single bbls.	0 17
Benzine, per gal single t bts	0 54
Turpentine, single barrels	0 54 1/2
Linseed Oil, "raw,"	0 54 1/2
"boiled"	0 53 1/2

WHITE LEAD GROUND IN OIL. Per 100 lb.

	Montreal	Toronto
Genuine govern'mt standard	5 50	6 00
Decorators Pure	5 55	6 06
No. 1 Canadian	5 15	5 50
Munro's Select Flake White	6 10	6 25
Elephant Genuine	6 10	6 25
Tiger Pure	5 75	5 75
Essex Genuine	5 90	5 90
Brandram's B. B. Genuine	6 75	6 90
"Anchor," pure	5 50	5 65
Ramsay's Pure Lead	5 65	5 65
Ramsay's Exterior	5 25	5 50
"Crown and Anchor," pure	5 75	5 65
Island City pure lead	5 75	5 50
Sanderson Peary's	5 90	5 90
Robertson's O.P. lead	5 60	5 90

RED DRY LEAD.

Genuine, 560 lbs. casks, per cwt	4 50	4 75
Genuine, 100 lb. kegs	5 00	5 25

WINDOW GLASS.

Size	United	Star	Double Diamond
Inches			
Under 26	\$4 25	\$6 25	
26 to 40	4 45	6 75	
41 to 50	5 10	7 50	
51 to 60	5 35	8 50	
61 to 70	5 75	9 75	
71 to 80	6 25	11 00	
81 to 85	7 60	12 50	
86 to 90		15 00	
91 to 95		17 50	
96 to 100		20 50	

F.O.B. Toronto 30 p.c. Broken boxes 50 p.c.

WHITING.

Plain, in bbls.	0 60
Gilders bolted in barrels	0 90

WHITE DRY ZINC.

Extra Red Seal, V.M.	0 07
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WHITE ZINC IN OIL.

Pure, in 25-lb. irons	0 08 1/2
No. 1, " "	0 07
No. 2, " "	0 05 1/2

SHELLAC VARNISH.

Pure White, in barrels	2 00
Pure Orange, " "	1 90
No. 1 Orange, " "	1 55

VARNISHES.

	Per gal. cans.
Carriage, No. 1	1 50
Pale durable body	3 50
"hard rubbing	3 00
Finest elastic gearing	3 00
Elastic oak	1 50
Furniture, polishing	2 00
Furniture, extra	1 15
" " No. 1	0 80
" " union	0 85

Light oil finish	1 30
Gold size japan	2 00
Brown japan	1 00
No. 1 brown japan	0 95
Baking black japan	1 35
No. 1 black japan	0 90
Benzine black japan	0 70
Crystal Damar	2 50
No. 1	2 25
Pure asphaltum	1 40
Oilcloth	1 50
Lightning dryer	0 75
Elastilite varnish, 1 gal. can, each	2 00
Granitine floor varnish, per gal	2 50
Maple Leaf coach enamels, size 1	1 20
Sherwin-Williams kopal varnish, gal.	2 50
Canada Paint Co's sun varnish	2 30
"Kyanize" Interior Finish	2 40
"Flint-Lac" coach	1 80
B.H. Co's "Gold Medal," in cases	2 50
Jamieson's Copalene, per gal.	2 50
Fla time floor finish, per gal	3 01
Elastica exterior finish, 1 gal. can	4 25

MISCELLANEOUS.

Stovepipe varnish, 1/2 pints, \$8 per gross.	
Beeswax, per lb., 40 cents.	
Pine tar, half pint tins, 70 cents per doz.	
Plaster of Paris, per bbl., \$2.25.	

BUILDERS' HARDWARE.

BELLS.

Brass hand bells, 60 per cent.	
Nickel, 55 per cent.	
Gongs, Sargeant's door bells..	5 50 8 00
American, house bells, per lb.	0 35
Peterboro' door bells, 50 and 10 off new list.	

BUILDING PAPER, ETC.

Tarred Slaters paper, per roll	0 70
O. K. paper, No. 1, per roll	0 75
O. K. paper, No. 2, " "	0 70
Plain Fibre, No. 1, per 400 ft. roll	0 45
Tarred Fibre, No. 1, per 400 ft. roll	0 65
Plain Surprise, per roll	0 35
Resin sized Fibre per roll	0 40
Asbestos building paper, per 100 lbs.	4 10
Heavy straw, plain & tarred, per ton	37 50
Same in Maritime Provinces	42 50
Carpet Felt, per 50 lbs.	1 40
Tarred wool roofing felt, per 100 lbs.	1 30
Pitch, Boston or Sydney, per 100 lbs	0 70
Pitch, Scotch, per 100 lbs.	0 65
Heavy Fibre, 32' & 60', per 100 lbs.	3 40
2 Ply Ready Roofing, per square	0 80
3	1 05
2 Ply complete, per roll	1 25
3	1 45
Liquid Roofing Cement, brls., per gal	0 15
Crude Coal Tar, per barrel	0 20
Refined Coal Tar, tins, per doz.	1 00
Refined Coal Tar, per barrel	4 50
Shingle varnish, per barrel	4 50
Cans and Nails, per lb.	0 07
Mop cotton, per lb.	0 15

BUTTS.

Wrought Brass, net revised list.	
Cast Iron Loose Pin, 60 per cent.	
Wrought Steel Fast Joint and Loose Pin, 65 and 10 per cent.	

CEMENT AND FIREBRICK.

Canadian Portland	1 85	2 00
Belgium	1 80	1 90
White Bros. English	2 00	2 05
" Lafarge " cement in wood	3 40	
"Iron Clad" cotton	2 10	
"Iron Clad" paper	2 15	
" " wood	2 25	
Fire brick, Scotch, per 1,000	27 00	30 00
" " English	17 00	21 00
" " American, low	23 00	25 00
" " high	27 50	35 00
Fire clay (Scotch), net ton	4 85	
Paving Blocks per 1,000.		
Blue metallo, 9"x14"x3", ex wharf	35 00	
Stable pavers, 12"x8"x2", ex wharf	50 00	
Stable pavers, 9"x14"x3", ex wharf	36 00	

DOOR SETS.

Peterboro, 50 and 10 per cent.	
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DOOR SPRINGS.

Torrey's Rod	per doz.	1 75
Coil, 9 to 11 in.		0 85 1 65
English		2 00 4 00
Chicago and Reliance Coil	35 per cent.	

ESCUACHEONS.

Discount 50 to 60 per cent.	
Peterboro, 45 and 10 per cent.	

ESCUACHEON PINS.

Steel, discount 45 per cent.	
Brass, 50 per cent.	

HINGES.

Blind, discount 50 per cent.	
Heavy T and strap, 4-in 100 lb. net..	7 25
" " 5-in. " "	7 00
" " 8-in. " "	6 75
" " 10-in. and larger	6 50
Light T and strap, discount 65 p.c.	6 25
Screw hook and hinge—	
under 12 in. per 100 lb.	4 75
over 12 in. " "	3 75
Crate hinges and back flaps, 65 and 5 p. c.	
Chest hinges and hinge hasps, 65 p.c.	

SPRING HINGES.

Spring, per gro., No. 5, \$17.50	No. 10, \$18;
No. 20, \$10.80;	No. 120, \$20; No. 51,
\$10; No. 50, \$27.50.	
Chicago Spring Butts and Blanks	12 1/2 per cent.
Triple End Spring Butts, 30 and 10 per cent.	
Chicago Floor Hinges, 37 1/2 and 5 off.	
Garden City Fire House Hinges, 12 1/2 p.c.	
"Chief" floor hinge, 50 p.c.	

CAST IRON HOOKS.

Bird cage	per doz.	0 50	1 10
Clothes line, No. 61	" "	0 00	0 70
Harness	" "	0 60	12 00
Hat and coat	per gro.	1 10	10 00
Chandelier	per doz.	0 50	1 00
Wrought hooks and staples—			
1/2 x 5	per gross	2 65	
5-16 x 5	" "	3 30	
Bright wire hooks, 60 p.c.			
Bright steel gate hooks and staples, 40 p.c.			
Oresent hat and coat wire, 60 per cent.			
Screw, bright wire, 65 per cent.			

KNOBES.

KNOBS.			
Door, japanned and N.P., doz	1 50	2 50	
Bronze, Berlin..... per doz.	2 75	3 25	
Bronze, Genuine "	6 00	9 00	
Shutter, porcelain, F. & L.			
screw	per gross	1 30	2 00
White door knobs..... per doz.			2 00
Peterboro knobs, 50 and 10 per cent.			
Porcelain, mineral and jet knobs, net list.			

KEYS.

Canadian 50 and 10 per cent.	
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LOCKS.

Peterboro, 50 and 10 per cent.	
Russell & Erwin, steel rim \$2.50 per doz.	
Eagle cabinet locks, discount 30 per cent	

SAND AND EMERY PAPER.

E. & A. sand, discount, 35 per cent	
Emery, discount 35 per cent.	
Garnet (Ruton's), 5 to 10 per cent. advance	

SASH WEIGHTS.

Sectional	per 100 lb.	2 00	2 25
Solid	" "	1 50	1 75

SASH CORD.

Per lb.	0 31
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BLIND AND BED STAPLES.

All sizes, per lb.	0 07 1/2	0 10
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TOOLS AND HANDLES.

Discount 22 1/2 per cent.	
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AXES.

Single bit, per doz.	6 00	9 00
Double bit, " "	10 00	11 00
Bench Axes, 40 per cent.		
Broad Axes, 25 per cent.		
Hunters' Axes	5 50	6 00
Boys' Axes	6 25	7 00
Splitting Axes	7 00	7 00

Handled Axes	7 00	9 00
Red Ridge, boys', handled	5 75	
hunters	5 25	

BITS.

Ford's auger bits, 30 and 10 per cent.	
Irwin's auger, 47 1/2 per cent.	
Gilmour's auger, 60 per cent.	
Rockford auger, 50 and 10 per cent.	
Jennings' Gen. auger, net list.	
Gilmour's car, 47 1/2 per cent.	
Clark's expansive, 40 per cent.	
Clark's gimlet, per doz.	0 65
Diamond, Shell, per doz.	1 00
Nail and Spike, per gross	2 25

BUTCHERS' CLEAVERS.

German	per doz.	7 00	9 00
American	" "	12 00	18 00

CHALK.

Carpenters' Colored, per gross	0 45	0 75
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CHISELS.

Warnock's, discount 70 and 5 per cent.	
P. S. & W. Extra, discount, 70 per cent.	

CROSSCUT SAW HANDLES.

S. & D., No. 3	per pair	0 13
S. & D., " 5	" "	0 11 1/2
" 6	" "	0 15
Boynton pattern	" "	0 20

CROWBARS.

3 1/2 c. to 4 c. per lb.	
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DRAGON KNIVES.

Coach and Wagon, 75 and 5 per cent.	
Carpenters' 75 per cent.	

DRILLS.

Millar's Falls, hand and breast, net list.	
North Bros., each set, 50c.	

DRILL BITS.

Morse, discount 37 1/2 to 40 per cent.	
Standard, discount 50 and 5 to 55 per cent.	

FILES AND RASPS.

Great Western, Disston's, Arcade, Kearney & Foot, American, J. Barton Smith, McClellan, Eagle and Globe, in ordinary quantities, 70 and 10 per cent.; Nicholson 66 1/2 p.c.; Black Diamond, 60 and 10 p.c. Jowitt's, English list, 27 1/2 per cent.	
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GAUGES.

ney & Foot, American, J. Barton Smith

HANDLES.

Second growth 50 to 60 per cent.	
shovel handles, 40 p.c.	
Extra ash fork, hoe, rake and shovel handles, 45 p.c.	
No. 1 and 2 ash fork, hoe, rake and shovel handles, 50 p.c.	
White ash whiffetrees and neckyokes, 35 p.c.	
All other ash goods, 40 p.c.	
All hickory, maple and oak goods, excepting carriage and express whiffetrees, 40 p.c.	
Hickory, maple, oak carriage and express whiffetrees, 45 p.c.	

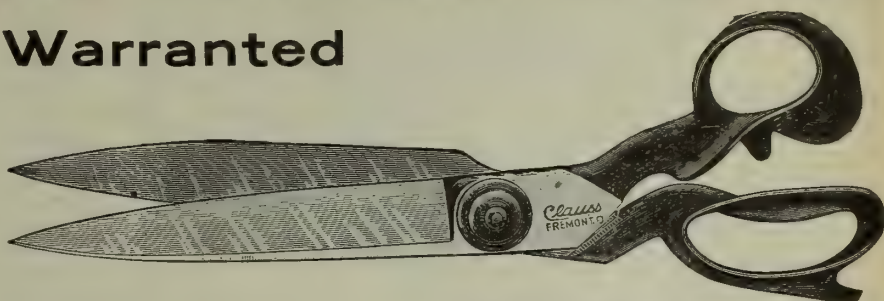
HAMMERS.

Maydole's, 5 to 10 per cent.	

CLAUSS BRAND TAILORS' SHEARS

Fully Warranted

These goods are the BEST and are EQUALLED only by such other goods as are manufactured by us.



Write for Trade Discounts.

The Clauss Shear Co., :: :: Toronto, Ont.

SHEARS.

Clauss, steel scissors and shears, 60; Japan, 65; tailors, 40; pruning, 70. Seymour's, 50 and 10 per cent.

HOUSE FURNISHINGS.

APPLE PARERS.
Hudson, per doz., net 5 75

BIRD CAGES.

Brass and Japanned, 40 p.c.

COPPER AND NICKEL WARE.

Copper boilers, kettles, teapots, etc. 45 p.c.
Copper riffs, 31 per cent.

KITCHEN ENAMELED WARE.

White ware, 75 per cent.
London and Princess, 50 per cent.
Canada, Diamond, Premier, 50 and 10 p.c.
Pearl, Imperial, Crescent and granite steel, 80 and 10 per cent.

Premier steel ware, 40 per cent.
Star decorated steel and white, 25 per cent.
Japanned ware, 45 per cent.
Hollow ware, tinned cast, 35 per cent. off.

KITCHEN SUNDRIES.

Asbestos mats, 5 p.c.
Can openers, per doz. 0 40 0 75
Mincing knives per doz. 0 50 0 80
Duplex mouse traps, per doz. 0 65
Potato mashers, wire, per doz. 0 60 0 70
" wood " .. 0 50 0 60
Vegetable slicers, per doz. 2 25
Universal meat chopper "No. 1. 1 15
Enterprise chopper, each 1 30
Spiders and fry pans, 50 per cent.
Star Al chopper 5 to 32 1 35 4 10
" 100 to 103 1 35 2 00
Kitchen hooks, bright 0 60
Toasters, 50 p.c.

LAMP WICKS.

Discount, 60 per cent.

LEMON SQUEEZERS.

Porcelain lined..... per doz. 2 20 5 60
Galvanized..... " 1 87 3 85
King, wood..... " 2 75 2 90
King, glass..... " 4 00 4 50
All glass..... " 0 50 0 90

METAL POLISH.

Tandem metal polish paste 6 00

PICTURE NAILS.

Porcelain head..... per gross 1 35 1 50
Brass head..... " 0 40 1 00
Tin and gilt, picture wire, 75 per cent.

SAD IRONS.

Mrs. Potts, No. 55, polished..... per set 0 90
" No. 50, nickel-plated..... " 0 95
" handles, japanned, per gross 9 25
" nickled, " 9 75
Common, plain..... 4 25
" plated..... 5 50
Asbestos, per set..... 1 50

TINWARE.

CONDUCTOR PIPE.

2-in. plain or corrugated, per 100 feet, \$3.30; 3 in., \$4.40; 4 in., \$5.80; 5 in., \$7.45; 6 in., \$9.90.

FAUCETS.

Common, oak-lined, 35 per cent.

EAVETROUGHS.

10-inch..... per 100 ft. 3 30

FACTORY MILK CANS.

Discount off revised list, 35 per cent.
Milk can trimmings, discount 25 per cent.
Creamery Cans, 45 per cent

LANTERNS.

No. 3 or 4 Plain Cold Blast..... per doz. 6 75
Lift Tubular and Hinge Plain, " 5 00
Japanning, 50c. per doz. extra.
Prism globes, per doz., \$1.20.

OILERS.

Kemp's Tornado and McClary's Model galvanized oil can, with pump, 5 gallon, per dozen 10 92
Davidson oilers, 40 per cent.
Zinc and tin, 50 per cent.
Coppered oilers, 30 per cent. off.
Brass oilers, 50 per cent. off.
Malleable, 25 per cent

PAIS (GALVANIZED).

Daffin pattern pails, 45 per cent.
Faring pattern, 45 per cent.
Galvanized washtubs 40 per cent.

PIECED WARE.

Discount 35 per cent off list, June, 1899.
10-qt. flaring sap buckets, 35 per cent.
6, 10 and 14-qt. flaring pails 35 per cent.
Copper bottom tea kettles and boilers, 30 p.c.
Coal hods, 40 per cent.

STAMPED WARE.

Plain, 75 and 12½ per cent. off revised list.
Revised, 72½ per cent. revised list.

SAP SPOUTS.

Bronzed iron with hooks per 1,000 7 50
Eureka tinned steel, hooks 8 00

STOVEPIPES.

5 and 6 inch, per 100 lengths 7 64 7 91
7 inch..... " 8 18
Nestable, discount, 40 per cent.

STOVEPIPE ELBOWS.

5 and 6-inch, common..... per doz. 1 32
7-inch..... " 1 48
Polished, 15c per dozen extra.

THERMOMETERS.

Tin case and dairy, 75 to 75 and 10 per cent.

TINNERS' SNIPS.

Per doz..... 3 00 15 00

TINNERS' TRIMMINGS.

Discount, 45 per cent.

WIRE.

ANNEALED OUT HAY BAILING WIRE.

No. 12 and 13, \$4; No. 13½, \$4.10; No. 14, \$4.25; No. 15, \$4.50; in lengths 6' to 11', 25 per cent.; other lengths 20c. per 100 lbs. extra; if eye or loop on end add 25c. per 100 lbs. to the above.

BRIGHT WIRE GOODS

Discount 80 per cent.

CLOTHES LINE WIRE.

No. 7 wire solid line, No. 17, \$4.90; No. 18, \$3.00; No. 19, \$2.70; 8 wire solid line, No. 17, \$4.45; No. 18, \$3.10; No. 19, \$2.80. All prices per 1000 ft. measure; 6 strand, No. 18, \$2.60; No. 19, \$2.90. F.O.B. Hamilton, Toronto, Montreal.

COILED SPRING WIRE.

High Carbon, No. 9, \$2.95; No. 11, \$3.50; No. 12, \$3.20.

COPPER AND BRASS WIRE.

Discount 50 per cent.

FINE STEEL WIRE.

Discount 25 per cent. List of extras
In 100-lb. lots: No. 17, \$5 — No. 18, \$5.50 — No. 19, \$6 — No. 20, \$6.65 — No. 21, \$7 — No. 22, \$7.30 — No. 23, \$7.65 — No. 24, \$8 — No. 25, \$8.25 — No. 26, \$8.50 — No. 27, \$10 — No. 28, \$11 — No. 29, \$12 — No. 30, \$13 — No. 31, \$14 — No. 32, \$15 — No. 33, \$16 — No. 34, \$17. Extras net-tinned wire, Nos. 17-25 \$2—Nos. 26-31, \$4—Nos. 32-34, \$5. Coppered, 75c.—oiling, 10c.—in 25-lb. bundles, 15c.—in 5 and 10-lb. bundles, 25c.—in 1-lb. hanks, 25c.—in ¼-lb. hanks, 38c.—in ¼-lb. hanks, 50c. packed in cases or cases, 15c.—bagging or papering, 10c

FENCE STAPLES.

Bright. 2 80 Galvanized..... 3 20

HAY WIRE IN COILS.

No. 13, \$2.70; No. 14, \$2.80; No. 15, \$2.95; f.o.b., Montreal.

GALVANIZED WIRE.

Per 100 lb.—Nos. 4 and 5, \$3.95 — Nos. 6, 7, 8, \$3.40 — No. 9, \$2.90 — No. 10, \$3.45 — No. 11, \$3.50 — No. 12, \$3.05 — No. 13, \$3.15 — No. 14, \$4.00. Base sizes, Nos. 6 to 9, \$2.35 f.o.b. Cleveland in car lots. List for cut and straightened wire per 100 lbs. Extras for cutting.

LIGHT STRAIGHTENED WIRE.

Gauge No. Over 20 in. 10 to 20 in. 5 to 10 in.
0 to 5 \$0.50 \$0.75 \$1.25
6 to 9 0 75 1 25 2 00
10 to 11 1 00 1 75 2 50
12 to 14 1 50 2 25 3 50
15 to 16 2 00 3 00 4 50

SMOOTH STEEL WIRE.

No. 0-9 gauge, \$2.40; No. 10 gauge, 6c extra; No. 11 gauge, 12c extra; No. 12 gauge, 20c extra; No. 13 gauge, 30c extra No. 14 gauge, 40c extra; No. 15 gauge, 55c extra; No. 16 gauge, 70c extra. Add 60c. for coppering and \$2 for tinning.

Extra net per 100 lb.—Oiled wire 10c., spring wire \$1.25, bright soft drawn 15c., charcoal (extra quality) \$1.25, packed in cases or cases 15c., bagging and papering 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb hanks, 50c., in ¼-lb. hanks 75c., in ¼-lb. hanks \$1.

POULTRY NETTING.

2-in. mesh, 19 w.g., 60 and 5 p.c. off. Other sizes, 60 and 5 p.c. off.

WIRE CLOTH.

Painted Screen, in 100-ft. rolls, \$1.70, per 100 sq. ft.; in 50-ft. rolls \$1.75, per 100 sq. ft.

WIRE FENCING.

Galvanized barb..... 3 00
Galvanized, plain twist 3 35
Galvanized barb, f.o.b. Cleveland, \$2.75 for small lots and \$2.60 for carlots.

WIRE ROPE.

Galvanized, 1st grade, 6 strands, 24 wires, ½, \$5; 1 inch \$16.80.
Black, 1st grade, 6 strands, 19 wires, ½, \$5 1 inch \$15.10. Per 100 feet f.o.b. Toronto

WROUGHT STAPLES.

Galvanized 2 75
Plain 2 50
Coopers, 45 per cent.
Poultry netting staples, 40 per cent.
Bright spear point, 75 per cent.

WOODENWARE.

BROOMS.

Nelson's..... 2 25 3 65
" bamboo..... 2 95 3 95

CHURNS.

No. 0, \$9; No. 1, \$9; No. 2, \$10; No. 3, \$11; No. 4, \$13; No. 5, \$16; f.o.b. Toronto Hamilton, London and St. Marys, 30 and 30 per cent.; f.o.b. Ottawa, Kingston and Montreal, 40 and 15 per cent.

CLOTHES PINS.

Cane's, 5 gross loose per case..... 0 60
" 4 " packages, per case 0 70

CLOTHES REELS.

Davis Clothes Reel, 40 per cent.

FIBRE WARE.

Star pails, per doz..... \$ 3 00
0 Tubs, " 14 00
1 " 12 00
2 " 10 00
3 " 8 50

ICE CREAM FREEZERS.

White Mountain, 50 p.c.

LADDERS, EXTENSION.

3 to 6 feet, 12c. per foot; 7 to 10 ft., 13c. Waggoner Extension Ladders, 40 per cent.

MOPS AND IRONING BOARDS.

"Best" and "900" mops..... 1 25
Folding ironing boards..... 12 00 16 50

REFRIGERATORS

Discount, 40 to 50 per cent.

SCREEN DOORS.

Common doors, 2 or 3 panel, walnut stained, 4-in. style..... per doz. 8 00
Common doors, 2 or 3 panel, grained only, 4-in. style..... per doz. 8 30
Common doors, 2 or 3 panel, light stair per doz..... 10 55

WASHING MACHINES.

Round, re-acting per doz. 60 00
Square 63 00
Eclipse, per doz 54 00
Dowsell 39 00
New Century, per doz 75 00
Daley 54 00
Stephenson 74 00

WOODEN PAIS.

Cane's wire hoop, 2-hoop 1 90
" 3-hoop 2 95

WOODEN TUBS.

Cane's wire hoop, per doz., No. 0, \$11; No. 1 \$9; No. 2, \$7.50; No. 3, \$6.50.

WRINGERS.

Royal Canadian, 11 in., per doz. 35 00
Royal American, 11 in. 35 00
Eze, 10 in., per doz 36 75

MISCELLANEOUS

AXLE GREASE.

Ordinary, per gross 6 00 7 00
Best quality 10 00 12 00

BELTING.

Extra, 60 per cent.
Standard, 60 and 10 per cent.
No. 1, not wider than 6 in., 60, 10 and 10 p.c.
Agricultural, not wider than 4 in., 75 per cent.
Lace leather, per side, 75c.; cut laces, 80c.

BOOT CALKS.

Small and medium, ball per M 2 25
Small heel 4 50

CARPET STRETCHERS.

American per doz. 1 00 1 50
Bullard's..... " 6 50

CARTORS.

Bed, new list, 55 to 57½ per cent.
Plate, discount 52½ to 57½ per cent

PULLEYS.

Hothouse per doz. 0 55 1 00
Axle " 0 22 0 33
Screw " 0 22 0 33
Awning " 0 35

PUMPS.

Canadian clatern 1 40
Canadian pitcher spout 1 80 3 16
Berg's wing pump, 75 per cent.

ROPE AND TWINE.

Sisal..... 0 19
Pure Manila..... 0 12
"British" Manila..... 0 10
Cotton, 3-16 inch and larger..... 0 21 0 23
" 5-32 inch 0 25 0 27
" 1 inch 0 25 0 28
Russia Deep Sea 0 16
Jute..... 0 09
Lath Yarn, single 0 08
" double 0 09
Sisal bed cord, 48 feet..... per doz. 0 65
" 60 feet..... " 0 80
" 72 feet..... " 0 95

Twine.

Bag, Russian twine, per lb. 0 27
Wrapping, cotton, 3-ply 0 25
" 4-ply 0 29
Mattress twine per lb. 0 33 0 45
Staging " " 0 27 0 35

BINDER TWINE.

500 feet, sisal 0 08
500 " standard 0 08
550 " " manilla 0 09
600 " " 0 11
650 " " 0 13
Car lots, ¼c. less; 5-ton lots, ¼c. less. Central delivery.

SCALES.

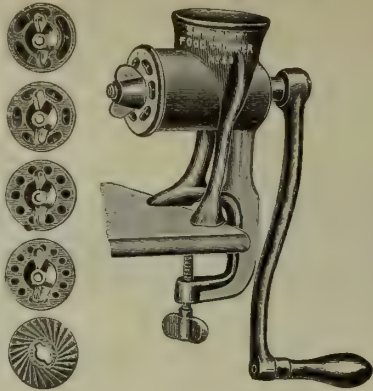
Gurney Standard, 35; Champion, 45 p.c.
Burrow, Stewart & Milne — Imperial Standard, 35; Weigh Beams, 35; Champion Scales, 45.
Fairbanks Standard, 30; Dominion, 50
Richelieu, 50.
Warren new Standard, 35; Champion, 45 Weigh Beams, 30.

STONES—OIL AND SOTTHE.

Washita..... per lb. 0 25 0 37
Hindustan 0 08 0 10
" slip 0 18 0 20
" Axe 0 10
Deer Creek 0 10
Deerlick 0 25
" Axe 0 15
Lily white 0 43
Arkansas 1 50
Water-of-Ayr 0 10
Soythe..... per gross 3 00 5 00
Grind, 40 to 300 lb., per ton..... \$1 00 23 00
" under 40 lb. 24 00
" 300 lb. and over 26 00

A Simple Food Chopper

is much easier to sell than a complicated one. You know that some people won't buy a chopper because they think it's more trouble than it's worth. But just you show them the



"General" and "Shirreff" Steel Knife Food Choppers

Let them see how easy it is to operate either of these choppers. Show them the tinned steel, non-rustable knives in four sizes, and you can convince, the most skeptical housewife that she needs one of these excellent FOOD CHOPPERS.

PRICE LIST ON REQUEST.

SHIRREFF MFG. CO., Limited
BROCKVILLE, - ONT.

Their Loss; Your Gain

Every paper you have picked up since June 1st has contained a list of barns and other buildings "Struck by Lightning" and "Burned to the Ground." Don't you realize that this has rapidly increased the demand for Fire and Lightning-Proof Building Goods? Property Owners look to the hardware men for these goods. Get ready to supply them in quantity and quality to pay you a fair profit and satisfy your customers.

We want you to have catalogs, samples, and advertising literature of the "GALT KIND" especially

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Securely locked, weather-tight and easily laid.

"Galt" Steel Siding

Several new and pleasing designs.

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Made from Redcliffe Iron. All gauges and sizes carried in stock.

These Goods, supported by our extensive advertising and selling systems, will sell themselves. Drop us a card.

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LIMITED

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Toronto

Winnipeg and Regina

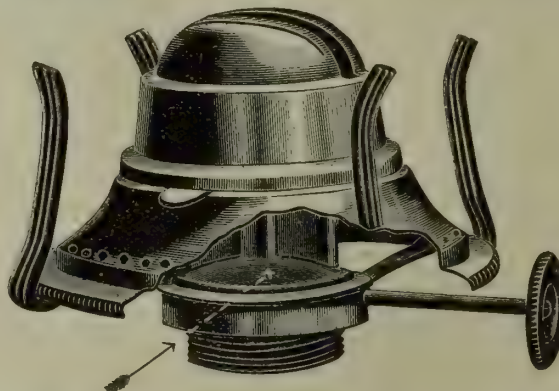
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On our BANNER, CANADA, ONTARIO and HICONE Lamp Burners



The screw part or burner-base is covered, which protects against fire. Many burners are made cheaper by leaving the screw part open so that dust, dead insects, or charred portions of wick may collect, thus becoming saturated with oil and liable to catch fire.

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Manufactured by

ONTARIO LANTERN & LAMP CO., Limited, HAMILTON, ONT.

HOPKINS & ALLEN

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Hammerless, Side
Plate and Hammer

DOUBLE BARREL SHOT GUNS

Widely Known, Widely Advertised,
Widely Demanded.

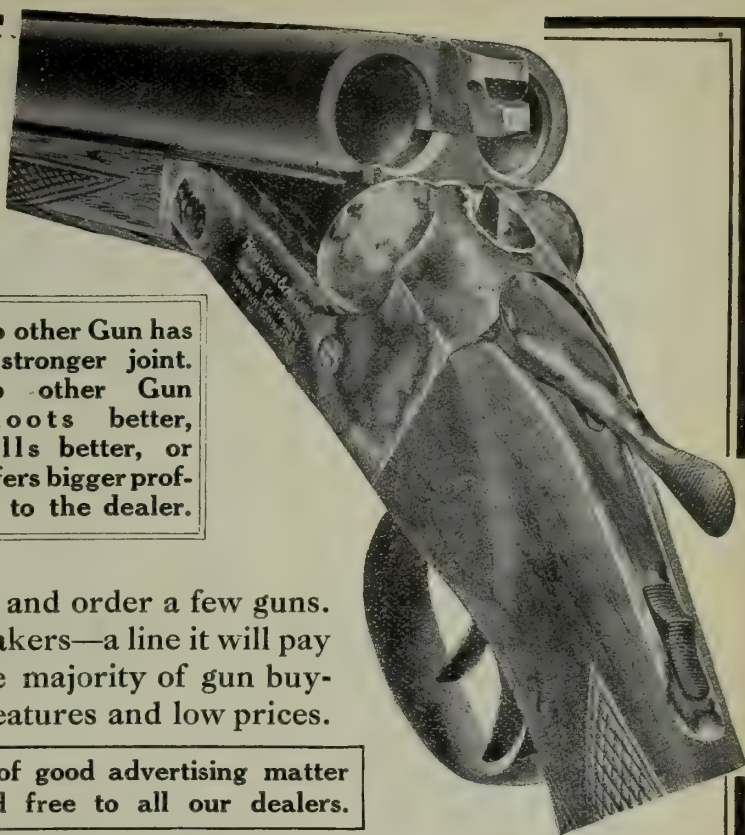
Get prices from your jobber this fall, and order a few guns. They're quick sellers and big profit makers—a line it will pay you to handle. They are the kind the majority of gun buyers look for—high quality, improved features and low prices.

For sale by all jobbers. List prices
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No other Gun
shoots better,
sells better, or
offers bigger prof-
its to the dealer.

Atkins Silver Steel

Segment
Ground
**Cross-
Cut
Saws**



Made of our exclusive
steel, on patented
scientific principles—
superior to others.
Try them.

E. C. ATKINS & CO., Inc.

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Do You Handle Wire ?

**We manufacture and
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Hay Baling Wire,

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Plain Galvanized (Fence) Wire,

Coppered Steel Wire—spring or
soft quality—straightened and cut to length.

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LIMITED**

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To every man who uses Fire Bricks.

We handle the best makes of Scotch Fire Bricks, and our prices are right, but there are occasions when you must have more refractory materials, and then please remember that we are the Canadian representatives of the

"HARBISON WALKER REFRACTORIES" COMPANY

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Non-Staining Cement

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Enamelled Bricks.

All Colors

**Drain Pipes
Plaster, etc.**

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KING, QUEEN and WELLINGTON STS.

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ALEX. GIBB,**

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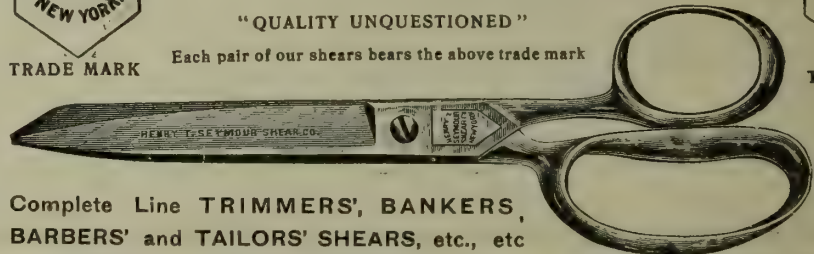
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have been the Standard for over seventy years

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are unequalled for cutting and wearing qualities.



To be obtained from the principal Dealers in Glass, Hardware, and Painters' Supplies. Contractors to H. M. Government and the principal English Sheet and Plate Glass Works



Star Safety Razor

(The Pioneer)

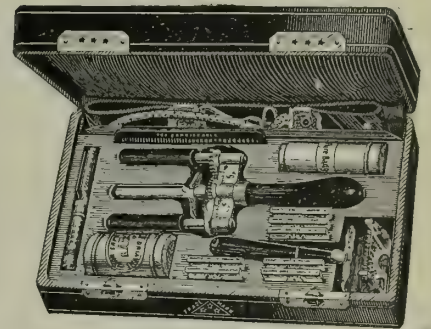
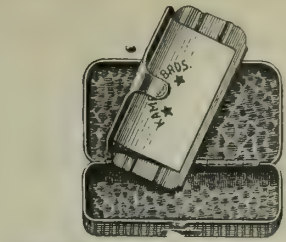
is conceded by practical cutlers, and millions of users to be the best Safety Shaving device in the world. It is in a class by itself, being the only Safety Razor having an extremely keen blade that is made from double refined Sheffield steel that will last for years with practically no expense. It will pay dealers to stock Star Safety Razors, for with every sale they make a friend and customer. Why? Because they are giving value for money invested and selling an article that will positively give satisfactory results. (Over seven million have been sold in the past thirty years.)

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Here is a

Coffee Percolator



that you can sell a lot of if you just explain their use in the making of really good Coffee. It is a handsome and practical household convenience.

Send for Catalog

of the Buffalo line of Water and Wine Coolers, Water Filters, Cuspidors, Bath Room Accessories, Table Kettles, Chafing Dishes, etc. They are all handsome, practical, saleable goods.

Buffalo Mfg. Co.
BUFFALO, N.Y.

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for

"SOO LINE"

LOGGING TOOLS



Guaranteed by the Makers

If you are not already familiar with this Line it will pay you to investigate, try them, then ask the men who use them or ask the dealers who are already selling them, who are placing re-orders.

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Tool Co., Ltd.**

Sault Ste. Marie, - Ontario

Marlin



*Take-down
Repeating Shotgun*

Marlin repeating shotguns are guns of perfect proportions, made in 12 and 16 gauges, with simpler mechanism than any other repeater.

They have the *Marlin* solid top always between your head and the cartridge, the side ejector, and the closed-in breechbolt that keeps out rain, snow and sleet, dirt, leaves, twigs and all other foreign matter. These features add greatly to the efficiency of a gun and to the comfort and convenience of the shooter.

The Model 16, 16-gauge *Marlin* is the only light weight repeating shotgun made. It weighs but 6¼ pounds, handles fast and shoots close and hard. It is unequalled for quail shooting, for squirrels, rabbits and all small game.

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SPRINGS & AXLES**

**ANCHOR
BRAND**



**THE GUELPH SPRING & AXLE CO.
LIMITED**

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Forsyth Quality

is the very highest even though

Forsyth Prices

are the lowest.

That's the way we have built our business, giving the dealers a square deal every time. Just write us to-day for prices on Bathroom Accessories, Moulding Hooks, Match Safes, Eureka Clothes Hangers, Meat Cleavers, Bicycle Sundries, etc.

It will pay you to write.

Forsyth Manufacturing Co.

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Our name and trade mark, the gothic letter "C," on a box of Horse Shoe Nails, is a guarantee assuring you of the results of over forty years' experience. It means the best Material, Process or Designs. ¶ Standard prices to Horseshoers throughout Canada with a fair profit to the dealer. If interested, write us to-day.

Canada Horse Nail Company, Montreal



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True Brand

popular lines here shown are giving universal satisfaction.

Knife, No. 776, 3 blades, pearl handle, best steel.

Shears, No. 7120, in range of sizes, 6—10-in., best shear steel, solid, "not a laid blade."

Razor, No. 0622, Judges Own, of best English steel, ground and finished in Germany, by expert razor grinders.

Every piece carries our guarantee, and is fully warranted.

We solicit an inspection of our lines. Our travellers are now out. See them.

E. F. WALTER & CO.

166-168 McGill Street,

- MONTREAL

HARDWARE AND METAL

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McDougall, E., Co., Galt, Ont.

Jacks.

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Stephens, G. F., & Co., Winnipeg, Man.

Portland Cement.

Hanover Portland Cement Co., Hanover, Ont.

Hyde, F., & Co., Montreal.

Thompson, B. & S. H. & Co., Montreal.

Poultry Netting.

Greening, B., Wire Co., Hamilton, Ont.

Ranges.

Gurney Foundry Co., Toronto.

McLean, Holt & Co., St. John, N.B.

Razors.

Clauss Shear Co., Toronto.

Gillette Safety Razor Co., Montreal.

Kampte Bros., 8 Reade St., New York City.

Refrigerators.

McClary Mfg. Co., London, Ont.

Sanderson-Harold Co., Paris, Ont.

Registers.

Ferrosteel Co., Cleveland, Ohio.

Hart & Cooley, New Haven, Conn.

McClary's London, Ont.

Pease Foundry Co., Toronto.

Rivets.

Brantford Screw Co., Brantford, Ont.

Canada Screw Co., Hamilton, Ont.

Hassall, Jno., 183 Lafayette Street, New York.

Montreal Rolling Mills Co., Montreal.

Roofing Supplies.

Brantford Roofing Co., Brantford.

Barrett Mfg. Co., New York.

Buchanan Foster Co., Philadelphia, Pa.

Galt Art Metal Co., Galt, Ont.

McArthur, Alex., & Co., Montreal.

Metal Shingle & Siding Co., Preston, Ont.

Metallic Roofing Co., Toronto.

Paterson Mfg. Co., Toronto & Montreal.

Patent Vulcanite Roofing Co., Chicago, Ill.

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Canadian Fairbanks Co., Montreal.

Frothingham & Workman, Montreal.

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Brantford Screw Co., Brantford, Ont.

Canada Screw Co., Hamilton, Ont.

Dominion Wire Mfg. Co., Montreal.

Montreal Rolling Mills Co., Montreal.

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Sanderson-Harold Co., Paris, Ont.

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Canadian Sewer Pipe Co., Hamilton.

Hyde, F., & Co., Montreal.

Shears, Scissors.

Clauss Shear Co., Toronto.

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Frothingham & Workman, Montreal.

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McFarlane, Walter, Glasgow.

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Cavers Bros., Galt.

Thos. Davidson Mfg. Co., Montreal.

Kemp Mfg. Co., Toronto.

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Chicago Spring Butt Co., Chicago, Ill.

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Morris & Bailey Steel Co., Pittsburg, Pa.

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Dennis Wire & Iron Co., London.

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Nova Scotia Steel & Coal Co., New Glasgow, N.S.

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Thos. Davidson Mfg. Co., Montreal.

McClary's, London, Ont.

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Owen Sound.

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Kemp Mfg. Co., Toronto.

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Buffalo Mfg. Co., Buffalo, N.Y.

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Meaford Wheelbarrow Co., Meaford, Ont.

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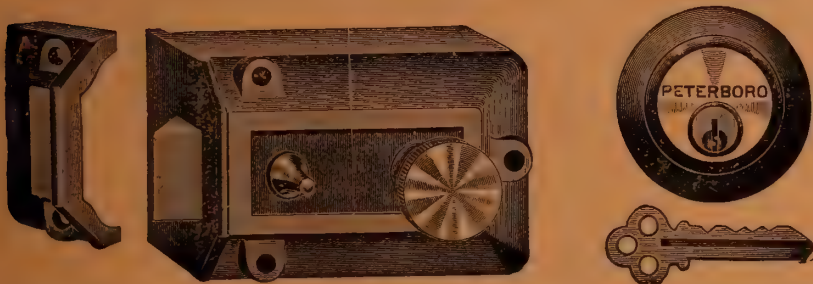
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LONDON, ENG., 88 Fleet St., E.C.

VOL. XX.

PUBLICATION OFFICE: TORONTO, SEPTEMBER 26, 1908

NO. 39.

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CELEBRATED
"PEPPERCORN AND DIAMOND"
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BUTCHERS' STEELS

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"Fleur  De Lis"

WORKS WELL and WEARS WELL

Only surpassed by the extra coating of "QUEEN'S HEAD."

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These thumb latches are made entirely of wrought steel, and will not break, made in three sizes—2, 3 and 4.

Their advantages over the old fashioned cast iron latches are apparent, and they are rapidly displacing the latter in up-to-date stores.

Your stock to be complete should have a line of these latches.

We carry them in stock in Japan, Bronze-Plate and old Copper finishes, and can furnish other finishes to order.

Your jobber can supply you. If you have any trouble getting them let us know. Ask for above numbers and specify Taylor-Forbes Co.

Have you a copy of our catalog?

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Gem Food Chopper

A modern household utensil that is needed in every kitchen. Carefully made, nicely tinned, self-cleaning, self-sharpening. It has steel cutters, and is made in four sizes.



No. 16 capacity 1 lb. per minute

No. 20 " 2 lbs. "

No. 22 " 2½ lbs. "

No. 24 " 3 lbs. "

Gem Food Choppers chop all kinds of Raw and Cooked Meat, Fish, Clams, Oysters, Vegetables of all kinds, Fruit, Bread, Crackers or Cheese, and many other articles used in making substantial dishes and dainty desserts. It is more useful than a chopping bowl, and a great deal handier. It may be easily clamped to the kitchen table and is ready for use whenever needed.

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THE White Mop Wringer

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Guarantees
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Does
Perfect
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Ease.

Remember—

The "White" wrings
to satisfy the most crit-
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or janitor.

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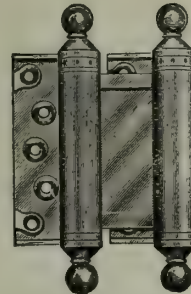
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Order direct or of your jobber.

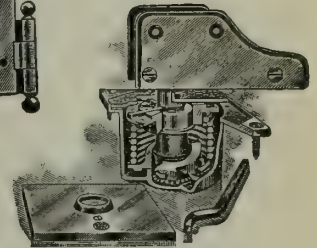
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A PRODUCT OF RECOGNIZED SUPERIORITY
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THEY ARE
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"BLIZZARD"

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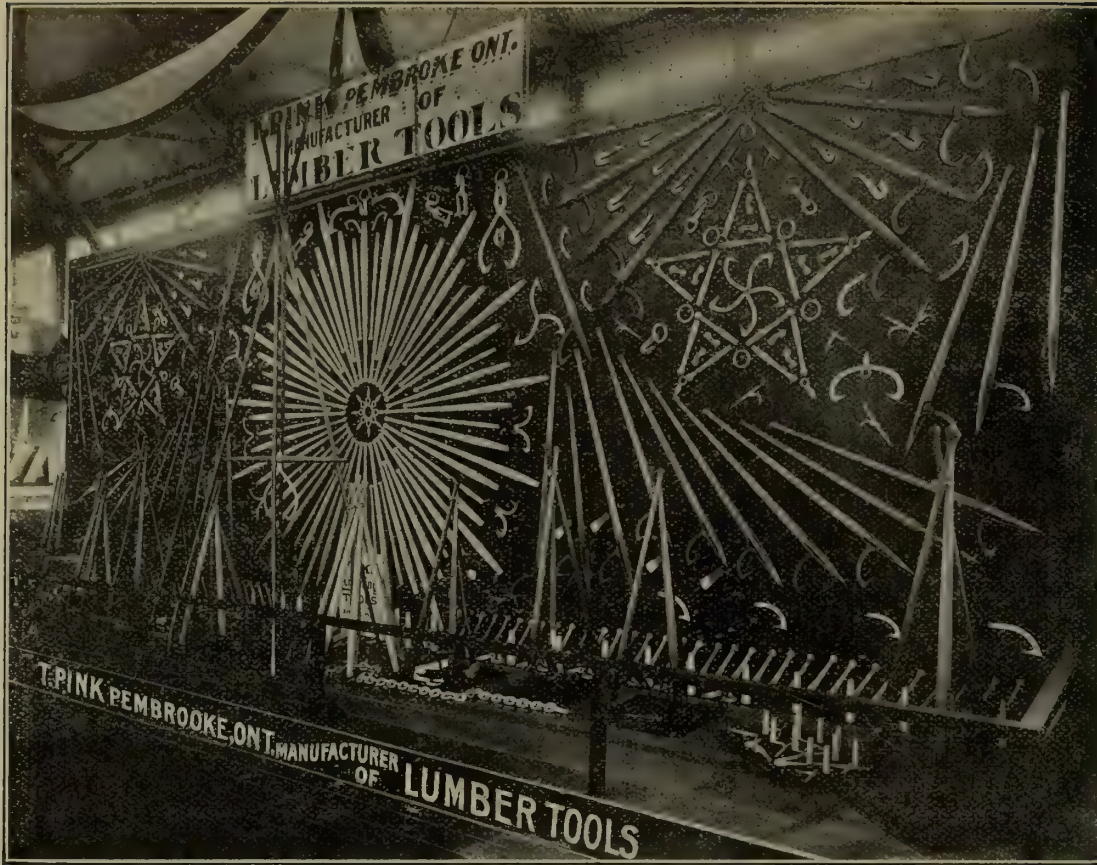
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The Standard Tools
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Toronto



Sept. 26th, 1908.

A PERSONAL LETTER

Dear Sir,--

Would you prefer using roofing manufactured in some far away foreign city, depending for your protection on a shrewdly prepared guarantee or guarantee bond issued by that far away manufacturer, or wouldn't you feel more secure to use a roofing bearing the label and firm name of the largest wholesale hardware house in your own country, who are so near by that its salesmen call on you regularly ?

we have had long experience with Prepared Roofing. After determining on one that we knew had given excellent service in all climates for a number of years, we arranged for its sale in Canada, and to assure our trade of absolute protection, we put it out under our own name--we are solely responsible.

To offset the security to dealers represented by our reputation, certain firms are endeavoring to fool the trade by sending in each roll of roofing they sell, a so-called guarantee or guarantee bond. The reading of the same would immediately convince you that you did not want any of the roofing. In the instance of the 1-ply, the guarantee compels you to double the original cost of the roofing in repainting. It would be just as sensible to require the users to protect their roofing by laying another one over it.

Your customers don't buy roofing to continually paint at a big expense--they buy it to wear. If Covertite Roofing doesn't give the user the worth of his money without any painting whatsoever, Lewis Bros., Ltd., make it good. We have a good reputation, and intend to keep it.

Covertite is sold on a small profit, and costs you no more than inferior substitutes. Write for our prices and order a few rolls for Fall trade.

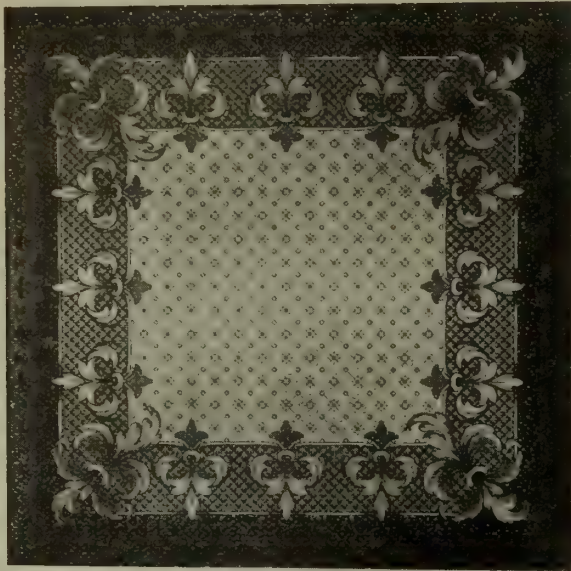
This is not an appeal to your patriotism but to common sense.

Yours truly,

LEWIS BROS., LTD.,

MONTREAL.

Ottawa, Toronto, Calgary, Vancouver.



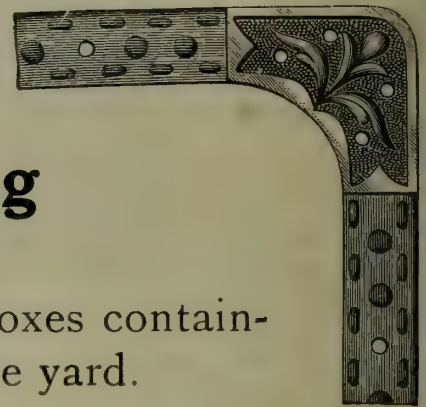
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Oil Cloth Binding

Brass or Zinc

in 6, 8 or 10 yard lengths, or put up in boxes containing 100 yards each, to be sold by the yard.



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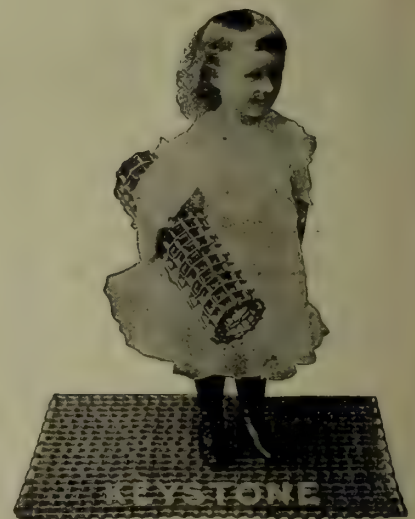


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SAWS

Made by SHURLY & DIETRICH, Galt, Canada



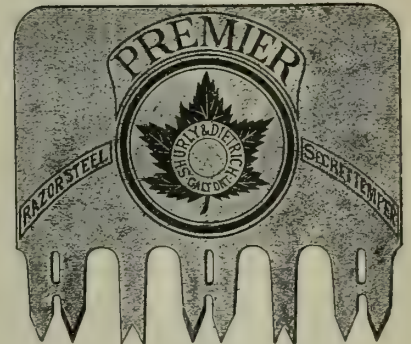
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The Lance—Cross-Cut Saw



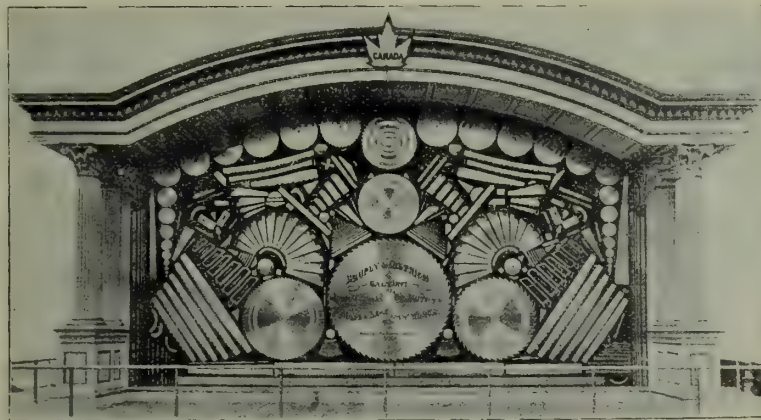
The Racer—Cross-Cut Saw



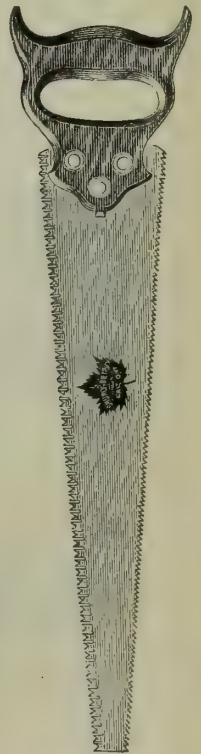
Premier—Cross-Cut Saw



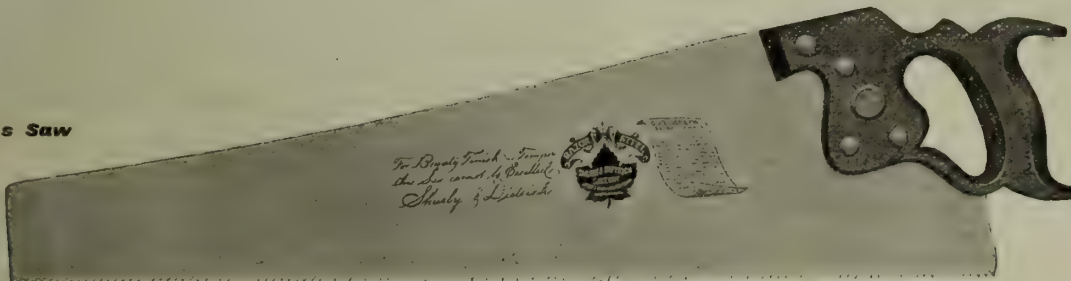
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Displayed at the National Exhibition



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Panel, Hand, Rip and Back Saws

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Canvas Hunting Coats and Cartridge Bags

Our double pocket cartridge bags are made in four sizes, and have shoulder straps. They hold from 50 to 200 shells.



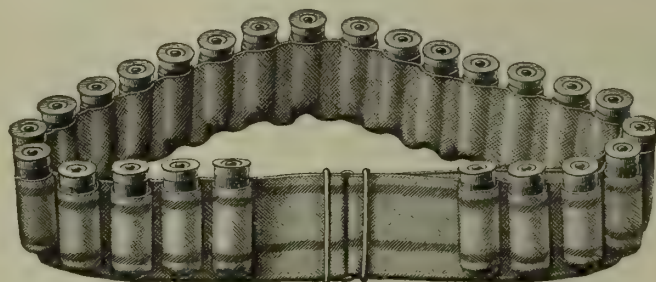
Cartridge Bag

The hunting coats are made from the best quality 10 oz. Army Duck, and are lined with 8 oz. Duck. They have padded shoulders, corduroy collars, adjustable cuffs, six outside pockets, three game pockets and have the color of grass. Made in six sizes, 36, 38, 40, 42, 44 and 46-in. chest measure.



Canvas Hunting Coat

Cartridge Belts and Duck Calls



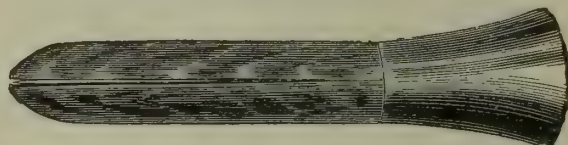
No. 100 Mill Hunters Belt.



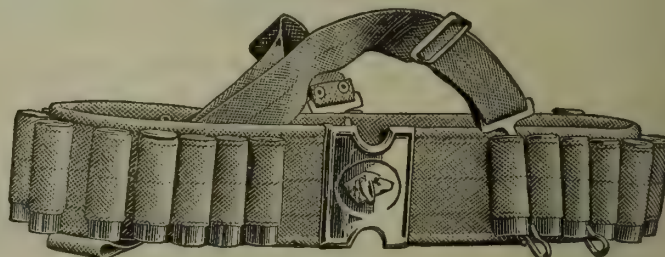
No. 93½ Russet leather belt with shoulder strap.



No. 98 extra heavy russet leather belt having a large nickel-plated buckle.



Cocobolo duck call, with nickel-plated tip.



No. 200 Mill Hunters Belt.

For prices, write us direct, or ask our travellers to quote. See our general Catalogue for fuller information.



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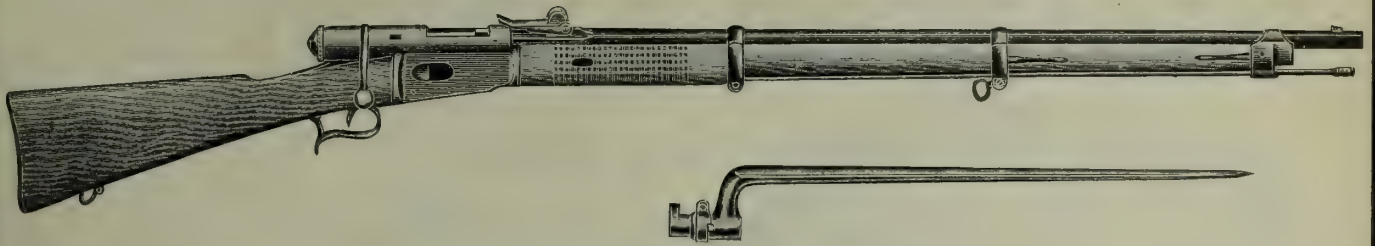
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You can make money selling the Swiss Army Rifle at \$5.00 or even less.

It is a perfect repeating rifle, though not new, but we guarantee every rifle to be exactly as represented.

The magazine holds 12 cartridges, and one in the chamber, making 13 at the shooter's command. The cartridge is



large and powerful, and we have a big supply in stock. The rifle is the product of one of the best European arsenals. The action is the reliable and quick bolt type, used on all military rifles. The barrel is rifled and sighted for long ranges, and has convenient adjustable sights. A bayonet is also provided, not for stabbing bears, but it is useful for decorative purposes.

We have a special proposition to make if you buy a case, and you should be able to handle several cases during the hunting season.

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Note These Prices



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	Per Dozen		Per Dozen
No. 1	\$1 90	"Victor"	\$4 20
No. 2	2 20	"Sport"	6 00
No. 3	2 40	"Racer"	7 20



Girls' Bench Sleighs

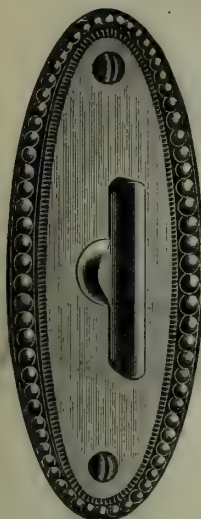
	Per Dozen		Per Dozen
"Daisy"	\$2 40	"Canada"	\$5 45
"Minto"	3 50	"Nonpareil"	9 00
"Leader"	3 50	"Stanley"	12 90

Bobb Sleighs

Baby Sleighs

WRITE FOR FULL LIST

H.W. NELSON & CO., Limited
Toronto

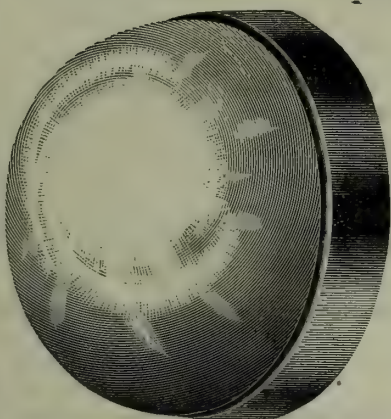


**ROTARY STROKE ELECTRIC
DOOR BELL
and TURN**

A very handsome, practical and saleable set.

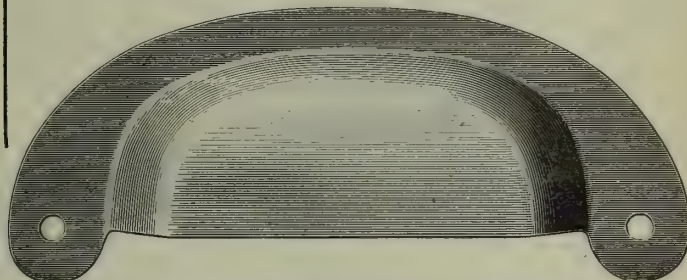
This is only one of our many trade-catching door bell designs. Sold by all leading jobbers in the Dominion.

**The BELLEVILLE HARDWARE
CO., Limited
BELLEVILLE, - - - ONTARIO**



This excellent line is put up with **Bronze, Brass or Steel Turns, Steel or Bell Metal Cogs.** Also with **Cast Bronze, Brass or Iron Turns.** Our full list is very attractive.

**Save Money
—ON—
Drawer Pulls**



**SEND FOR SAMPLE AND
PRICES.**

WE ALSO MAKE THE

**Celebrated Shelby "Champion"
Double Acting Spring Floor Hinges**

**The Standard Mfg. Co.
SHELBY, OHIO., U.S.A.**

H&R SINGLE GUNS

Enjoy the confidence of the
public — your customers

When a man comes into your store to buy a gun he is on friendly terms with an H. & R. That is because of our persistent advertising.

Then when he takes an H. & R. Gun in his hands—examines it, discovers its simplicity, perfect balance, finish and all-round superiority compared with higher priced guns, the sale is made.

Very little effort is required on your part, but in order to enjoy a liberal profit and a growing patronage you must carry H. & R. Guns.



Our catalog tells about our full line and gives valuable selling points. We are now offering our new three-piece gun which we call **MODEL THREE-PIECE 1908**. Built on the same lines as our famous Model 1900, this new gun is taken down in the same manner as a double gun—by pulling off the snap fore-end and unhooking the barrel from the frame.

MODEL THREE-PIECE 1908 will be made in 12, 16, 20 and 28 gauge. We shall continue to manufacture and supply our popular Model 1900, with patented hinge pin, and our unequalled small framegun, Model 1905.

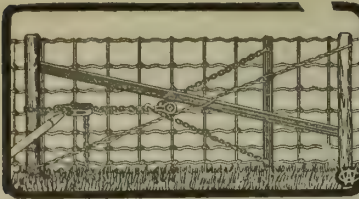
WRITE US TO-DAY

HARRINGTON & RICHARDSON BROS. CO.

515 Park Avenue,

Worcester, Mass.





HOW TO BUILD A GOOD FENCE

Everyone intending fence building should send for our folder on Erecting Fences. It's full of valuable information on fence building, tells how to erect woven wire fencing quickly and substantially, describes the manufacture of fence wire and has an article quoted from bulletin of U. S. Dept. of Agriculture on concrete post making, showing how these durable posts can be economically made at home. Don't fail to write for a copy. It's free.

THE BANWELL HOXIE WIRE FENCE CO., Ltd.
Dept. P. Hamilton, Ontario. Winnipeg, Manitoba.



H. Boker & Co.'s "RADIUM"



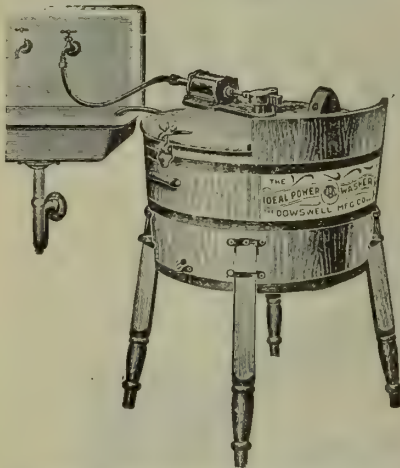
We believe that there is a large and constantly increasing number of people who want something a little better than the average run of goods. Something that can be depended on to last and perform its duties in a thoroughly satisfactory manner. We have had people say to us, "Price is no object if we get something real good." For this class of people especially, we have made up the famous "Radium" Razor. Has a highly crocus finished double concaved reinforced blade, etched in gold "radium," with best quality black rubber handle. Sent postpaid to any part of Canada for \$2.00. If you shave yourself, send for one of our Illustrated Booklets. It's free.

McGILL CUTLERY CO., Reg'd

P.O. Box 366, MONTREAL

A PAIR OF MODERN LABOR SAVERS

The machine that runs itself



Perfectly Simple and Simply Perfect

Their Equal Not Made Yet.

The Leaders of a trade winning line of up-to-date and exclusive styles of Washing Machines, Wringers and Churns, of National Reputation, Undisputed Popularity and Superior Quality, that have been extensively advertised and a demand created.

DEALERS

This line is a powerful asset and one you cannot well afford to overlook.

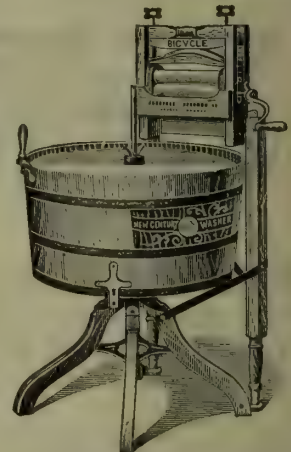
The Dowsell Mfg. Co. Ltd.

HAMILTON, - ONT.

Eastern Agents,
W. L. Haldimand & Son, 36 St. Dizier St., Montreal, Que.

Western Agent,
Harry F. Moulden, 290 Carry St. Winnipeg, Man.

The next thing to it



New Century Style "B"

The Toronto Plate Glass Importing Co., Limited

(HILL & RUTHERFORD, Managing Directors.)

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR AND
ORNAMENTED GLASS.

Works: Don Speedway, also Victoria St.,

TORONTO

Do You Want to Buy or Sell?

The Condensed Ads. in Hardware and Metal bring results. Two cents a word first insertion, one cent a word each subsequent insertion.

DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines. These enquiries come from Wholesalers, Manufacturers and Retail Dealers, who usually intimate they have looked through Hardware and Metal, but cannot find any firm advertising the line in question. In the majority of cases these firms are anxious to secure the information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay them to advertise in larger space.

BUYER'S GUIDE

To the Hardware Trade

The 1907 Edition, Canadian Industrial Blue Book, is sold. The 1909-10 Edition will be \$5.00, subscription only. No extra copies will be published.

THE MANUFACTURERS' LIST CO.,
Witness Press, MONTREAL

CEMENT.

The Hanover Portland Cement Co., Limited,
HANOVER, ONTARIO
Manufacturers of the celebrated
"Saugeen Brand"
OF PORTLAND CEMENT.
Prices on application. Prompt shipment.

CLIPPERS.

PRIEST'S CLIPPERS
Largest Variety.
Tollies, Hand, Electric Power
ARE THE BEST.
Highest Quality Grooming and
Sheep-Shearing Machines.
WE MAKE THEM.
SEND FOR CATALOGUE TO
American Shearer Mfg. Co., Madison, WIS., U.S.A.
Wiebusch & Hilger, Limited, special New York
representatives, 106-110 Lafayette Street.



CHECK BOOKS

"PLIC BOOKS"

For making carbon copies of your letters and orders. Write for information.

THE CARTER-CRUME COMPANY, Limited
445-447 King St. W., Toronto, Ont.

FEED COOKERS



FEED COOKERS

A good line to handle.
Write us for full particulars and prices.

James & Reid, Perth, Ont.

FOOD COOKER

Tank directly over fire heats quick with little fuel. Safe—can be placed anywhere a stove can. Very satisfactory. Used for many purposes. Prices low, write us.

The Steel Trough & Mach. Co. Ltd.
Tweed, - Ontario

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The Best Door Closer is . . . **NEWMAN'S INVINCIBLE FLOOR SPRING**

Will close a door silently against any pressure of wind. Has many working advantages over the ordinary spring, and has twice the wear. In use throughout Great Britain and the Colonies. Gives perfect satisfaction. Made only by

W. NEWMAN & SONS,
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GALVANIZING
Work and Prices Right
ONTARIO WIND ENGINE & PUMP
CO., Limited
Toronto, Ont.

GALVANIZING AND TINNING
The CANADA METAL CO.
Toronto, Ontario.

HARDWARE SPECIALTIES

We lead in Asbestos Fire-proof Stove-pipe Thimbles, Air-tight Heaters, Drums, Gas Stove Cookers and Heaters Combined, New Success Toasters, Ash Sifters, &c.
Send for our Specialty Catalogue.

THE COLLINS MFG. CO.,
34 Adelaide St. West, TORONTO

METAL STAMPING.

STEEL STAMPINGS

We design stampings to replace castings of all kinds. Send sample for estimate.

ACME STAMPING and TOOL WORKS
HAMILTON, ONT.

RIVETS & STEEL PRODUCTS

The PARMENTER & BULLOCH CO., Ltd.
GANANOQUE, ONT.

Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Fellow Plates.

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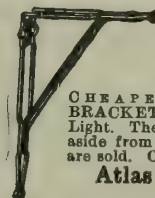


Davey's Patent Windproof Ship Signal Lamps

Ship, Yacht and Boat Fittings
of all kinds.

DAVEY & CO., 88 West India Dock
Road, LONDON, E., ENG.

SHELF BRACKETS.



Will Hold Up a Shelf

That's what a shelf bracket's for. For this purpose there can be NOTHING BETTER, NOTHING

CHEAPER than the **BRADLEY STEEL BRACKET.** It is well Japanned, Strong and Light. The saving on freight is a good profit aside from the lower price at which the goods are sold. Order direct or through your jobbers
Atlas Mfg. Co., New Haven.

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ARMSTRONG CUTTING-OFF TOOLS
are correctly designed and the blades are bevel rolled from special Self-Hardening Steel. Straight and Offset shaping. 7 sizes each. Write for Catalog

Armstrong Bros. Tool Co.
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VENTILATOR



My patent rotary ventilator is backed by a guarantee. It is the best ventilator on the market. Write for particulars, handsome booklets of testimonials and information mailed free.

GEO. D. PEARSON & CO.
Office and Works
17 Pontiac St. - Montreal

WIRE WORK.

Crescent Wire and Iron Works KINGSTON, ONT.

We have added a tinning plant, estimates given on Tin Dipped Wire Goods, Refrigerator Shelves, etc., also manufacturers of Wire Guards, Fencing and Railings.

PARTRIDGE & SONS Proprietors

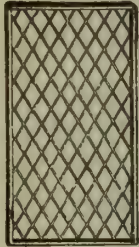
PARKER WIRE GOODS COMPANY
1 Assonet St., WORCESTER, MASS., U.S.A.

General and special Wire Hardware

Write us for prices

New York Office, - 107 Chambers St.

"If It's Made of Wire We Make It"



Let us quote you when in need of
**Wire Cloth, Coal and Gravel Screen-
ing, Window Guards, Spark
Guards and Grille Work.**

We are offering a splendid selling line of
**ORNAMENTAL FENCING AND GARDEN
BORDER**

Illustrated Price List on application.

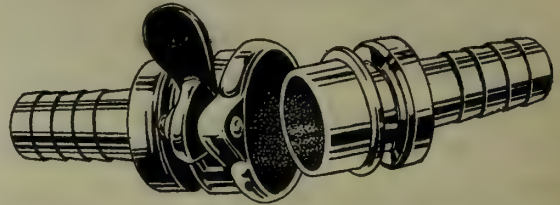
**THE CANADA WIRE GOODS MFG. CO.,
HAMILTON, ONT.**

Simplicity Means Expediency

You couldn't get a hose-coupler that would save more time,
trouble and labor than the

Time-Saver Hose Coupler

It makes a water-tight joint instantaneously, and is simply
invaluable for all hose users. Send for price list.



The Time Saving Coupler Co., Limited
166 Bay Street - - TORONTO

GLUES, GELATINES SIZE, Etc.

When in the market for these lines,
send for our quotations.

Or better still, send for them now,
and keep them on file.

The GROVE CHEMICAL CO., LTD.

ESTABLISHED 1856

Appley Bridge, Wigan, Lancs., England

Ford's Auger Bit



is an all round Bit, boring smoothly, and well
suited to the finest work. For many difficult
jobs it is the only tool that can be used. Give it
a trial, and afterwards you will sell only one line
of high-grade Bits, and that line will be Ford's.

FORD AUGER BIT CO.,
108 Cabot Street, HOLYOKE, MASS., U.S.A.

No Sand Holes in



"DIAMOND" BRAND FITTINGS

They are perfect in material, threading
and finish. You may have every confi-
dence in offering "Diamond" Brand
Fittings to your customers as their quality
is backed by our personal guarantee.

LOOK FOR THE TRADE MARK "DIAMOND"
WHOLESALE ONLY

OSHAWA STEAM & GAS FITTING CO., Limited
OSHAWA, CANADA

RODGERS' Cutlery & Plate

NONE GENUINE unless bearing the TRADE MARK:



James Hutton & Company
Montreal

Sole Agents for Canada.

Canada Foundry Company, Limited

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MANUFACTURERS OF

Power Appliances of all Kinds

**Complete Power Plants, Steam, Gas,
or Electric.**

TO MANUFACTURERS' AGENTS:

HARDWARE AND METAL has enquiries from time to
time from manufacturers and others wanting represen-
tatives in the leading business centres here and abroad.

Firms or individuals open for agencies in Canada or abroad
may have their names and addresses placed on a special list
kept for the information of enquirers in our various offices
throughout Canada and in Great Britain without charge.

Address

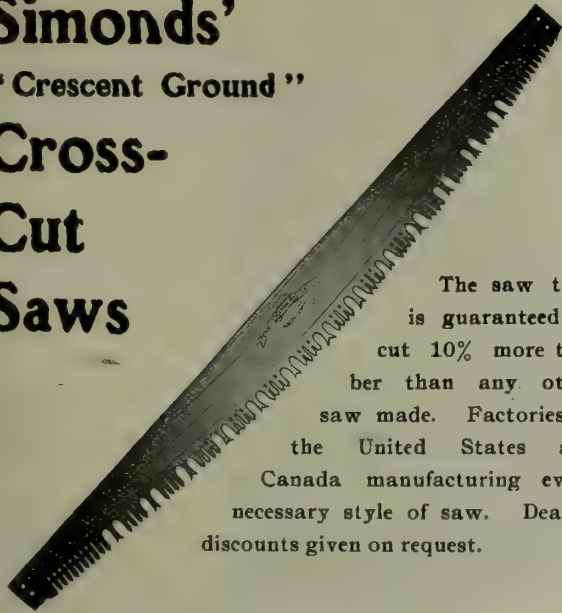
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HARDWARE AND METAL
Montreal and Toronto.

Simonds'

"Crescent Ground"

Cross-Cut Saws



The saw that is guaranteed to cut 10% more timber than any other saw made. Factories in the United States and Canada manufacturing every necessary style of saw. Dealers discounts given on request.

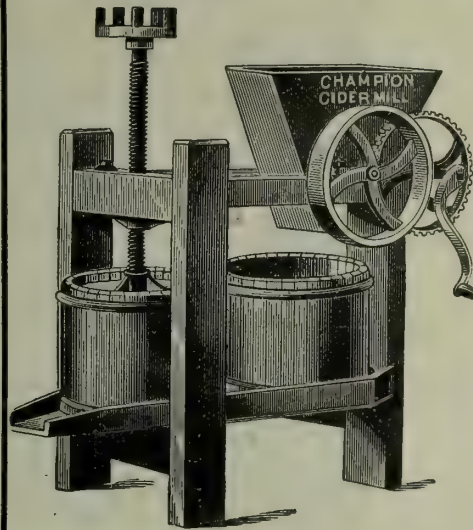
Simonds Canada Saw Co. LIMITED

Montreal, P.Q.

Toronto, Ont.

St. John, N.B.

Cider Mills and Presses



Order now and be ready for the demand.

Circulars and prices will be sent by return mail.

Send us your enquiries for

Drilling Machines, Forges, Wheelbarrows, Washing Machines of All Kinds, Butter Workers and Shipping Boxes, Blacksmith's Machine Tools, Wagon Skeins

The London Foundry Co., Ltd.
LONDON, CANADA

The Howland Pump Oiler



FOR SALE
BY ALL
CANADIAN
JOBBER.

A slight pressure of the thumb-piece pumps the oil to the bearings.

Maple City Manufacturing Co.
Monmouth, Illinois

The SHOOTING SEASON

always creates a big demand for Ammunition. The DEMAND for the Ammunition of

F. Joyce & Co., Ltd., of London, Eng.

is greater than ever before. Why? Because its QUALITY is right and its merits are known to the consumer all over CANADA.

Stock Nitros, Walthams, Ideals and Ballistites

There is profit in it for you and PRESTIGE for your store in selling these.

J. H. ROPER, 85 St. Francois Xavier St., MONTREAL

SOLE AGENT FOR CANADA

Disston

Saws



The largest Saw Manufacturing Plant in the World and its Trade Mark—EMBLEMATIC of the Principle upon which the High Reputation for Quality, Workmanship and Utility has been built.

HENRY DISSTON & SONS, Inc., Philadelphia, U.S.A.

Keystone Saw, Tool, Steel and File Works.

CANADIAN WORKS, 112 Adelaide Street East, TORONTO

*Satisfaction
Guaranteed*

A MARK OF QUALITY

*Prompt
Delivery*

LION

**Manila Rope
Transmission Rope
Yacht Rope
Bolt Rope**



**Sisal Rope
Lath Yarn
Shingle Yarn
Bale Rope**

CONSUMERS CORDAGE COMPANY, LIMITED

Mills: MONTREAL, QUE. HALIFAX, N.S.

Manufacturers of CORDAGE and TWINE of all descriptions,
From

Manila, Sisal Jute, Russian, Italian

AGENTS AND BRANCHES:

F. H. ANDREWS & SON,
Quebec, Que.

CONSUMERS CORDAGE CO., Limited,
St. John, N.B., Toronto, Ont.

MacGOWAN & CO.,
Vancouver, B.C.

TEES & PERSSÉ, Limited, Winnipeg, Calgary and Edmonton.

Complete Stocks at Halifax, St. John, Montreal, Toronto, Winnipeg, Vancouver



SIMONDS No. 8½

This Saw is of the general style and shape which carpenters have been accustomed to using for years past. Has a carved apple handle with highly polished sides and edges, making a very pretty Saw. Holds its cutting edge and saws true. Its high quality and even temper are due to the fact that it is **Made of Simonds Steel**. Covered by the broadest Simonds warranty.

SIMONDS HAND SAWS

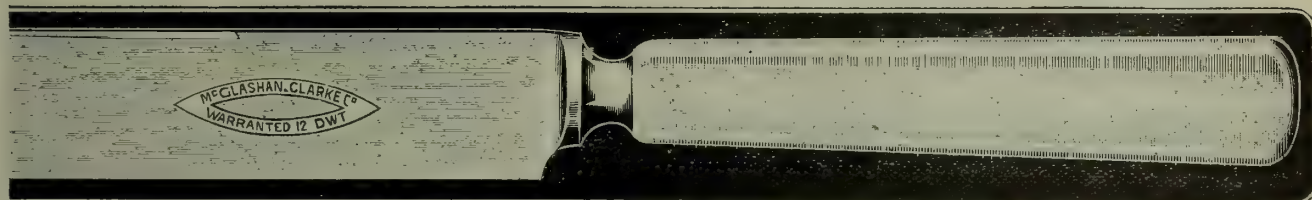
are good sellers. Dealers should send for 1907 Catalogue and discounts.

SIMONDS MANUFACTURING CO.

Fitchburg, Mass.

Branches Throughout The United States

Table and Dessert Knives—CELLULOID OVAL HANDLE



Swedged Blades, made from the finest English Cutlery Steel, 12 dwt., hand burnished. Blade handled with best grained Celluloid, warranted secure. Packed in very attractive rack boxes—½ doz. to the box. Write for Catalog and Discounts.

The McGLASHAN, CLARKE CO., Ltd., - Niagara Falls, Canada

AGENTS: J. MACKAY ROSE, 88 McGill Street, Montreal, Que. N. F. GUNBY, 61 Albert Street Toronto, Ont.
DAVID PHILIP, 291 Portage Avenue, Winnipeg, Man.



LONG

SWASTIKA



LIFE

BABBITT

Best Babbitt Value in the World.

SWASTIKA LONG LIFE BABBITT

Will stand High Speed and Heavy Pressure, Grade High, Price Low. 25c. lb.

Write for Booklet

Liberal Discount to Trade.

The JAMES ROBERTSON Co., Ltd., 144 William St., Montreal

Not to be Sneezed At !

Some people are always inclined to "pooh-pooh" a good idea, but the wise merchant is always open to a PROFITABLE SUGGESTION. Here's a good one: SELL STRUCTURAL STEEL to local building enterprises. No, you don't need a ten-acre yard to accommodate stocks, we have that. Just keep in touch with local contractors, and get prices on high grade Steel Girders, Columns, Trusses, Beams, Angles, Etc., from us. We protect the trade by giving VERY CLOSE PRICES.

Hamilton Bridge Works Co., Limited, Hamilton
CANADA



DOMINION WIRE MANUFACTURING CO.

LIMITED

MONTREAL AND TORONTO



Annealed Hay Baling Wire and Bale Ties



Cut to any desired length
with single loop.



QUALITY—THE BEST. SHIPMENTS—RIGHT

FIX UP YOUR CHIMNEYS

Even the best stove or furnace will be unsatisfactory if the chimney does not draw well. But the

"Zephyr Ventilator"

will give a good draft to any chimney.

It will even allow the burning of soft coal in the stove, with good results.

We want you to sell the "Zephyr Ventilator" in your town. There is money in it, and the satisfaction that it gives will bring you new customers. The Zephyr cannot be excelled for ventilating the rooms of Clubs, Steam Laundries, etc

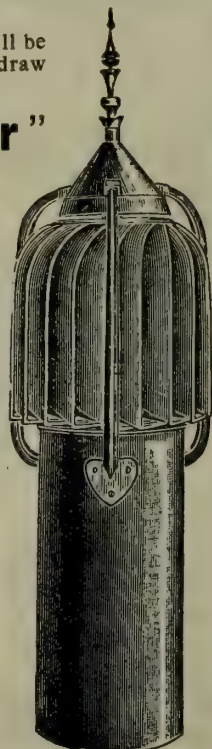
"The Zephyr" makes high chimneys unnecessary.

Lachine, June 5, 1903.
The J. W. Harris Co., Limited, Montreal.

Dear Sirs,—Your system of ventilation installed in our Convent has given us absolute satisfaction.

Yours respectfully,
Sister Marie Pacifique, Gen. Eco.
Sisters of Ste. Anne.

Made by
THE J. W. HARRIS CO.
CONTRACTORS LIMITED
MONTREAL



New Style H. & C. Side Wall Register.

BE A LITTLE DIFFERENT

Don't use breakable cast iron registers because the other fellow does. Use H. & C. Wrought Steel Registers and see what a strong talking point they are.

HART & COOLEY CO., Booth St.,
New Britain, Ct.



The "Railroad" Special

The strongest Wrench made and one that will stand the most severe service because the head and bar is drop forged in one piece from open hearth steel, the screw and jaw deeply threaded and every part is carefully made from high grade material. Fitted with our indestructible iron handle.

Adapted for use in mills, factories, railroads and in any place where a strong, serviceable Wrench is required. Used by the largest manufacturers and railroads in the world.

The most economical Wrench on the market.

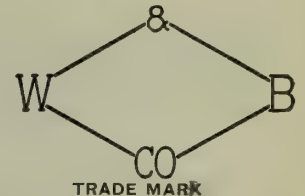
Catalogue on application.

THE WHITMAN & BARNES MFG. CO.

Canadian Factory and Sales Office :

St. Catharines

Ontario



Burman No. 17 Power Clipper

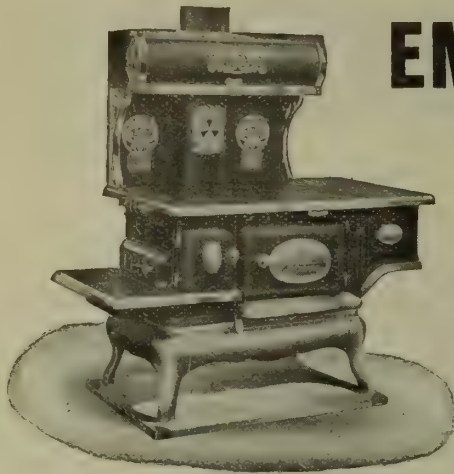
Enclosed Gear Type

6 ft. Flexible
Shaft
"Burman"
Clipping
Head.



All Gears
are
Cut
in Solid
Metal.

Can be obtained from wholesale hardware houses throughout the Dominion
Write for Particulars.



EMPIRE STOVES and RANGES

ARE THE LEADERS FOR PROFIT

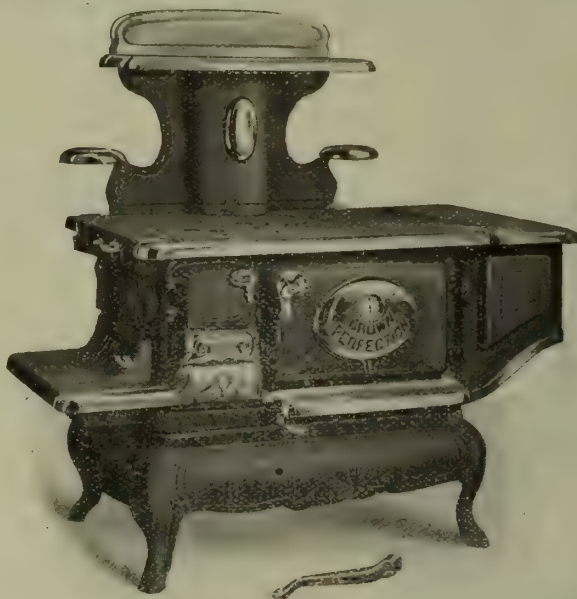
THE EMPIRE QUEEN RANGE

is by long odds the best iron range on the market. Perfect in construction. Special baking draft forcing heat twice around oven. Latest Duplex Grates, separate grates for wood, simple and easily interchangeable. Castings are smooth, well-proportioned and flawless. Deep ashpit so constructed that no ashes can fall outside the ashpan. Handsome nickel trimmings easily cleaned. Heats water quicker than any other range on the market. Made in eight distinct sizes, handsome in design, strong and durable, suited to the various popular requirements.

GET OUR LIST WITHOUT DELAY

Canadian Heating and Ventilating Co.
Owen Sound, Ontario **Limited**

Selling Agents: Christie Bros. Co., Limited, 802 College Street, Toronto, Ont. Christie Bros. Co., Limited, cor. Henry and Park Sts., Winnipeg, Man. Abercrombie Hardware Co., Vancouver, B.C. The Can. Stove & Furniture Co., Montreal, Que.



*The Crown Perfection Range
for Coal and Wood*

Crown Perfection

The RANGE with the two-walled oven.

Handsome lift-off nickel ornamentation.

The Crown is a quick and even baker.

If you want to handle a Range that has good talking points, write for prices and particulars.

The JAMES SMART MFG. CO., Limited
BROCKVILLE, ONTARIO

The "Velox" is the newest Starr. When we say that it is the very best hockey skate made, we can back up our assertion with facts.

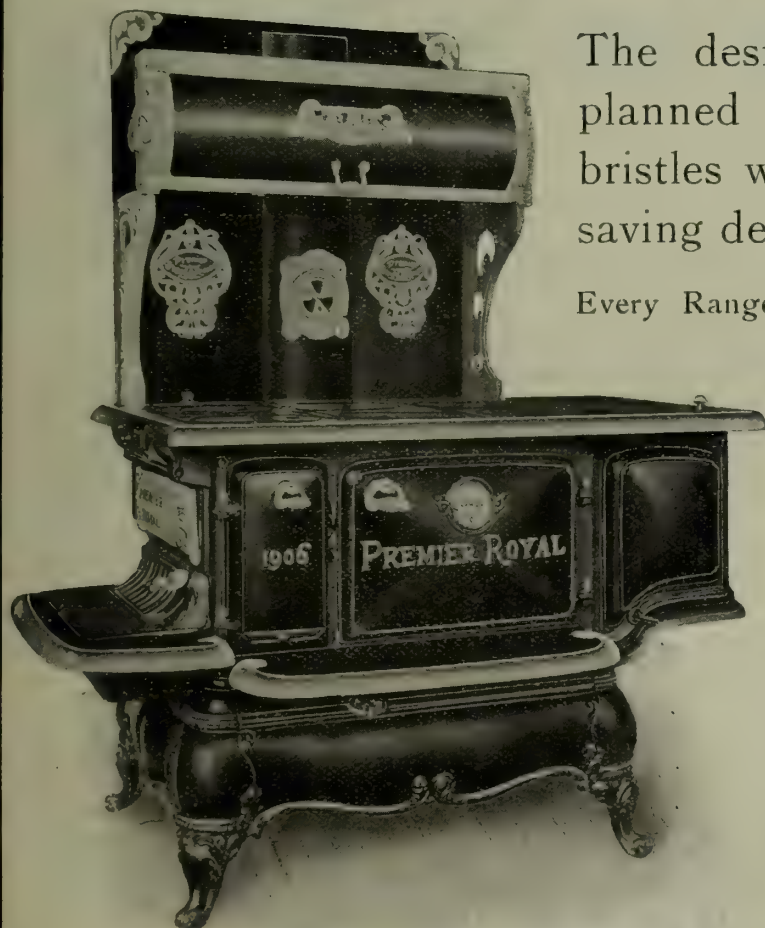


The New "VELOX"

The Starr Mfg. Co., Ltd., Dartmouth, N.S.
BRANCH OFFICE: TORONTO, ONT.

Our "Velox Skate Book" will give you the reasons why the greatest hockeyists think it the ideal skate. Send for one—a postal brings it.

Davidson's "Premier Royal" Cooking Range



The design is attractive and well-planned for convenience and fairly bristles with good points and labor-saving devices.

Every Range is fitted with these improvements:

- Heat Indicator
- Single Damper
- Detachable Guard Rails
- Ventilated Oven
- Oven Door Pedal
- Duplex Grate
- Simmering Cover
- Nickeled Towel Drier, etc., etc.

A Thoroughly High-class Range

Made in

Three Sizes and Seven Styles

Commands a Good Price
and Sells Without Trouble.

In special features of excellence—ease of keeping clean, freedom from repairs, perfect cooking, and also in material, workmanship and finish, these ranges are unequalled.

Cut illustrates Style F with steel high closet.

WRITE FOR DESCRIPTIVE CATALOGUE

The Thos. Davidson Manufacturing Co., Limited
Montreal and Winnipeg



The Lane That Had No Turning

Last week we told you about the McClary magnitude—this week how such was made possible.

1847—this was the inception of the McClary Manufacturing Company, so we are sixty-one years young.

HONESTY, FAIR PLAY, CARE, SURE-SERVICE, STRAIGHT METHODS, HONOR—these were the trusted foundation stones.

FAMOUS—this was the powerful motto.

Write this large: THAT-SIXTY-ONE-YEARS-AS-SURE-AS-THE-SUN-COURSE-HAS-NEVER-CHANGED. Year in, year out, hard times, prosperous times, the McClary way has always been the right way, the square way, and the time-lasting way.

1847 found us of small dimensions.

1908 finds us largest makers of stoves and ranges in King Edward's domains. You know about "PANDORA" and "SASK-ALTA," the two widest advertised, quickest-selling ranges in Canada.

We attribute our expansion to two things—the confidence of others in us, the continuation of the worth that made such confidence possible.

We regard that "repeat" patronage of the trade as an unfailing sign that we are regarded as expert stove-makers, expert stove shippers; and, believing this, we also believe the most profitable advertising to be the good opinion of the other fellow after he has had reason to form some sort of an opinion.

And for 1908 and thereafter it will be: "The Lane that had no turning."

P.S.—We have always been regarded as "famous" stove-makers. Just now the trade regard us as "famous" stove-shippers.

McClary's

London
Vancouver

Toronto
St. John, N.B.

Montreal
Hamilton

Winnipeg
Calgary

There are FURNACES AND FURNACES

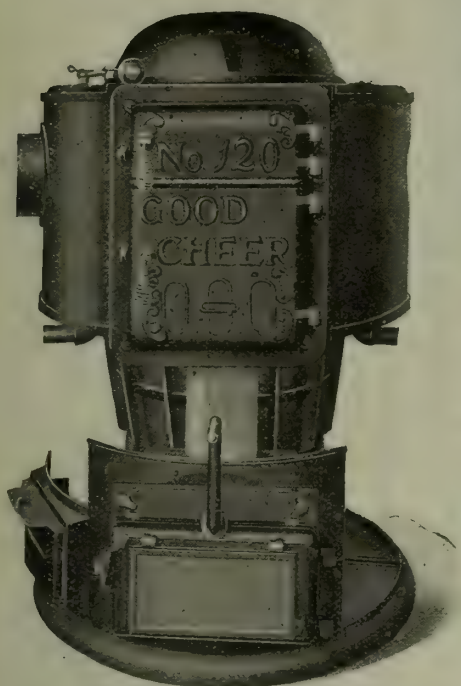
But in combination of quality and price none equal

GOOD CHEER

TAKING HIS OWN MEDICINE

(A Storiette)

A certain Ontario coal dealer was so concerned about the small quantity of fuel for heating purposes which he was being called upon to supply to the hospital in his town, having calculated that the tonnage, for which he had the contract, would be much greater, that he set about inquiring as to whether there might not be some other source of supply than himself, but he soon satisfied himself that all the coal used came from his yards, and that the solution of the question was a "GOOD CHEER" Furnace in use in the building. A furnace like that was good enough for him, and he is now saving coal himself by using a "GOOD CHEER" in his own house.



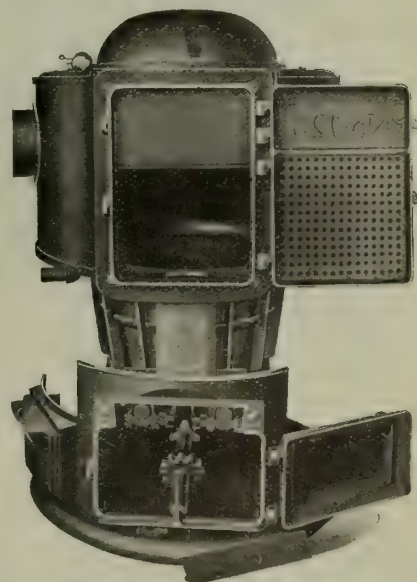
A Warm Air Heater of the Better Class

No. 100 series, with air blast

Coal and Wood

NOTE—Furnace capacity claims are often so extravagant that the dealer unless already familiar with the furnace in question, is apt to be misled. A study of the radiator construction of the "Good Cheer" readily convinces that the furnace will radiate more heat per inch of diameter of firepot than other makes, and the capacities we quote can be thoroughly relied upon as well within the mark, and under favorable conditions of installation even greater heat giving power will be developed.

No.	Capacity	Diameter of Firepot	Depth of Firepot	Shipping Weight	Height to top Casing Ring
116	11,500 ft.	16 in.	13 in.	675 lbs.	42 in.
118	15,000 "	18 "	13 "	800 "	44½ "
120	19,000 "	20 "	13 "	910 "	47½ "
124	33,000 "	24 "	14 "	1300 "	51½ "



Large feed doors with swinging smoke shield also method of removing grate bars.

If you have not received a copy of our Good Cheer Furnace booklet, a card to our Woodstock or Winnipeg office will bring you one.

The JAS. STEWART MFG. CO.

Woodstock - Ontario

Limited

Western Warehouse : James St., Winnipeg, Man.

Distributing Agencies :

McLENNAN, McFEELY & CO.,
Vancouver, B.C.

WOOD VALLANCE HDW. CO.,
Nelson, B.C.

REVILLON BROS., Ltd.,
Edmonton, Alta.

One of the Reasons for Satisfaction

Every **Standard Heater** has a full metal lining passing **ENTIRELY** around the fuel chamber. This insures proper distribution of air to the burning carbon as well as an even distribution of the heated air. The fire never goes out till the user is ready to put it out and the maximum heat is drawn from the burning fuel.

STANDARD HEATERS

are not only made right but also look right. That's half the battle in selling anything.

ASK FOR 1908 PRICES

Ask about the new package for STANDARD CARBON

The best carriage heater fuel on earth. Made right. Packed right. Get ready for cold weather now.

The Standard Stamping Co.
Marysville, Ohio U. S. A.



Phantom Picture, showing the new Carbon Package—every cake in a compartment by itself.

BEST ELBOWS

—FOR—

CONDUCTOR PURPOSES

BEAR TRADE MARK

F. Dieckmann

PLAIN ROUND.

CORRUGATED.

Crimps outside no obstructions inside.

Only elbow holding in position without solder.



THE SUN NEVER SETS

ON VULCANITE ROOFING

without giving the house owner who uses it a feeling of great satisfaction. WHY? Because he knows that "Vulcanite" Roofing is the most perfect, economical and wearing roof protection made

THAT'S WHY **VULCANITE ROOFING** IS UNIVERSALLY USED
SPECIALLY ADAPTED FOR RECOVERING SHINGLE ROOFS
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STANLEY

IS THE BEST OF ITS KIND

IMPROVED CARPENTERS' TOOLS

Sold by all Hardware Dealers

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NEW BRITAIN, CONN, U.S.A.

For Sale by the **TRADE**

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Buyers will be asking you about the Record Furnace and Heating System.

Why? Because of our System of advertising, which helps the Dealer. That means you. When the arguments are all in and the deal is closed, one fact stands out in bold relief—

The
Record Furnace
is backed by a
guarantee

If the "Other Kind" did that, it would be just as easy to sell them.

We do not need to reduce our selling price.

We do not need to resort to any subterfuge but honest value.

Trouble and expense are two of the cardinal points of furnace life, and ninety per cent. of your probable buyers will say "Does this furnace give trouble?"

A child could run the Record Furnace. That's what makes it such a favorite with families.

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You see the advantage of the Record System is that you make your customer your firm friend and you establish the heating department of your business on a plane that ultimately cheap competition cannot reach.

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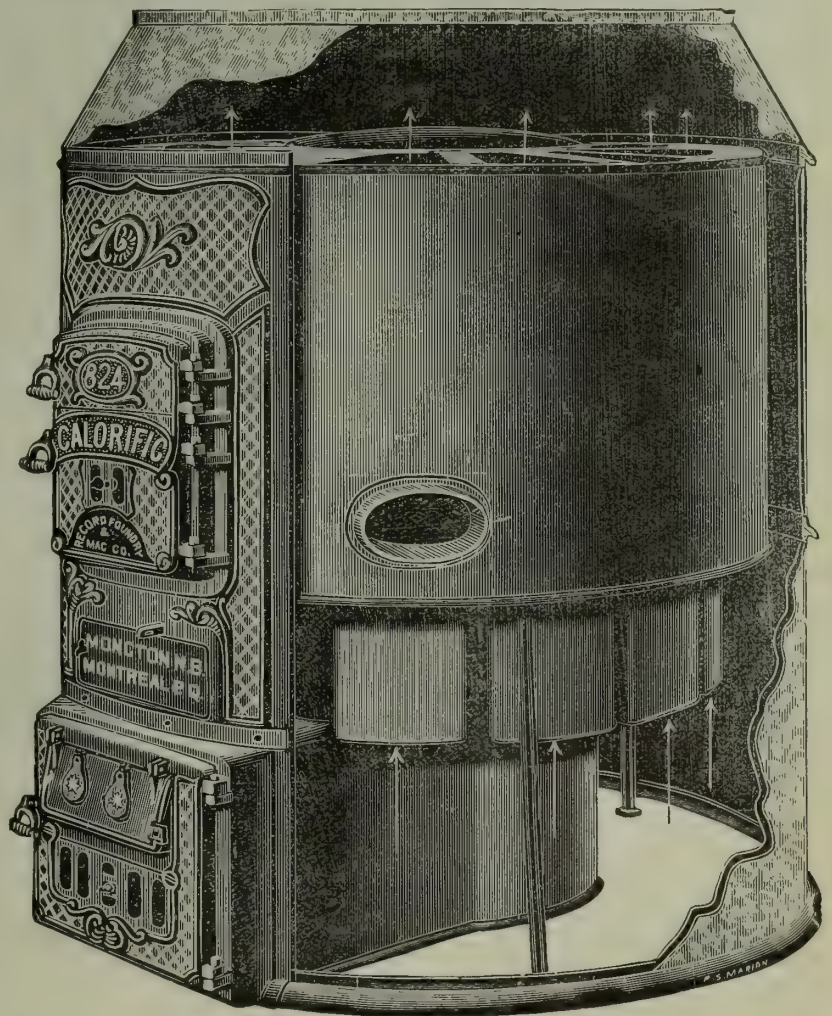
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Montreal and Moncton

**Sales Agencies at Winnipeg, Toronto, Calgary, Vancouver
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Our Montreal and Winnipeg Sample Rooms are fitted up in a similar manner.

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COR. GERRARD & RIVER STS., TORONTO, CANADA

THE KEMP MFG. & METAL CO., Ltd.
111 Lombard St., Winnipeg, Man.

THE KEMP MFG. CO. OF MONTREAL
39 St. Antoine St., Montreal



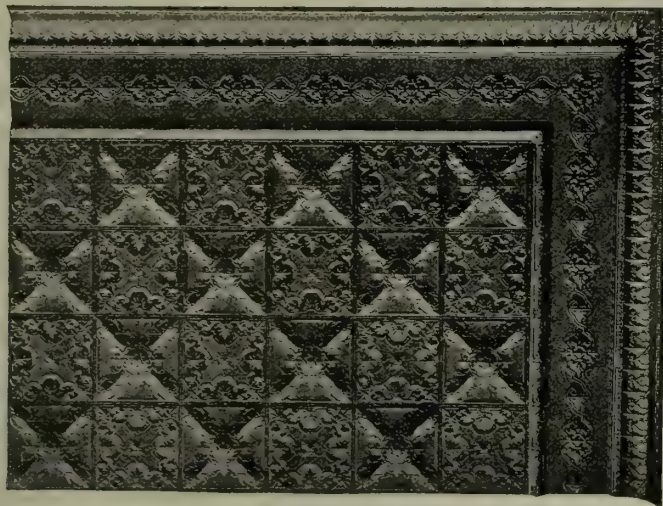
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Your customers will naturally want to get the kind that will be serviceable, artistic in design and moderately priced. Our gas, electric and combination lighting fixtures possess these advantages in a large degree. If you are alive to your interests you will prepare for the Fall business. Send for our list and discounts. Write to-day and save future regrets.

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The Canadian Copper Co.

NICKEL FOR NICKEL STEEL

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PARTICULARS AND PRICES

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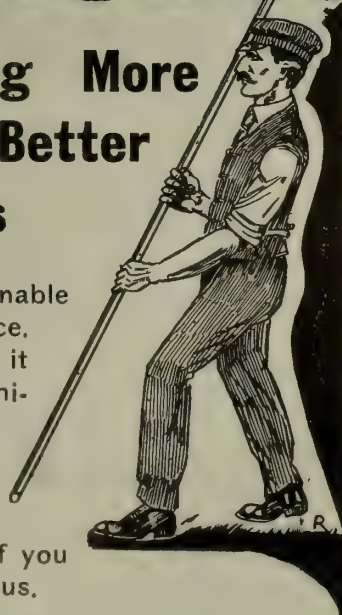
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BAR IRON

**We are Getting More
Business and Better
Business**

because of quality, reasonable prices and satisfactory service. Every bar of iron before it leaves our mills must be chemically perfect and properly rolled. No flaws are permitted, because on the quality of our goods we have staked our reputation. If you want quality goods write us.



WE WILL BE PLEASED TO FURNISH QUOTATIONS

LONDON ROLLING MILL CO. LIMITED
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NEW GLASGOW, N.S.

Manufacturers of

FERRONA PIC IRON

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OPEN HEARTH STEEL

"MIDLAND"

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FOUNDRY PIC IRON

Made from carefully selected Lake Superior Ores, with Connellsville Coke as Fuel, "Midland" will rival in quality and grading the very best of the imported brands.

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STANDARD CHAIN COMPANY of CANADA, LIMITED
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COIL, RAILROAD, LOGGING, DREDGE, STEAM SHOVEL, WAGGON and BRIGHT CHAIN of all kinds.

EVERYTHING IN WELDED CHAIN.

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Prompt shipment.

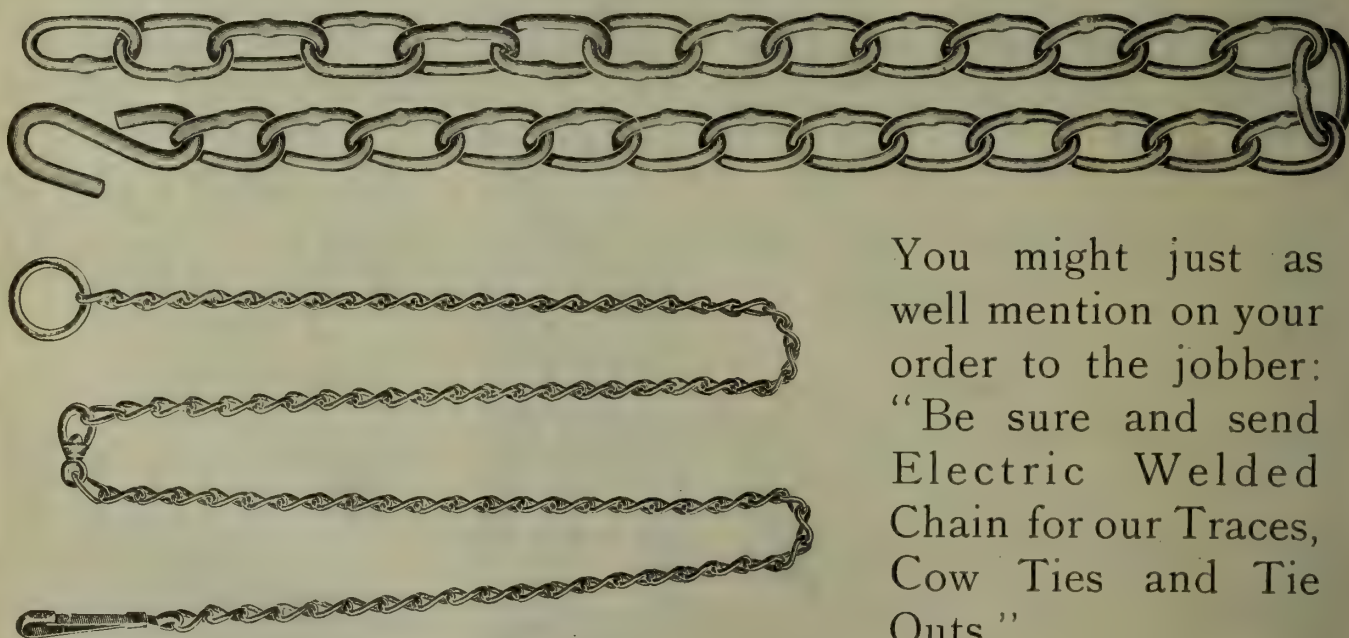
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THE MORRIS & BAILEY STEEL CO.
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Manufacturers of

COLD ROLLED STRIP STEEL

For Deep Drawing, Blanking, Forming, all kinds of Bending. Has Bright Finish for Nickel Plating, Rolled accurate to Gauge. Made in all tempers and in any thickness from .002" to .250".



You might just as well mention on your order to the jobber: "Be sure and send Electric Welded Chain for our Traces, Cow Ties and Tie Outs."

They cost no more and give the best results.

McKinnon Chain Works

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Manufacturers of
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THE CHURN THAT SELLS--AND SATISFIES

With its light but scientifically braced and absolutely rigid stand—its easy-running ball bearings—its combined hand and foot drive

THE "FAVORITE" CHURN

is really the favorite in Canada, for more "FAVORITE" Churns are sold than any others.

That means that the "FAVORITE" is the easiest churn on the market for the dealer to sell and make money on.

Are YOU making money on it? If not write at once for booklet and terms to dealers to

DAVID MAXWELL & SONS

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OIL AND GREASE CUPS

For the Crank Pins

When a customer comes in for a Crank-pin Oiler or Grease Cup be ready to hand him a PENBERTHY. We illustrate one of each here, for grease and oil.

A Crank-pin Oil Cup has to work perfectly or there will be trouble for the engineer. His protection is a

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"The Always Satisfy Kind"

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"SILEX"


Self-feeding Grease Cup. Can be used on either crank-shaft or stationary bearings.



"SAFETY"


Self-feeding Crank-pin Oil Cup. Can be used only on crank-shaft. Feeds when engine is running, stops when engine closes down.

Penberthy Injector Co., Ltd., Windsor, Ont.



ARMSTRONG

TOOL HOLDERS



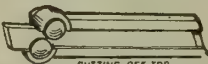
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OF TOOL STEEL EQUAL TO TEN
POUNDS IN FORGED TOOLS**

**SAVE ALL FORGING, 70% GRINDING
DON'T BE MISLED**


into buying weak imitations of Armstrong Tool Holders which do not embody important details of construction covered by our patents nor strength of design, high quality of material, workmanship and KNOW HOW that come from our 15 years' experience. If you want GOOD Tool Holders get the genuine Armstrong. Accept no substitute. Write for Catalog.

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CUTTING OFF TOOL




PLANER TOOL



LEFT HAND TOOL HOLDER



STRAIGHT TOOL HOLDER



BORING TOOL



RIGHT HAND TOOL HOLDER



Reputation Assures Quality

For 'tis quality that builds reputation. We are manufacturers of

Wire Nails, Tacks

Wood Screws, Bright Wire Goods, Iron, Brass and Copper Rivets and Burrs; Stove, Sink, Tire and Sleigh Shoe Bolts; Machine Screws; Staples; Corrugated Fasteners; Wire, bright, coppered and tinned, in coils and cut to lengths. Our facilities for turning out these goods are unsurpassed in Canada.

Canada Screw Co., Limited

Toronto

Hamilton

Montreal



Winter Is Coming

As a natural consequence, there's going to be some demand for

COAL SCUTTLES

Especially if you feature a window display of the Buffalo line. We have them in a wide range of handsome designs at a wide range of prices.

Send for Illustrated Catalog of the Buffalo line of Water and Wine Coolers, Water Filters, Cuspidors, Bath Room Accessories, Table Kettles, Chafing Dishes, etc.

BUFFALO MFG. CO.

BUFFALO, N.Y.

Canadian Representatives:

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51 Yonge St., Toronto.



Save Money!

Use a

National Cash Register

OUR new prices leave no excuse for any merchant being without one.

Price \$40, new.

Guaranteed new National Detail Adders, \$30.00, \$40.00 and \$50.00. Other kinds generally sold by jobbers, like the Detroit, Victory, Western, Peninsular, etc., \$25.00 each, new.

We guarantee the public to sell a better Cash Register for less money than any other concern in the world. We stand uncontradicted. Investigate for yourself.

We have a new line of Total Adders, unequalled in the world, \$60.00 up. We supply Registers from \$15.00 to \$900.00, suitable to any business. All Registers sold on easy terms.

The National Cash Register Co.

F. E. MUTTON, Canadian Manager

Corner of Wilton Ave.
and Yonge Street

TORONTO, ONT.

If you are requiring

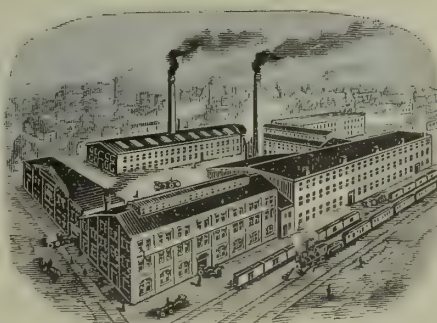
GLASS

of any description for building purposes write our nearest warehouse as we carry very large and complete stocks of all kinds of glass. Obtain our prices they will interest you. Always pleased to quote.



Winnipeg Factory and Warehouse
Princess St. and C.P.R., WINNIPEG.

GLASS



HEAD OFFICE LONDON, ONT.

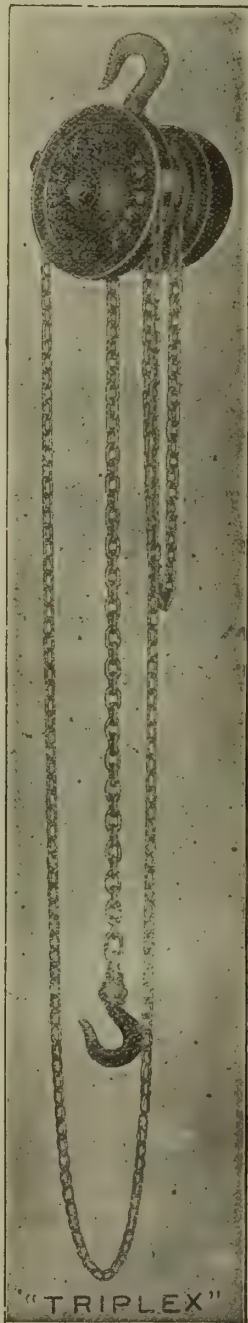
Prompt shipment of mail orders a specialty. All mail orders for GLASS other than manufactured shipped same day as received.



Toronto Factory and Warehouse
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We manufacture a complete line of bevelled plate, mirrors and LEADED ART GLASS at our Three Factories, LONDON, TORONTO and WINNIPEG. Our experience gained in more than a quarter of a century is always at your service and is a guarantee of quality and price value.

THE HOBBS MANUFACTURING CO. Ltd.,
TORONTO LONDON WINNIPEG



We can save you money

**in the lifting of your
heavy loads with the**

Yale and Towne Triplex Hoists

YALE AND TOWNE TRIPLEX HOISTS
ARE THE QUICKEST AND EASIEST
LIFTING APPLIANCES MADE. WITH
THEM A BOY CAN DO THE LIFTING
OF SEVERAL MEN.

**Every store and warehouse should be
equipped with one or more TRIPLEX
HOISTS. They save time and money.**

SEND FOR PRICES



STEEL PLATE TROLLEYS

The CANADIAN FAIRBANKS CO., Ltd.
MONTREAL

ST. JOHN, N.B. .TORONTO WINNIPEG CALGARY VANCOUVER



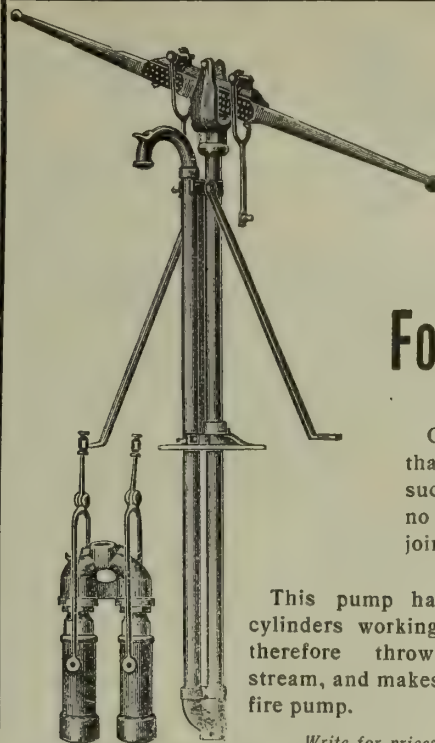
FIG. 92

If there is anything in the way of a Pump called for which is not shown in our catalogue, please let us know as we are anxious and willing to add any lines which will be of benefit to your customers.

McDougall Pumps

are Standard Pumps wherever civilization has set foot.

The R. McDougall Co.
Galt, Canada LIMITED



The Aylmer

Double - Cylinder
Double - Acting
Hand

Force Pump

Only pump made that has no leather suckers and requires no packing or packed joints of any kind.

This pump has two individual cylinders working alternately and therefore throws a continuous stream, and makes a wonderful hand fire pump.

Write for prices and particulars.

THE AYLMER PUMP AND SCALE CO., Ltd.
AYLMER, - ONT.

Western Representatives:
ONTARIO WIND ENGINE AND PUMP CO., WINNIPEG, MAN.



PLYMOUTH, CORDAGE COMPANY'S, FACTORY
AT WELLAND, ONTARIO

High quality in any article always means satisfaction to the user. In all Cordage products it means not only satisfaction but economy as well.

We would like a chance to demonstrate this to every Cordage buyer in Canada. We know the truth so well that Plymouth Cordage Co. in all its goods makes one grade only—the best.

Look over this list, mark the items in which you are interested, tear out and mail to address below. You will receive promptly samples and full information.

Manila Rope	Transmission Rope	Bale Rope
Sisal Rope	Hide Cord	Lath Yarn
Clothes Lines	Leather Cord	Shingle Ties

INDEPENDENT CORDAGE COMPANY, LIMITED

Stocks at

TORONTO
MONTREAL
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ST. JOHN
WINNIPEG
VANCOUVER

Canadian Sales Agents

55 Colborne St.
TORONTO, ONTARIO





QUICK TURN OVER OF PROFITS

That's the secret of modern business success—goods that please, that bring back customers; goods that help keep the clerks busy—a continual jingle of coin on the counter.

DOMINION AMMUNITION

is a staple to Sportsmen. It is sold all over the world and its sales increase every year by enormous figures. This means we helped retailers to make money selling Dominion Cartridges and Dominion Shells.

Shall we co-operate with you? Write to us.

Dominion Cartridges
(Sure fire.)

Regal Shells
(Ballistite dense smokeless powder.)

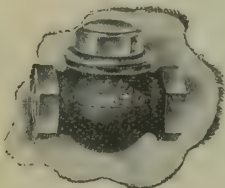
Sovereign Shells
(Empire bulk smokeless powder.)

Crown Shells
(Best black powder.)

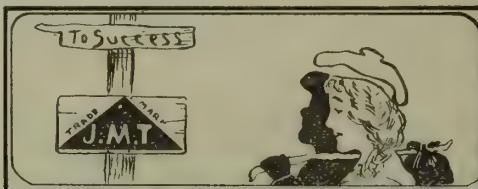
Dominion Cartridge Company, Limited, Montreal



J.M.T. Globe Valve,
with composition or copper
renewable disc.



J.M.T. Check Valve
made screwed and



**THE
JAS. MORRISON
BRASS MFG. CO.
LIMITED TORONTO, ONT.**

An Aid to Success in Business

Is the handling of **RELIABLE** Goods. The kind that adds to your reputation as a source of supply for the best only. It pays to handle

J. M. T. Steam and Water Goods.

They have a reputation of twenty-five years' standing as representing all that is Best in Quality.

Guaranteed for Durability and Efficiency



*The Improved
J.M.T.
Injector*



The improved J. M. T. Injector will work under a wider range of pressure than any other on the market.
Works low 18 to 20-lbs.
Works high to 220-lbs.

The JAMES MORRISON BRASS MFG. CO. Limited,
93-97 Adelaide St. West - - - - - **TORONTO**

Canadian Manufacturers in Convention

Thirty-Seventh Annual Convention of the Association at Montreal—Robert Hobson, President Hamilton Steel & Iron Company, Elected President.

The 37th annual convention of the Canadian Manufacturers' Association held at the Windsor Hotel, Montreal, last week, was undoubtedly one of the most important and interesting in the history of the association. From the first everything went off with a businesslike swing, and national questions were discussed with a thoroughness and inside knowledge that made the proceedings of great importance to the country. There was a large attendance of members, and the utmost enthusiasm in the objects and welfare of the association was displayed.

Hon. J. D. Rolland, president of the association, occupied the chair, and he was supported by John Hendry, Vancouver, vice-president.

The secretary, G. M. Murray, Toronto, in his report, pointed out that the association has come to be regarded as a great business organization. He also offered some suggestions for increasing the membership, pointing out that while it had grown from 125 to almost 2,200 there were yet some 500 manufacturers eligible for membership. The importance of increasing the industrial efficiency of the artisan class was strongly alluded to.

The treasurer, George Booth, reported that the total receipts from all sources amounted to \$48,827.77, while the disbursements amounted to \$47,118.80, leaving a surplus of \$1,708.97.

The committee on reception and membership reported that the names of 222 legitimate manufacturers had been added to the roll, making a net gain for the year of 23. The membership of the association was numerically larger, and financially stronger than ever before.

Presidential Address.

Hon. J. D. Bolland, in his presidential address, referring to the late trade depression, said that Canada had been no exception to the rule, for all classes and trades had suffered. Possibly the effects had not been felt quite so keenly here as in other countries, for the rapid settlement of the northwestern provinces and the construction of thousands of miles of railway had relieved the situation. Appearances would seem to indicate, however, that the turning point had now been reached. Buyers were beginning to contract for materials twelve to eighteen months in advance.

Referring to the dumping of United States goods, President Rolland called attention to the woolen industry which, he said, was in a deplorable condition owing to its lack of protection.

Taking up the question of transportation, Mr. Rolland referred to the fact that Canadian railways had received in

lands or cash the sum of \$233,000,000 as subsidy. With such an investment it was no wonder that Canadians took the deepest interest in the progress of their railways. But what was the situation confronting them? Their northwestern provinces were rapidly being covered with railways leading down to the border. The idea of these lines was not to turn over their business to Canadian lines to go through Canadian channels, but to supply grist to the mills of the great American railroads. Unless they bestirred themselves they would find that the control of the situation had slipped from their grasp.

The president next referred to the preservation of the forests. He made a strong appeal for the preservation of the incalculable millions Canada had in her forests to-day. Referring to the pulp wood situation, he placed himself on record as an advocate of prohibiting absolutely and totally the exportation of pulp wood.

Referring to technical education, Mr. Rolland said that it was the association's firm conclusion that no more helpful service to the industrial and social future of Canada could be performed by the Federal Government than undertaking an inquiry into the needs of technical education. In conclusion the president made a special appeal on behalf of the tobacco industry.

Railway Rates.

The report of the railway and transportation committee stated that shippers must necessarily have knowledge of the railway rates. Once a rate had been legally published and so long as it remained uncanceled it could not be changed or altered by the shipper or the carrier. Therefore the necessity of an organization which would furnish its members with reliable information and safeguard their interests was apparent.

In a general discussion members strongly advocated that the Intercolonial Railway should be placed under the jurisdiction of the Railway Commission.

A special report was presented by F. E. Leonard, London, relating to the boiler-manufacturing industry. A uniform inspection throughout the Dominion was desired by the manufacturers.

Dumping of Goods.

The committee on tariff stated that the tariff of 1907 was in many respects a disappointment, because of its failure to accord certain classes of industry the consideration they deserved. It was evident that "much of the competition from which Canadian industries were at the time suffering was due to a wide-

spread and systematic campaign of the United States to unload all their surplus stocks in this market at slaughter prices. So critical was the situation that the committee circularized the members asking them to report to the Minister of Customs any case where there was reasonable grounds to suppose goods had been entered at undervalued prices, or that the dumping duty had been evaded. The report went on to say that R. W. Breadner, formerly Dominion appraiser, had been appointed to the position of tariff secretary to the committee. The report then took up the consideration of leeway in dumping regulations, questions of customs appraisers and inspectors, and the export of pulpwood, endorsing the movement for the total prohibition of exportation. Comment was made that the Franco-Canadian treaty in its present form was not likely to become effective.

The report of the commercial intelligence committee recommending the appointment of additional trade commissioners in the United Kingdom was adopted.

A Technical Commission.

The report on technical education reviewed the work of four years, during which the association had endeavored to secure the establishment of a system of schools throughout the country. On the suggestion of the report a resolution was carried by which the association is committed to the project of forming a commission to study the best means of establishing technical schools. A sum of \$5,000 was voted towards the aid of this movement.

On the tariff question a strong resolution was adopted, condemning the Government for its policy.

A resolution was adopted asking for the prohibition of the exportation of pulp wood.

A resolution was presented asking for the prohibition of the exportation of natural gas from Ontario. This was submitted to the executive council.

A resolution was adopted asking that efforts be made to secure a reciprocal preferential tariff with Australia and other countries of the Empire not enjoying such benefits.

An important announcement was made that the association was anticipating tariff changes, and was now preparing, for presentation to the Tariff Commission of a definite policy affecting Canadian industries.

A resolution was passed protesting against provincial taxation. A resolution was carried complaining of delays in mail delivery, and requesting that the

Government be asked to carry on their contract like any other carrier.

The New President.

Robert Hobson, of Hamilton, was unanimously chosen president, and John Hendry, of Vancouver, first vice-president.

Several sectional meetings were held, but the one devoted to stoves was, owing to several reasons, called off.

The Banquet.

The most important feature of the entertainment side of the convention was the dinner at the Windsor Hotel, which was attended by Sir Wilfrid Laurier, Sir Lomer Gouin, and F. D. Monk, M.P.

The Premier gave his qualified approval of the proposal to create a permanent Tariff Commission, and in regard to woolen industry stated that a commissioner was in England investigating the problem. If his report was not satisfactory, he promised that a second commission would be appointed on which the manufacturers would be given representation.

Sir Lomer Gouin stated that the Provincial Government was now spending a million dollars to give Quebec Province a perfect system of technical education. If it was necessary, the Government was ready to spend another half million, and eventually two or three millions to accomplish this end.

President Hobson defended the association against the charge that it was a sectional organization. It was interested in the development of every industry.

Delegates Attending Conference.

Among the large attendance at the convention the following delegates, connected with the hardware and metal industries, were noticed: H. W. Aird, Canada Paint Co., Montreal; C. C. Ballantyne, Sherwin-Williams Co., Montreal; E. C. Boeckh, United Factories, Toronto; George Booth, Booth Copper Co., Toronto; H. L. Bowers, Standard Ideal Co., Port Hope; J. B. Campbell, American Can Co., Montreal; A. R. Capreol, United Factories, Toronto; John Craven, Dominion Tar and Chemical Co., Sydney; J. S. N. Dougall, McCaskill, Dougall & Co., Montreal; Geo. E. Edwards, Brandram-Henderson, Montreal; Kenneth Falconer, Robert Mitchell Co., Montreal; H. J. Fuller, Fairbanks-Morse Canadian Co., Montreal; J. Gill Gardner, Canadian Billings & Spencer, Welland; Robert Gardner, Robert Gardner & Son, Montreal; John H. Garth, the Garth Co., Montreal; H. W. Glassford, Standard Automatic Fire Sprinkler Co., Montreal; Ludger Gravel, Standard Paint & Varnish Co., Windsor; John H. Grimm, the Grimm Mfg. Co., Montreal; H. K. S. Hemming, the Hemming Mfg. Co., Montreal; R. Hobson, Hamilton Steel & Iron Co., Hamilton; John Irving, N. S. Steel & Coal Co., New Glasgow; H. R. Ives, the H. R. Ives Co., Montreal; Alfred Landon, Electrical Specialties, Toronto; Fred O. Lariviere, A. G. Lariviere & Co., Montreal; W. H. Lawson, De Laval Mfg. Co., Montreal; W. S. Leshe, John Lysaght,

Montreal; H. P. Livingstone, Dominion Linseed Oil Co., Montreal; J. B. MacLean, Hardware and Metal; D. Lorne McGibbon, Canadian Rubber Co., Montreal; J. P. McNaughton, Dominion Iron & Steel Co., Sydney, N.S.; G. B. Meadows, G. B. Meadows Wire, Iron & Brass Co., Toronto; T. L. Moffat, Moffat Stove Co., Weston; D. J. Munn, Alex McArthur & Co., Montreal; Robt. Munro Canada Paint Co., Montreal; J. R. Murphy, Canadian Shovel & Tool Co., Hamilton; H. G. Nicholls, Canadian General Electric Co., Toronto; J. F. Nisbet, R. E. T. Pringle Co., Montreal; Frank E. Norton, Norton Telephone Mfg. Co., Toronto; Geo. H. Olney, E. F. Phillips Electrical Works, Montreal; L. H. Packard, L. H. Packard & Co., Montreal; J. Henry Paterson, Toronto Mfg. Co., Toronto; J. W. Paterson, Paterson Mfg. Co., Montreal; H. L. Piper, Hiram L. Piper Co., Toronto; J. W. Pilcher, Canadian General Electric Co., Montreal; A. A. Rittines, Gillette Safety Razor Co., Montreal; D. F. Robertson, Northumberland Paper & Electric Co., Campbellford; W. H. Rowley, E. B. Eddy Co., Hull; M. H. Reap, American Can Co., Montreal; Siegfried Schopflocher, Valleyfield Iron Works; W. M. Smail, Canada Horse Nail Co., Montreal; E. Bernard Smith, Dominion Tar & Chemical Co., Sydney; J. O. Thorn, Metallie Roofing Co., Toronto; R. E. Thorne, Canadian Bronze Powder Co., Valleyfield; W. C. Trotter, Standard Drain Pipe Co., St. Johns; J. C. Watson, John Watson & Son, Montreal; W. H. Whitehead, H. G. Vogel Co., Montreal; W. H. Wiggs, Mechanics' Supply Co., Quebec; W. Williamson, Colin, McArthur & Co., Montreal; A. B. Ware, the Ware Co., Montreal; R. J. Younge, Canadian Rubber Co., Montreal; J. J. McGill, Durham Rubber Co., Montreal.

HONORED A METAL MAN.

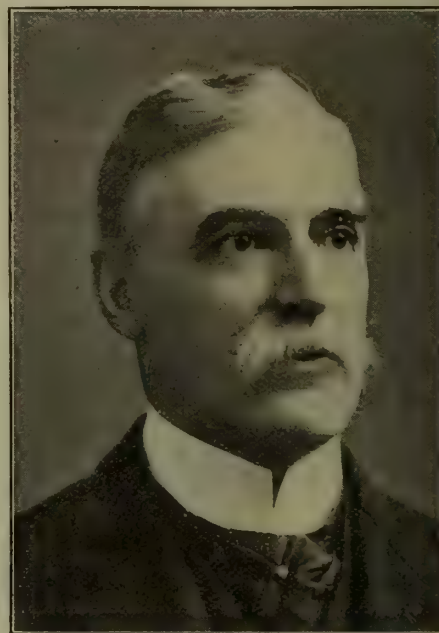
In selecting Robert Hobson, vice-president and general manager of the Hamilton Steel and Iron Company as president of their association, the members of the Canadian Manufacturers' Association chose one of the ablest and most genial businessmen in Canada to-day. That the members of the association realized the full worth of the man they were depending on to guide the destinies of their organization was best evidenced by the many eulogies which were showered upon Mr. Hobson on his accession to office.

The new president of the association first saw the light of day at Berlin, Ont., in 1861. He was the son of Robert Hobson, former chief engineer of the Great Western and Grand Trunk Railways and now consulting engineer of the latter company. When a young man he entered the employ of the Great Western Railway and remained with the company after it was absorbed by the Grand Trunk, until 1896, when he was appointed secretary-treasurer of the Hamilton Blast Furnace Company in February of that year. About a month later the company amalgamated with the Ontario

Rolling Mills Company and on May 1, 1899, Mr. Hobson became secretary and assistant general manager of the company.

Possessed of a keen business foresight and executive ability the new president of the Manufacturers' Association performed the duties of his office in a manner which soon convinced the directors of the company that he was a tower of strength in conducting the affairs of the big concern and in May, 1903, when C. S. Wilcox, then general manager, succeeded to the position of president of the company on the death of Senator A. T. Wood, Mr. Hobson was again promoted and became general manager of the company. Three years later he was honored with the appointment to the office of vice-president and general manager, the position which he occupies to-day.

Mr. Hobson's progress in the service of the Steel and Iron Company was



ROBERT HOBSON Hamilton.

The New President of the Canadian Manufacturers' Association.

only equalled by his zeal and enthusiasm in the Canadian Manufacturers' Association. For two years he was chairman of the Railway and Transportation Committee after which he was elected Ontario vice-president of the association. His elevation to the office of president was but a fitting testimonial to the appreciation of his services and the confidence which his conferees had in him.

In addition to his business affiliations Mr. Hobson has been very active in his day in the encouragement of sports. In his younger days he was an enthusiastic oarsman. He was a member of the Leander Rowing Club of Hamilton and was one of the crew which won the Canadian four-oared championship in Toronto Bay some years ago. An enthusiastic angler Mr. Hobson has taken a deep interest in the Caledon Mountain Trout Club, of which he is vice-presi-

HARDWARE TRADE GOSSIP

dent. He has been prominent in many other branches of sport, both in and out of Hamilton, but nowhere were his services more highly appreciated than they were on the occasion of the reception to William Sherring, the Hamilton runner who won the Marathon race at Athens a few years ago and to Bobby Kerr, who won the 200 meters race at the Olympic games in England this year, the only two world's champion athletes in Canada.

NEW STEEL IS A SUCCESS.

Fifty tons of vadium steel has been rolled successfully at Coatsville, Pa. Vadium has been discovered in South Africa and is under the control of the American Vadium Company, who furnished the Coatsville firm with the necessary quantity for all the tests so far made.

The idea of the makers of the new steel is to use it for the construction of steel boilers, especially locomotives. Steel plate now used tests 60,000 pounds to the square inch, while the vadium steel will test to 80,000. The harder the steel the less tensile strength it has, and by the use of vadium strength is added with brittleness.

It is said that the new steel will wear longer and boilers can be made of lighter plate and have the same durability. Vadium in steel does not change its appearance.

If the city will guarantee bonds for \$75,000 and give a fixed assessment for ten years, W. Teller, proprietor of the British American Hotel, Kingston, offers to erect a new building there to cost \$150,000.

OUR CHICAGO MANAGER.

J. P. Sharpe has been appointed manager of the Chicago branch of the MacLean Publishing Co., with offices at 933 to 935 Monadnock Block. He will have charge of all the company's business in that city and surrounding territory, and will give it his undivided attention.

The MacLean Company's complete list of papers are:—Canadian Grocer, Hardware and Metal, The Dry Goods Review, Canadian Machinery, The Power House, Plumber and Steamfitter, Bookseller and Stationer, Printer and Publisher, The Financial Post, Busy Man's Magazine.

Mr. Sharpe knows Canada thoroughly, having traveled in every part of the Dominion. For some years he has been a resident of Winnipeg, and has covered the West from Port Arthur to Victoria in the interests of the MacLean Publications. This, with his previous business experience in Chicago, fits him to look after the interests of this company in the Western States.

This makes our second branch office in the United States, the other being in New York, at 544 West 145th Street, with R. B. Huestis as manager.

Ontario.

W. Murray & Son, hardwaremen, Cayuga, have dissolved.

Smith & Vance have opened a hardware store at Alvinston.

Meyer Michaelson, tinware and crockery merchant, Toronto, has assigned.

W. Rice, hardware merchant and news dealer, Toronto, has advertised his hardware business for sale.

Baird Bros. & Jack, hardwaremen and tinsmiths, Cayuga, are succeeded in business by E. B. Davis.

Fred Murray, hardwareman, Cayuga, has been attending Toronto Jockey Club races this week with some winning horses belonging to his family.

Joseph Dreany, of Dreany Bros. Hardware Co., Englehart, died last week. He was 34 years of age. For several years he carried on a hardware business in Cobalt.

J. G. Stewart & Co. have taken over the Central Hardware Store, Wingham. Mr. Stewart is thoroughly posted on the hardware business. His associate is Jas. Cloakey, formerly of Wawanosh.

W. S. Fisher & Son, St. John, N.B., visited Toronto last week and went on to Chicago, where they are looking over the latest ideas in stove foundries to incorporate in the new Enterprise Stove Foundry, to replace the foundry recently destroyed by fire.

The employees of the Canada Steel Goods Company, Hamilton, held their picnic last Saturday at Ainslie Woods, and it was very successful. The large number of employees, with their wives and families, did their utmost to make the day a memorable one, and everybody seemed satisfied that they had had a good time.

Now that the holiday season is over, the Toronto Hardware Baseball League is getting down to business again. At the end of the regular schedule three clubs were tied for first place, Aikenhead Hardware, H. S. Howland, Sons & Co. and Rice Lewis & Son. A post-season series is arranged for and each of the three clubs mentioned is going to make a big try for the handsome medals subscribed by the league.

Quebec.

J. F. Boisvert, tinsmith, Acton, has assigned.

J. O. Giroux, hardwareman, Montreal, has assigned.

P. Saulniers & Co., stove dealers, Montreal, have been registered.

James Fenwick, for many years foreman at the Angus shops, Montreal, died last week.

S. J. Griffin, of Mander Bros., Montreal, will be leaving shortly for England on a business trip.

At a meeting of the Canadian Cement and Concrete Association held in Mon-

real final plans were made for holding a convention and exhibition at Toronto in February.

T. H. Newman, of Caverhill, Learmont & Co., Montreal, has just returned from an extended trip right through to the Pacific Coast. Mr. Newman speaks enthusiastically of the harvest, and said that the country never had better prospects for the spring than it had now. The grain was moving in large quantities and everything looked most promising. A trip right through to the coast was necessary to understand what a glorious country Canada was. "Truly," said Mr. Newman, "we have a goodly heritage."

Western Canada.

The stock of Ernest Dixon, tinsmith, Winnipeg, has been sold by the bailiff.

James McLeod, Nanton, Alta., will take charge of the new hardware store at Crossfield.

Chas. Smith, Wawota, Sask., has purchased the Evans Hardware Co.'s store at Milestone, Sask.

C. W. Gimby has erected a fine building at Eyebrow, where he will open a branch hardware store, with his son in charge.

E. G. Walker, Humboldt, Sask., has sold his hardware business to W. A. Westwood, of Vallock & Westwood, Toronto.

R. T. Williams, accountant for Peart Bros. Hardware Co., Regina, was married at Moose Jaw to Miss Alma Dransfield, of Toronto.

W. Hargraves is making extensive alterations to the premises adjoining his hardware store, and intends opening up a theatre for moving pictures.

The Moose Jaw Hardware Co. being the lowest tenderers, received the contract for heating, ventilating and lighting the new collegiate institute at that place. The tender called for \$10,995 for heating, \$6,577 for plumbing, \$2,074 for temperature regulation in class rooms, \$165 for same in gymnasium and \$198 for same in assembly hall.

MORE CATALOGUE COMPETITION.

Commencing next month the Robert Simpson Co., Toronto, will catalogue the stoves, ranges, heaters, etc., made by Findlay Bros., Carleton Place, and the Fawcett Manufacturing Co., Sackville, N.B.

Hardwaremen who have been watching the sale of cheap stoves by the Eaton Co. will be interested in the form of competition which develops between the two departmentals.

Retailers, will of course, point out to their customers that it is good, rather than cheap stoves, that give results. And any customer who buys a stove by mail or from catalogue picture is not likely to repeat the experiment.

The Grand Trunk Railway is to build a new depot at Omencee, Ont.

This name will
get business for you

GURNEY

LET this name do part of your work of salesmanship—let it bring you customers who are predisposed in favor of the goods you offer—let it be your guarantee to your customers of efficiency and economy in heating and cooking apparatus. Have Gurney-Oxford goods on your sample floor and you'll have satisfied customers on your books.

GURNEY-OXFORD ART LAUREL BASE BURNER

There's a beauty—a heater your customers will stop and look at—they can't miss an Art Laurel on your sample floor.

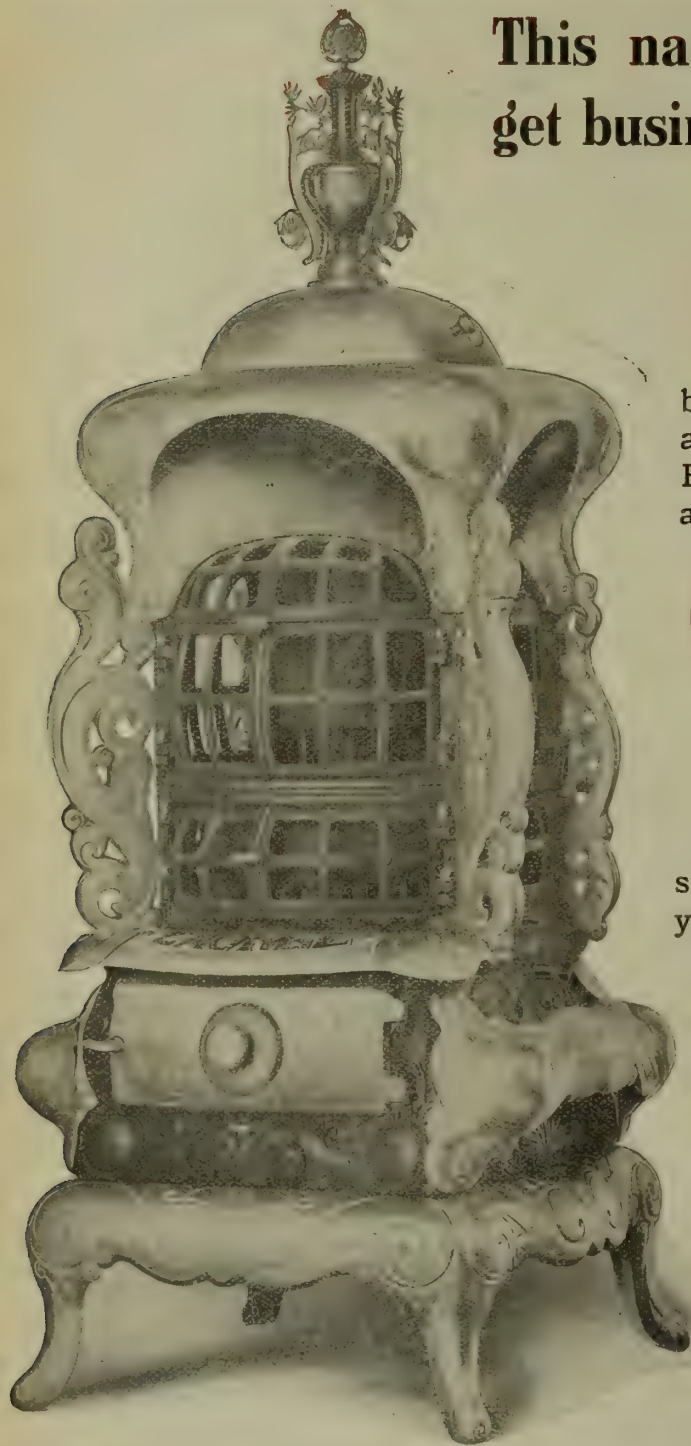
It is absolutely new in design, with no recessed parts in the nickel to hold dirt.

We make four sizes and two styles. The removable firepots measure from 14 to 16 inches.

The Art Laurel Base Burner is also made with parlor oven.

It is so handsome it sells easily—it is so efficient it stays satisfactorily sold.

You should have an Art Laurel on your sample floor now—**BETTER WRITE** for it to-day.



The Gurney Foundry

Stocks at Montreal, Hamilton, London, V

GURNEY-OXFORD

GURNEY - OXFORD CANADIAN STEEL RANGE

Go over the good features of this range—the features that mean economy of fuel and food and ease in operation—then you'll recognize why it sells so easily and gives such satisfaction.

For instance: The Gurney-Oxford reversible grate, which is removable through the front of the stove.

The Gurney-Oxford division flue strip that keeps the front of the oven as hot as the back.

The heavy fire linings that may be removed without disturbing the top of the range.

The high-grade BLUE STEEL construction of the Gurney-Oxford Canadian gives double value to buyers, at no increase of price.

Think these points over and you'll realize how easy it is to sell the Gurney-Oxford Canadian Steel Range.



GURNEY-OXFORD CHANCELLOR STEEL RANGE

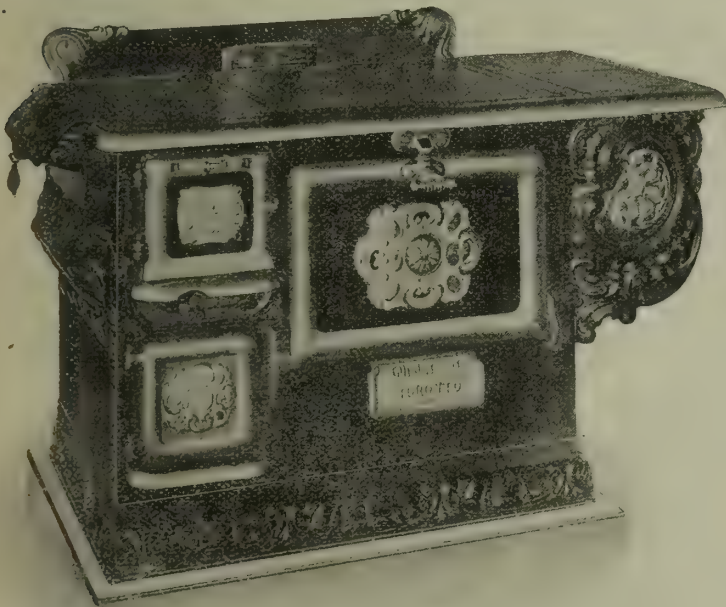
Here's a good seller—

Most range-buyers know it—they've been told what an efficient, economical range it is through the newspapers—they've heard of it from their neighbors.

You don't have to talk hard to sell a Chancellor Range—just tell your customers it's the genuine Gurney-Oxford Chancellor and point out the latest improvements in it and the sale is made.

Get one on your sample floor now.

A post card request will get it to you in quick time.



Co., Limited, Toronto

Manipeg, Calgary, Edmonton, Vancouver



HARDWARE^A AND METAL^N

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The MacLean Publishing Co.
Limited

JOHN BAYNE MACLEAN - President

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TWINE EXPORTS INCREASE.

According to returns just issued by the Department of Trade and Commerce, Ottawa, Canada's exports of cordage, rope and twine to the United States during the fiscal year ending June 30 last, amounted to \$1,116,424, compared with only \$285,101 the previous year. In the same period, exports to Great Britain fell from \$48,615 to \$38,859, and to all other countries increased from \$77,759 to \$110,957.

Inquiry shows that the heavy increase in exports is due almost entirely to the establishment of the Plymouth Cordage Company's splendid factory at Welland, they finding it possible to ship to advantage from this plant not only to Port Arthur, for Western Canada trade, but also to Duluth, etc., for customers in the wheat growing Western States. And while the Welland plant has been producing hundreds of thousands of dollars worth of binder twine for export to the States, the company has been supplying many of its Eastern Canada customers from its North Plymouth, Mass. plant.

The bounty of three-eighths of a cent on cordage manufactured from manilla fibre, enables Canadian manufacturers to meet United States manufacturers on equal terms, and it is due to the bounty that such a favorable balance of trade is shown in binder twine this year, while the establishment of the Plymouth factory at Welland may also be partly ascribed to the government's policy in this respect.

Unofficial statements by some of the manufacturers indicate that the con-

sumption of twine has been the greatest in Canada's history. This, with the large increase in the export trade, is evidence that the cordage industry is in a very satisfactory condition.

UNFAIR COMPETITION IN WINNIPEG.

Since the practical disbanding of the Retail Hardware Association of Western Canada more than a year ago many of its members have learned by hard experience to appreciate the value of the organization they allowed to die. Even in Winnipeg, the city in which the organization movement of the West had its birth, the local association has declined in activity and influence since the demise of the larger body, and conditions in the Manitoba capital are such that many hardware men are badly discouraged. A strong Winnipeg association is needed to restrain unfair competition by supply houses and restore fair conditions of trade.

Winnipeg is a city of wholesale and commission houses. While its manufacturing interests are growing it is still essentially a distributing point, and a big proportion of its population is employed by the wholesale houses. Retailers complain bitterly that after the wholesale houses sell to their employees and the latter buy for their own and their wives' relatives, there is a very small constituency left for the retailer. It is stated by retailers who know whereof they speak that wholesale houses make a practice of buying from wholesale houses in other lines of trade for the benefit of their employees and theirs and their wives' relatives. Hence the man who is connected in any way with the wholesale business can, if he knows how to go about it, get his hardware, his groceries and his household supplies of various kinds at wholesale prices.

Investigation has convinced Hardware and Metal that the complaints of retailers are well founded and that this condition of affairs does exist to an alarming extent.

Perhaps the worst condition of affairs is found in the heating goods trade. Several dealers are practically going out of the stove business. Why? Simply because they find they are unable to meet the competition of supply houses. This is an intolerable state of affairs and action—united action—is required to provide an early remedy. Wholesale houses selling direct to consumers claim that they are protecting the trade by selling at retail prices. But even granting that this is the case, in many instances it is only rarely that the retailer is given a credit note on goods bought by his customers.

Perhaps the principal trouble is in connection with the trade in builders'

supplies. Every little builder and contractor in Winnipeg thinks that he is entitled to buy his supplies and his builders' hardware at wholesale prices. Not all of them succeed in doing so but the majority find the wholesalers' sympathetic.

The remedy can be supplied only by an aggressive retail association intelligently managed and controlled absolutely by retailers. Winnipeg is not the only place where these conditions obtain. Hardware and Metal invites discussion in its columns by retailers who are conversant with the facts and prepared to offer suggestions for a remedy.

BRITAIN'S NEW PATENT ACT.

Julius Pintsch, a German firm manufacturing metallic electric lamps, are to establish a factory at Enfield, England, on account of the new British Patent Act, and it is said on the authority of an American Consul, that already 40 factories have been established in Great Britain in order to protect their interests under the new Patent Act.

The new law authorizes any person, after the fourth year of the term of a patent, to apply to the comptroller for the revocation of the patent if the patented article or process is manufactured or carried on exclusively or mainly outside of Great Britain. Under this provision, all British patentees have been advised to commence at once the manufacture of their patented articles in Great Britain, whether or not the patentee has any trade in that country, or whether or not there is any real demand for the goods. Undoubtedly, it is true that when a British patent is dated more than four years ago, the articles which are sold under the patent in Great Britain should be manufactured in that country, or at least the manufacture should mainly be carried on there. Such a case comes directly within the wording of the statute; and while the comptroller has discretionary power to grant an extension of time, it would be foolhardy for a patentee to jeopardize his British trade by a failure to comply with the requirements. In other cases, such as when the patentee for one reason or another has not commenced the sale of the patented articles in Great Britain, no necessity can be seen for the taking of precautionary measures, although those interested should make certain that the goods are at least mainly manufactured in Great Britain when the industry is introduced there after the fourth year of the term of the patent.

There has been a great agitation in diplomatic fields in an effort to secure exemptions in favor of citizens of particular countries; but when it is understood that all the principal countries are either directly or indirectly accomplish-

THE SITUATION IN THE WEST.

The Western Viewpoint, by our Special Correspondent.

ing the purpose sought to be attained by the new British act, it will be realized that there is little prospect of Great Britain's relinquishing her rights. In many countries manufacture must be commenced within a stated time; and when the provisions of the laws are compared, Great Britain will be found to be much more lenient than some countries which take the matter as a personal grievance. In other countries, the manufacture at home of the patented as well as a great many other goods, is indirectly accomplished by tariff laws.

FIRE LOSSES AND THEIR LESSON.

When fire is an enemy it is a terrible one. Insurance provides compensation, but fire eats up capital as completely as if it was devoured by the ocean.

In the United States and Canada last month over \$23,000,000 worth of property was destroyed by fire; and in proportion to population the Dominion was the greater sufferer of the two.

The losses in nineteen Canadian cities and towns alone contributed \$5,831,000, or rather more than one-fourth of the total loss in both countries combined.

The four towns of Fernie, Sparwood, Michel and Hosmer in British Columbia that suffered from forest fires contributed \$4,100,000 to the total. Other chief sufferers by fire in Canada last month were: Port Arthur, \$500,000; Montreal, \$90,000; Toronto, \$140,000; West Toronto, \$150,000; Gore Bay, \$150,000; Newcastle, N.B., \$100,000; Belleville, \$67,000; Havelock, \$41,000; Sault Ste. Marie, \$75,000; Moncton, \$30,000; Sayabec, Que., \$30,000; Pottersburg, Ont., \$150,000; Glencoe, \$16,000; London, \$107,000; Stirling, \$750,000.

The loss by fire in Canada and the United States from January 1 to August 31 aggregates \$164,603,000.

These figures are staggering and should impress upon business men particularly the importance of taking every precaution against fire.

Proper appliances, public and private, will do much in minimizing the possibility of conflagrations, but back of it all there must be carefulness on the part of those employed in factory, warehouse and shop, for nearly all fires have their origin in carelessness.

The early Fall and Winter months are the best times to put forth the greatest stove effort and the strongest and most stove talk. Merely placing sample stoves on your floor in the front part of your store or show window will do some good and bring some stove business, but there is even a better way—it is the systematic, persistent effort, the constant watching for chances to come up to talk stoves and ranges to your trade that pays big in strongly pushing this profitable line.

Winnipeg, September 23.—After a whole month of the most gloriously fine weather, many of the days running 90 in the shade, the West is having a little rain and the hearts of all the railway men are rejoicing, for the question of car shortage has already become acute in many districts, particularly in the South and West, where the harvest was early and there has been nothing to delay threshing. Anything that will delay the separators for a few weeks would be acceptable to the C.P.R. There passed inspection at Winnipeg between Sunday morning, 13th, and Saturday night, 19th, 3,898 cars, or 4,170,800 bushels of wheat. Oddly enough, the first new wheat noted in the inspection of 1907 was posted on the 20th September, so that the contrast between last year and this is very striking. Up to the last few days the grade has been holding up well and things generally were so favorable that there was a tendency to place the grade of the whole crop and the average of yield on the best then being received, but Thursday, Friday and Saturday the proportion of No. 3 Northern began to increase and dealers and farmers were alike reminded that though the ideal weather of the past four weeks had done much to bring the harvest off without bleaching or damage of that kind, it could do nothing to fill the wheat frozen to a greater or less extent while it was yet green, and there were many thousands of acres that were more or less touched. The wise farmers, who are in a position to hold their wheat, are doing so, but apparently the bulk are obliged to sell, judging from the rush that is coming forward. Prices have held remarkably firm in the face of receipts, most unusually firm on an incoming crop, and indicate the world's need of wheat. Indeed, there is every indication that they will continue good throughout the year. There has seldom been a year when the world had so thoroughly cleaned up an old wheat crop before it got a chance at the new, and though the crops of the present year are good the world's wheat crop as a whole is not a bumper one. The crop of the United States is estimated at 627,000,000, with an exportable surplus of 128,000,000. This is 7,000,000 less than in 1907, and 108,000,000 less than in 1906. Canada's exportable surplus out of a crop of 102,000,000 will be from 80,000,000 to 85,000,000. Russia's exportable surplus may be 88,000,000, but it is doubtful. The total exportable surplus of exporting countries is estimated at 561,000,000, and in this is included the possible surpluses of Argentina and Australia, where the crops are yet to be made.

The world's requirements are placed at 484,000,000, so that the amount of wheat in sight above requirements is only 77,000,000 bushels, a very narrow margin indeed. These figures all point to good markets and good prices, though there is no suggestion of world shortage and phenomenal prices.

In Winnipeg it is claimed that not since 1896 has there been so good a demand for cash wheat at this season of the year. Representatives of American houses have been big buyers all week, running about half a million a day of cash and future delivery, and it is rumored that some at least of this wheat is to be accumulated by Armour as a hedge against his shortages in American wheat. This wheat is mainly going out through Buffalo, though there is some trade all the time through Montreal for export, and eastern millers are endeavoring to get their share. There is difficulty in getting cars forward after inspection at Winnipeg, owing, it is claimed, to shortage of motive power, due to the strike. On Saturday there were 50 trains of wheat, averaging 50 cars each, on sidings waiting to be moved to Fort William. This condition of things is leading to the paying of high premiums for individual cars that are past Winnipeg, in order to fill boats that are chartered and waiting for cargo. Considering that a strike is in progress the C.P.R. have done wonders, but it is not possible to replace the number of men who went out and maintain the standard of efficiency of motive power.

The Railway Commission has been sitting all week in Winnipeg, and one of the matters that has come before them was the old one of the commodity rates to the Kootenay, in which connection the Winnipeg merchants did not get their request, Judge Maybee declaring that the commission would have to take the matter up again with the Vancouver people before they could reverse the decision previously made in favor of that city.

Cattle trade is active, but it, too, is beginning to feel the shortage of cars. The shortage in this connection is actually cars and not motive power, and the railway claims that it is due to the large number of cattle cars which were detained west of the burned bridges and which had to make the trip to Montreal and return after the bridges were repaired.

Although 60 per cent. of the export stuff was out a week ago, the other 40 per cent. will take some hauling, and cattle men are anxious to get them forward while the present fine weather continues.—H.

Hardware and Metal Markets

(For detailed prices see Current Market Quotations, page 62.)

MARKETS IN BRIEF.

Montreal.

Pig Iron—Advance in Middlesboro.
Tin—Firm.
Copper—Now \$14.25.
Spelter—Firm.
Lead—10c. advance.

Toronto.

Pig Iron—Shading.
Lead—Up 15c.
Copper—Off $\frac{1}{4}$ c.
Tin—Steady.
Linseed Oil—No change.
Turpentine—Unchanged.

MONTREAL HARDWARE MARKETS.

Montreal, Sept. 25.—Trade has continued to show the improvement noted last week, and a cheering bustle is noted among the wholesale hardware houses. It can be understood that there is no particular rush, but the orders now coming in are heavy enough to keep the whole staff uniformly busy. Booking ahead is still quiet, and will probably continue so. Jobbers are holding good stocks and so long as orders can receive immediate attention, dealers will not be in a hurry to depart from their cautious attitude. The only danger of this course is that if the demand opens out quickly, the possibility of a holdup is incurred.

Trade in the East and Maritime Provinces is exceedingly good, but the Northwest continues quiet compared with the others, although here trade has greatly improved on last month. Threshing operations are now in full swing, and the markets are most buoyant. With the grain selling at a good average price, the feeling as to the general result of the harvest is most optimistic. It can be seen, therefore, that although hardware conditions may be on the quiet side now, the prospects are decidedly encouraging.

Locally fogs have delayed shipments, while the forest fires, the cause of the trouble, have done a lot of damage. Rain is badly wanted, not only to check this destruction, but to freshen up the ground for the farmers who are experiencing a scarcity of water. Increasing sales continue to reflect a better tone in the realty market, but the transactions, although numerous, are on the small side, characteristic of the whole trading of the community.

Sporting goods maintain their prominence. Guns and ammunition are moving splendidly, while skates are in better demand both for immediate and future delivery. Lanterns, lamp burners and lamp chimneys are showing stimulation. Lumbering supplies are also in better request, while the other fall lines are more comprehensive in character. Builders' hardware continues good.

Prices generally are unchanged, and show considerable firmness.

BUILDERS' HARDWARE—The demand continues steady for lock sets, escutcheons, sash lifts, push plates, bolts and butts. The local realty market is in very good shape. The properties changing hands are not on the large scale, but the volume of small sales shows that the interest of the smaller investor is being maintained. This looks as if the present building activity will be continued, although mostly in the residential line. But the size of the property does not matter much so long as the demand for hardware continues. The country trade keeps up very well, although building operations will probably fall off much more quickly than in the city and surrounding suburbs. Prices generally are unchanged.

SPORTING GOODS—Guns and ammunition are moving most prominently of the various lines. Sportsmen, generally, up to now seem to have had a very good time and keen interest is being taken in the coming opening of the heavy game season. Primers, wads, knives and hunting clothes are in good demand. Skates and hockey sticks show stimulation, and are moving not only for future but immediate delivery. Revolvers for indoor shooting have started to move, as well as other indoor games, such as basket ball and gymnastic supplies. Toboggans, sleds, and snowshoes are in fair request.

HOUSEHOLD UTENSILS—Household utensils are showing good stimulation, especially in tinware. Dealers report that a most encouraging trade has opened up. Knife cleaners, potato slicers, breadmakers, carpet sweepers, sad irons, and polishes are moving well. Safety razors are in prominent demand, and new lines are appearing on the market.

STOVES AND RANGES—Stoves and ranges are moving better although the continuance of the warm weather is against any rush. Still the business doing is most encouraging, and with the severe winter that is prophesied a good season is anticipated. Prices generally are firm and supplies ample. Stove boards, pipes and elbows are moving.

FALL LINES—Lanterns, lamp burners, and lamp chimneys are showing better strength, and the fall lines generally are now moving out well. Orders are showing better bulk, but still they are on the small side, compared with former years. The quantity, however, tends to make up for the deficiency. Weather strips, snow shovels, sleigh bells, sleigh heaters, horse blankets, cow ties, halters are all in good request.

RAILROAD SUPPLIES—There is fair trade moving, although the season shows signs of winding up. Construc-

tion work in some districts is being pushed forward more vigorously so that the work can be completed before the weather breaks. The demand, therefore, keeps up for hammers, picks, blasting powder, concrete mixers and steel scrapers.

NAILS—Nails are in good demand, the country trade being of average strength. Dealers' stocks are reported light, but there is no disposition to order in very heavy quantity. Bolts and nuts are active, and some fair orders have gone through this week. Prices are unchanged.

BUILDING PAPER—With the country demand continuing to maintain strength good trade is being done. Orders will get heavier as the close of navigation draws nearer. Supplies are in good shape with prices unchanged.

LUMBERMENS' SUPPLIES—Axes and axe handles are moving, but the other lines are still slack, although showing improvement. The season, however, is but young. There should be a decided stimulation shortly.

ENAMELWARE—The demand is good, some fair orders having gone out for assorted lines. The local call is looking up well. Prices are unchanged.

SCREWS—The demand shows signs of stimulation, especially in the skate sizes. Discounts are maintained at 85 and 10 off for flat head, bright; 80 and 10 off for round head, bright; 75 and 10 for flat head, brass, and 70 and 10 for round head, brass.

TORONTO HARDWARE MARKETS.

September 25.—The hardware business has been splendid this week and travelers are sending in good orders. The west is taking a lot of seasonable lines, and Ontario is not one whit behind. During the past few days trading has been as good as it was at this time last year. As things go, a gradually increasing trade is developing and the corner appears to have been turned. There may be some pinches felt during the coming winter, but, speaking generally, the stringency is past and the volume of business being done denotes an upward tendency.

For a wearisome stretch of months the showing realized by the sales every month has cut a sorry figure when compared with the business of the same months of 1907. Happily, this condition is changing and results are beginning to show favorably when compared with last year. Jobbers and manufacturers are doing more business now than during the spring months, and the tendency of all branches of the trade is toward further improvement.

There have been no changes in prices. The call continues for general fall lines,

though some satisfactory orders for winter goods have already been placed.

SPORTING GOODS—All jobbers report very satisfactory business in this line, more especially among guns and ammunition. There is a normal call for other sporting goods, particularly in the football lines.

FALL GOODS—All general articles classed in this line and which are more particularly asked for at this season are anticipating a steady movement, which is pleasant for the jobber. Orders for seasonable lines are much larger than for some months past. Winter goods are not yet moving in volume sufficiently large to be placed in a class by themselves.

CUTLERY—A splendid seller just now, if we include in this class the fancy hunting knives and outfits usually classed with sporting goods. The regular lines of cutlery, too, are going out pretty well.

BUILDERS' HARDWARE — Many articles in this list are going out for new buildings, which are being rushed before the cold weather sets in. After the quiet trading of the early part of the year it is refreshing to note what ready sellers builders' hardware articles have become.

HEAVY GOODS—Both nails and screws are coming to the front as good sellers. In fact all along the line there is a loosening of purse-strings. Evidently the manufacturer, jobber and retailer are better prepared for the coming winter than they were a year ago. Repairing is going on up and down the country and that is taking not a few heavy lines from the country hardwareman.

HEATING AND LIGHTING GOODS—Stoves and ranges continue to bring active business, and, strange though it may seem, are increasing in sales. With them go also the supplies, and while it is none too early for the hardwareman to buy his stock, quite a few are laying in a second season's stock. Lamps and necessary supplies and gas fixtures, too, are second only in sales to the heating lines.

HOUSEHOLD GOODS—While a little slow just now, being perhaps the weakest of all hardware lines, no jobber is complaining. This line has been active right along and will be again when the preserving season allows the housewife to get about with a little more freedom.

MONTREAL METAL MARKETS.

Montreal, Sept. 25—Generally speaking, business has maintained strength during the week, and some good orders have gone through, especially in tin and spelter. There is no great stimulation in the bulk moving, but orders come freely to hand, showing that industrial activity is working at good pressure. The danger of this hand-to-mouth buying is shown in the pig iron situation in Montreal to-day. There is a famine in imported pig, and orders are going begging. Users who have been buying as they wanted the metal have no stocks to fall back on, and there are no supplies available. This is a predicament

that is likely to happen in any of the metals, presuming a sudden heavy demand uses up available supplies for the time being.

Owing to greater strength in the primary markets, pig iron and lead have advanced in quotations. Tin is steady, the absence of any strong speculative movement in England making the market there firm, considering the usual instability of the metal, and prices locally are strongly held. Copper reflects conditions in New York, and although fair trading has been done, cutting is noticed.

Trading conditions in the primary markets continue dull; and it is surprising that quotations remain as firm as they do. There is no doubt that if there was any consistent pressing for sales; if holders cut to create a demand, there would be another period of very much lower prices. But confidence in the future continues to stiffen the backs of the markets, and prices are well held considering conditions. Tin has not shown a wide range of fluctuation, and has now a firming tendency. Copper has been the depressing feature of the markets, although quotations in New York weakened, but slowly. With the export demand falling off, the home consumption almost at a standstill, the English market weak, and production going along merrily at full pressure, anything else but a weakening in prices could hardly be expected. There is no doubt that unless consumption breaks in strongly, the copper market is threatened with a surplus of metal which will be a serious source of weakness. When the plans of the various railroads in the States, for the electrification of these systems mature, there will be no half-hearted demand. But there is no knowing when these alterations will take place, and in the meantime, copper seems to be in danger of being swamped. Spelter has been steadily advancing in the English market, while lead is holding its own.

PIG IRON—Market conditions in the States are duller than they were, and it looks as if a good deal of material is going into stock, either as pig iron or as finished steel. Some furnaces have started cutting again, and although good sales have been made, the aggregate trade does not show the promise that it should. In England, despite adverse conditions of trade generally, pig iron continues to show great strength, and practically all brands have been marked up. Exportation is slow, but as stocks are low, producers are holding for higher prices. Some lines of finished materials are also showing better strength, but prices have not been materially advanced. Locally, there is a shortage in imported metal, and users are being put to considerable inconvenience, besides having to pay the higher price now existing on some lines. With no booking ahead, the pinch of short supplies is now being felt. Middlesboro No. 3 has been advanced 50c. to \$1, but Summerlee, No. 2 is not changed. We now quote: Middlesboro No. 3, \$18.50 to \$19.00; Summerlee No. 2, \$20.00 for carload lots, shaded 25c. for 100 tons or over.

TIN—Tin continues to be steady in the local markets, good trade being done during the week, and we continue to quote \$32.50. The primary markets although subjected to daily fluctuations have not shown a very wide range of

prices, and despite a dull demand both in London and New York, the metal is not at present in a very weak condition. For the first half of this month, straits shipments have amounted to 2,300, some 270 tons more than in the same period last year. The market cannot be very weak, if it can stand this production without showing more sagging in prices than it has.

COPPER—Copper after being for so long a shining light to the other metals has had to give way under the pressure of poor consumption, and lower figures have been ruling in New York and London. The long anticipated break-in of a strong consuming demand has not yet occurred. The railways have not come forward with their electrification projects, and as a result, prices could not be held. Buying is stated to be at a standstill, both for export and home consumption. Users, although they hold but little stock, appear as if they could stay off the market for an indefinite time. All the while, however, production goes on at full swing, and it has now reached the volume of the months immediately preceding the October panic. And no curtailment seems likely during the remaining months of the year, but rather a stimulation. The market is thus threatened with a heavy surplus unless consumption comes to the rescue. Granby last week shipped 25,147 tons, one of the largest weeks yet recorded, and the total for this year to date is 742,825 tons. Locally, trade is steady, but with the weakening in New York prices, quotations now range from \$14.25 to \$14.50.

SPELTER—This metal has been showing much greater strength in the English and St. Louis markets. A spurt has taken place in the consuming demand, the brass and galvanizing trades showing stimulation. Locally, the demand has been very good, and orders have shown most promising strength. The result is that spelter is firmly quoted at \$5.25.

LEAD—Lead in the English market has kept very firm under a steady demand, and prices have shown but little range of fluctuation. Locally, orders have been brisk, and with the stimulation of the metal market generally, quotations have been marked up 10c., all the way round, and we now quote imported lead at \$3.60.

OLD METALS—There is no marked change in quotations, although if copper continues to weaken, it will affect this market. We quote: Heavy copper and wire, 11c.; light copper, 10½c.; heavy red brass, 10½c.; heavy lead, 2½c.; wrought iron, \$11; No. 1 cast, \$12; No. 2 cast, \$9.

TORONTO METAL MARKETS.

Toronto, Sept. 25—The market is gradually strengthening, and the volume of business increasing. Altogether things seem shaping themselves for better trading. There is an absence of the fluctuations of several weeks ago, though copper is slightly easier, and some iron is going at less than quotation prices. Lead, however, is advancing and tin and spelter are firming up.

The Pittsburgh dispatch saying that orders have been issued at the large iron and steel plants in the United States, to prepare for a resumption of work on October 1, has caused much comment. In some quarters, it is looked upon as a political move—presiden-

tial, not providential. The steel trust is pushing work at Gary, Ind., and various plants in the central states are expecting to run full time soon. If all that is promised becomes a reality, 100,000 more men will be engaged in the iron and steel trades next month than are employed to-day.

The business depression has done some good in that it has made for the elimination of waste. It is a fact that prosperity breeds waste and waste destroys prosperity. Business generally has been put on a more stable basis, and by reason of economies, new resources have been created. Many new uses have been found for iron and steel, and orders passed by in the active demand season of last year are gladly accepted to-day.

The iron ore production of the United States in 1907 amounted to 51,720,619 tons, valued at \$131,996,147. This was an increase of 8 per cent. in tonnage and 31 per cent. in value over the previous year. Notwithstanding this large production, the United States last year imported more than 1,200,000 tons of iron ore. Cuba and Spain sent the larger part of this, but Canada was responsible for 116,000 tons. The production of Bessemer steel ingots and castings in 1907 was 11,667,549 tons, a decrease compared with 1906. Coke went up in production 4,000,000 over 1906, the figures last year being 40,779,564 tons.

PIG IRON—Though slowly reviving, iron is not yet so prominent a feature as the other metals. The quotations here are unchanged, and remain at the same figures that have prevailed for many weeks past. There can, however, be no set price for trading is being done practically on a basis of what can be obtained. Ottawa or Montreal, or some other point east may be able to buy iron at a lower price than Toronto can obtain it, although the freight may be greater to the former places than to the latter point. In fact, one such sale is said to have taken place.

TIN—Better business is doing in this line and the market is steady. Quotations range between \$32 and \$34. Outside markets report a moderately active trading being done, and the East is said to be selling rather freely at relatively low prices. The United States has purchased fair quantities and would take more, and England is stocking up quite a little. The Autumn trade is believed to be encouraging.

COPPER—Slightly easier locally and quite a bit lower in the primaries is copper this week. Quotations are now 14c to 14½c. Some good orders are received. Monthly production figures continue around those prevailing since the beginning of the year, but are anticipated to show improvement during the Fall months. A notable feature in the use of copper is that the building trade is taking not a little. The recession in price has caused engineering specifications that called for galvanized iron and steel work to be changed to copper, and iron screws to brass screws.

LEAD—Continued activity prevails in this metal. There is still a scarcity of lead and local quotations have gone up on small quantities, the figure now being \$3.75. Of course if a buyer was taking say a ten-ton lot he might be able to buy at the old quotation, \$3.60. New York reports an active market, but St. Louis says business is quiet. England is doing good trading.

SPELTER—The firmness which has characterized spelter during the past few weeks is still evident. Some pretty fair buying orders were placed recently and stocks in jobbers' hands are none too big. Some October delivery sales have been made. No new feature has developed, but the future of the market is creating more interest in the trade. Opinion is divided as to prices improving.

SHEETS AND PLATES—Trading is increasing at present quotations, which are unchanged from the figures of the past couple of months. The number of plants in operation in the United States is again increasing, and England is experiencing a steady business. Orders received are for present consumption, and there does not appear to be much stocking up going on.

OLD MATERIALS—The boom in the scrap market of two weeks ago has passed, but very satisfactory trading is going on. Buying is limited to small lots and materials are being taken up as required. No change has come over the face of the market so far as prices are concerned, and the old quotations prevail. Heavy copper and wire are 11c; light copper, 9½c; heavy red brass, 10c; heavy yellow brass, 8½c; light brass, 6c; heavy lead, 2½c; zinc, 3c; No. 1 wrought iron, \$9; stove iron, \$10.50; machinery cast iron, \$13.50; rubber, 7c.

U. S. IRON TRADE.

(Cleveland, O., Sept. 24.—The Iron Trade Review says: Retarding influences are at work in the iron and steel industry. The progressive movement so auspiciously inaugurated in June and carried through July has evidently spent its force, as the situation at present is little more than stationary. The total volume of specifications each month to companies manufacturing a general line of iron and steel products is practically unchanged. In this respect conditions are spasmodic, since one line is showing strength one week and weakness the next. Recently, steel bars have been moving in a rather large tonnage, which has been sufficient to counterbalance the declines in other lines.

Just what forces are holding back the industry at present is largely a matter of individual opinion among iron and steel makers. The usual explanation offered is apathy of the railroads. On the other hand, it is an easy matter to find many manufacturers of the belief that uncertainties of the political situation are delaying further buying.

The market is not without its favorable developments. Of noteworthy importance is the practical beginning by jobbers of the replenishment of stocks in merchant pipe, an evidence of confidence that has not been shown before during the depression. In sheets, also, there is a fair buying movement for store.

The drought which is prevailing in nearly all sections of the country is assuming a more serious aspect. In the coke regions the situation is growing worse daily. Throughout the river valleys many manufacturing plants are suffering from the water scarcity.

INVERTED LIGHTING.

In a paper given before the Irish Association of Gas Managers, J. Brodie, of Lisburn remarked:—

"In the internal fitting of houses it is much to be regretted that the advice of the gas department is not taken advantage of to the extent it might be. Architects very often pay too little attention to this comparatively small but important matter of house fitting, and in their specification, a small sum, often inadequate, is set aside for this purpose, no detail being given as to the size and weight of pipe to be used, while the position of the brackets in the rooms is left to the discretion of the contractor, and very often they are placed, not with a view to illumination, but where they will require a minimum of pipe.

"Happening to be lately in a house just out of the contractors' hands, I found that inverted brackets had been fixed over the fireplace at a height of 5 feet 9 inches from the floor; with the result that the light came very much below the level of the eyes, in addition to scorching a rather fine mantelboard. It is in matters such as these that a 'word in season' would be of value, were it only asked for.

"On the other hand, managers are constantly being asked by consumers for advice as to the purchase of incandescent burners for the various departments of lighting; and here lies the manager's opportunity.

"Since the incandescent burner was first introduced, many and varied have been the attempts to depart from the simple and upright type, and success has at length been reached in the production of the present-day inverted burner, the light from which, under present conditions, is somewhat in excess of that obtained from an upright burner, while the apparent effect is very much greater, the rays being thrown in a downward direction; hence the popularity of the burner. He would be a rash man, however, who would say that we have reached finality, either in inverted or upright burners. So much depends on the shape of the mantle or other body from which the light is emitted, as witness the 'Hella Bushlight.' In this burner, instead of the flame being retained under a mantle, it is broken up by impinging on a series of points or branches, and the results obtained are claimed to be considerably in excess of those from a mantle burner.

"Can we say that we are even yet within sight of the efficiency limit of coal-gas? One great improvement, which has been adopted on the better class burners lately, is the needle regulator. By the use of this ingenious arrangement, blackened mantles and bad light are now things of the past, the consumer being able to obtain for himself, or herself, the maximum amount of light for the minimum of gas consumed."

The Canadian Northern are stated to be considering the construction of a new line between Toronto and Buffalo.

Important changes are projected in railway and marine circles at Sarnia. The C.P.R. are said to be contemplating building from Komoka; the G.T.R. will reconstruct the Cromwell Street station and bring trains down to the river side; and the Northern Navigation Co. will have a new steamer next year and improve the dockside arrangements.

Trade News From Atlantic to Pacific

Maritime Provinces

Londonderry Hardware Merchant Injured—St. John Hardware Manufacturer Nominated for Parliament.

HALIFAX.

September 21.—The hardware business is fairly active at the present time, in fact trade is considered to be very good for the season of the year. Though lumbering operations will not be very extensive in Nova Scotia this year, considerable supplies are going forward to the largest operations.

The stove dealers are preparing for a busy season and already business is fairly good. A drop in the temperature during the latter part of the week caused householders to get their hall stoves and furnaces in shape for the approaching cold weather.

Arthur Whiston, a popular young hardware clerk on the staff of Wm. Robertson and Sons', was married last week to Miss Barnhill, at Joggins. Flags and silk streamers were flying on Robertson and Sons' building in honor of the event.

George L. Munro, a well-known hardware merchant of Londonderry was badly injured last week by the explosion of a cartridge in the breech of a gun that he was firing. He was visiting with his family at Pugwash at the time of the accident.

The Board of School Commissioners opened tenders last week for a brick school building on Chebucto Road. They were: Brookfields, Ltd., 12-room building, \$78,486; 14-room school, \$80,460. Faulkner and McDonald, 12-room school, \$77,962; 14-room school, \$79,964. S. Marshall and Son, 12-room school, \$75,997; 14-room school, \$78,791. The board decided to have a 14-room building, and accepted the tender of S. Marshall and Son.

Brookfields, Ltd., have been awarded the contract for \$10,000 of remodelling the front of the main building of the Queen's Hotel, on Hollis Street, making it uniform with the new wing which was recently completed, at a cost of \$60,000.

It is stated on good authority that the Canadian Bank of Commerce are negotiating for the purchase of a valuable site on the corner of Charlotte and Dorchester Streets, and that in the Spring the bank will proceed with the erection of a handsome building.

The Glace Bay Town Council has passed a by-law requiring that all electric wiring be done by certified and competent persons, and to be inspected by the town's electrical superintendent, or otherwise connection will be refused.

The sale by the sheriff of the properties of the Cape Breton Copper Company at Coxheath, N.S., which was scheduled for last week, did not take place, the matter having been settled by the payment of the claims against them by the Boston Holding Company, who were joined as defendants. The proper-

ties were sold in foreclosure in 1905 to J. A. Gillies, who afterwards transferred them to the Boston Holding Co., who are now the owners.

The liquidators have decided to operate the Boston-Richardson Gold Mine until the court passes a further order respecting the affairs of the company.—J. H.

ST. JOHN.

Sept. 23.—The rush of visitors to the city last week to attend the exhibition gave quite an impetus to trade, and merchants report a very satisfactory week's business. Among the hardware exhibits at the fair were: E. Leonard & Sons, engines; Canadian-Fairbanks Company, scales, etc.; T. S. Simms & Company, brushes and brooms; Emerson & Fisher, mantels and stoves; Essex Gasoline Engine Company, James Fleming & Sons, motors, etc.; R. H. Smith & Company, saws; B. Mooney & Sons, concrete work; D. K. McLaren, belting; Dunlop Tire & Rubber Goods Company, McLean, Holt & Co. and McClary Manufacturing Co., stoves and ranges; Josiah Fowler Company and Campbell Bros., axes, springs and edged tools; Sherwin-Williams, paints and F. W. Bird & Sons, roofing, etc.

Campbell Bros. were awarded a bronze medal for having the second best display of manufactured articles, manufactured in the Maritime Provinces. Their exhibit of axes, edged tools, springs, etc., was a very creditable one. The first prize, a silver medal, went to the Cornwall & York Cotton Mills.

The Board of Control of the City of Winnipeg, has placed an order with T. McAvity & Sons of this city for 500 6-inch, 100 8-inch, 12 10-inch and 14 12-inch McAvity iron body gate valves, with bronze settings. This firm have now furnished to the city of Winnipeg alone, more than 1,000 lunge valves and have also just supplied the city of Prince Albert with a complete equipment of valves, hydrants and World brand corporation brass work.

G. C. Cavey, managing director of the Cobbler Sexton mine, at Northampton, Carleton County, was in the city last week. Mr. Cavey said the mines have been operated for the past eighteen months. They have seventy-seven feet of cross-cut tunnel and drift on the vein of 110 feet. The vein shows a width of eighteen feet on the outcrop. Rich samples of gold are being taken from this outcrop, and the precious mineral may be seen with the naked eye. The company has considerable development work on hand. They purpose prosecuting the drift to 450 feet beyond the work that has already been done. This will give them a depth of 160 feet and will put them under the prospect shaft, which was first sunk on the property.

The property is within 1,200 feet of the St. John river, which will be used by the company for transportation to the coast.

Considerable work is being done on the Central Railway in ballasting, laying new ties and strengthening bridges.

James Pender, proprietor of the Pender Nail Works, has been nominated as the liberal candidate to contest the city of St. John, as a running mate with Hon. Wm. Pugsley, Minister of Public Works, in the forthcoming federal elections.—W. E. H.

Ontario Trade Items

Large Quantities of Iron Ore Received at Hamilton—Insurance Adjustment on London Hardware Stock—Hunting Display in Peterboro Window—Dynamite Factory for Cobalt.

OTTAWA.

Sept. 23, 1908.—The Central Canada Fair opened its gates to the public on Monday. The general opinion, and one well founded, is that this year's exhibition from point of exhibits, midway attractions, grand stand attractions and all other features, is the best yet arranged by the directors.

There are many interesting and instructive displays, chief of which are appreciable by readers of this magazine are J. H. Connor & Sons, washers and wringers; Ottawa Hardware Company, exhibit of stoves and heaters; Currie & Levaack a display of Safford water heaters and radiators, also a plumbing exhibit wherein are two bathrooms exquisitely fitted up with all modern and sanitary equipments; Gurney-Tilden, Hamilton, Souvenir stoves on behalf of W. Graham, and New Idea warm air heaters for J. R. Cameron; Treasure stoves, D. Moore Co., Hamilton, by S. A. Luke; 1900 Washer Co., Toronto, washers and wringers, Moffat National Stoves, by K. McDonald; Barnet Mfg. Co., Renfrew, refrigerators; Shurly & Dietrich, Galt, a very attractive display of saws of every shape, size and variety. Altogether the Fair is one well worth seeing and many pointers on as many various articles can be profitably obtained by examining the exhibits and conversing with those in charge. A splendid exhibit of minerals is made by the Geological Survey and also a display from the Royal Mint showing the different processes of manufacture through which the metal passes on its course to the complete negotiable coin.

As an exhibition display, Charles Watt has a window dressed as a kitchen showing a modernly equipped room, also a window of enamelled kitchen utensils, both of which are attracting attention.

Considerable interest locally has been evidenced in the New British Patent Law whereby a patent may be revoked after four years from date of the grant, if it can be shown that the patented article or process is manufactured or

carried on exclusively or mainly outside the United Kingdom. Local patent solicitors observe that the law is equitable from the fact that where a man obtains a patent and then neglects to operate he practically ties up the field and should the invention be a public utility, were there no specified time for operation the patentee could hold action to his own pleasure.

Building permits issued the past week number but six, most of which were for low-priced structures. A couple of houses were included costing \$3,000 apiece.

The Railway Commission has granted the application of the C.P.R. for an order allowing them to construct a branch line to the manufacturing establishment of W. J. Campbell, boilermaker.

The Canada Gazette announces the incorporation of a new Ottawa company the Fleming Grate Bar Co., capitalized at \$40,000, with the following charter members: H. W. Chamberlain, J. R. Gardner, A. F. Chamberlain, J. B. Fraser, all of Ottawa and J. M. Fleming, machinist, of Iroquois.—G. E. M. H.

PETERBORO.

Sept. 22.—The Board of Works Committee is considering the construction of a new outfall sewer on Park St. and is bringing Willis Chipman, an expert Toronto engineer, to advise them in the matter.

The village of Omeme is getting a new Grand Trunk station which will be located within the corporation. The present station is about a mile from the centre of business and has always been an inconvenience to travelers. A cement platform is now being laid and trains are expected to stop at the new station in a few days' time.

E. M. Best, for several years manager of the Best Stove and Hardware Co., left last Friday morning for Springfield, Mass., where he will enter the Y.M.C.A. training school. Before leaving he was presented with a handsome traveling bag by a number of his Y.M.C.A. friends and with a gold signet ring by the members of the B.A.C. Club, of which he was a past-president. Mr. Best was a director of the Y.M.C.A. and president of the Harriers Club.

The William Hamilton Works, which have been closed down for six months on account of financial difficulties will re-open by November 1st. The building, machinery and contents had been purchased by the A. R. Williams Co., of Toronto, who were removing the machinery to their works in Toronto when negotiations were opened between it and W. H. Collier, of the Collier-Cunningham Co., Peterboro. The result was that last Wednesday he, in company with G. Walter Green, A. Macfarlane and J. C. Smith, closed a deal with A. R. Williams Co. whereby they repurchased the building, machinery and stock and will begin operations by November 1st. The name of the new company will be the William Hamilton Company, Limited.

Already it has \$60,000 worth of orders to fulfill within 18 months and prospects for continuous operations are bright. The city council will, according to a by-law recently ratified by the legislature, be asked for a loan of \$30,000.

The firm of Maitland & Moore, Peterboro, has the contract for roofing the new Normal School in the course of erection at North Bay. The roofing will be composed of tar and gravel.

The Peterboro Hardware Co. has its north window attractively decorated to convey the idea that the autumn hunting season is in sight. In the centre, the window artist has a huge black bear "set up" and crowned with a monstrous merry widow hat. The brim is made of a great circular piece of tin and a coil of rope makes the crown. A feather duster represents the plume and strips of tin for decoration purposes. Two brushes are used in the scheme of adornment as well and the whole presents a very attractive appearance. Guns, decoy ducks and ammunition form the remainder of the decoration scheme.—B. T. H.

HAMILTON.

Sept. 22.—The condition of the hardware trade locally is still in a very comatose condition. Merchants report things very dull and to the casual observer it looks as though the outcome of a continuance of the depression may be the serious financial embarrassment of some of the firms, not so much locally as generally, throughout the country. Not only are the merchants displaying an air of extreme pessimism over the state of affairs but the manufacturers are wearing very grave looks. Probably more indicative than their looks are the sales which many of them are making, very much below the regular selling prices. Many reasons are assigned for these but it is thought that the real reason is that the manufacturers are pleased to dispose of their stocks almost at any price. Another reason given is that they are afraid of being overstocked for the winter.

The fact that this is the between season is having a very deteriorating effect upon business, there being very little demand for any one line of hardware a comparatively small demand for any hardware at all. Merchants, however, are looking forward to a picking up of business as the fall season advances.

The Hamilton Steel and Iron Company is believed to possess the largest producing blast furnace under the British flag. This is the new furnace which was installed some time ago at a cost of about \$500,000. It has been in operation for some time and although not by any means the largest furnace in the matter of size it has wonderful producing qualities. The furnace was built so as to have a capacity of 300 tons of pig iron a day but 400 tons a day is the minimum amount produced. At the present time

one of the furnaces is undergoing repairs and as the company is feeling slightly, the general business depression, the plant is turning out only about 500 tons of pig iron a day.

The Hamilton Steel and Iron Company is one of the busiest and one of the largest institutions of its kind in Canada and at present the company's ships are bringing down the last cargoes of the 256,000 tons of ore from the mines, which is calculated to fill the wants of the concern from the closing of navigation, about the end of December, until it re-opens. This immense quantity of ore amounts to over 5,000 car loads.

The company is erecting handsome new offices in the east end of the city near its main plant and it hopes to be in possession about December. The new building will cost over \$10,000.—D. L.

GUELPH.

September 22.—As usual the hardware and stove merchants of the city had the best exhibits at the Guelph Central Fair held on Tuesday, Wednesday and Thursday of last week. The Guelph Stove Co. had a nicely-arranged exhibit of their stoves, ranges and furnaces, together with the Penfold Bros., who are the city agents. Chas. Penfold was in charge of the exhibit.

Another exhibit of stoves was that of H. Occomore, who showed McClary's and Sunshine ranges in all styles and prices. A feature of the exhibit, which was in charge of J. M. McWilliam, of London, was the seamless steel reservoir made out of one piece of metal and enamelled inside and out. Some fine tin and granite ware were also shown.

The Bond Hardware Co., as usual, had one of the finest booths in the Manufacturers' Building, showing to the best of advantage their line of sporting, goods, building goods, and hardware of all kinds, and silverware and cutlery.

S. & G. Penfold showed a fine line of their carriages, as did the Armstrong Mfg. Co., and Reid & Ross. The latter had on exhibition a rubber-tired buggy with a new gear, that absolutely prevents any danger from the horse endeavoring, or from accident, to turn the rig over. The invention is an American one, but the local rights have been secured by the local firm.

At the annual shoot of the 30th Battalion Wellington Rifles, J. A. Steele, of Steele's Wire Works, and C. R. Crowe, of Crowe's Iron Works, carried off all the honors, the former winning the regimental championship, and the latter coming second.

S. S. Arnold, Toronto, wrote to the town council of Walkerton, asking what inducements the town could offer to him to start a factory there for the manufacture of wagon, buggy and automobile springs. Owing to several factories being bonused recently the town was not in a position to give any inducements.

Tenders are being asked for the several trades required in connection with the building of a proposed Presbyterian

church at Hespeler, and for the supply of cast iron pipes, special castings, hydrants, valves and valve boxes for the Hespeler system of waterworks.

A. W.

LONDON.

September 22.—Both jobbers and retailers report trade fairly active, the latter having been unusually busy fair week.

The Scott Machine Co. this week received a tenth order for "L. & R." test boring machines from the Department of Public Works, Ottawa. This machine appears to be filling the need, both the Dominion Government and the National Transcontinental Railway Co. having a number of them now in use.

A member of the office staff of a leading metal manufacturing concern reports signs already of an improvement in business in the west and he is confident that as soon as crops get well on the move things will begin to hum again. As an indication of improvement in the trade situation he stated that his firm's Toronto branch had a turn-over last month equal to that of August, 1907.

The insurance claims of the Westman Hardware Co., in connection with the recent fire, have been settled. It is stated the firm gets \$23,000, and is given the salvage stock at 25c on the dollar.

F. T. Y.

CHATHAM.

Sept. 22.—The marked revival in trade, which commenced some weeks ago, still continues, and gives every promise of being permanent. Merchants in all lines report that business looks better than it has looked for years.

The building outlook continues excellent, while there is every prospect of several new industries locating here. A party of Mount Clemens business men were in the city last week, and it is pretty well understood that they were looking over the ground with a view to locating a sugar factory here, similar to the one in Wallaceburg. The delegation were connected with the Mount Clemens factory, which draws largely from this vicinity for its raw material. Ald. Harry Westman of the industrial committee, piloted the visitors around the city.

Wm. Baby contemplates erecting a new brick business block on King street, adjoining his present block, opposite the C. W. & L. E. power house.

J. S. Glennister, of the Dominion Radiator Company, Toronto, was in Chatham last week in consultation with Architect Arnold in connection with the heating system to be installed shortly in the new Wallaceburg convent.

A free postal delivery system has been definitely promised Chatham by Postmaster General Lemieux. The new system will, it is expected, go into effect immediately on the completion of the civic house numbering system, work on which will be commenced at once.

Natural gas was turned on at Wallaceburg for the first time last week, and is now being used in the glass and sugar factories. The town is being rapidly piped for residential patrons. Geo. B. Woodard has opened a gas supply store

on James street, and is after a share of the resultant business, having already secured among others the contract for installing gas fixtures in the Hotel Empire.

A similar influx of gas fixture artists may be expected in Blenheim a couple of months hence. The pipe line from the gas fields to Blenheim is now under way, and natural gas will be delivered there by Dec. 1. Comber is also in line for securing natural gas.

Messrs. E. Winter, J. M. Henry, Jason Wible and Delong of Leamington, have left for Cobalt, where they intend to start a dynamite factory. Hamilton is at present the source of a large part of Cobalt's dynamite supply, but the Leamington men believe a local factory would cinch the explosive business.

The annual meeting of the Chatham Gas and Electric Light Company, was held last week, very satisfactory reports being presented. A dividend of 6 per cent. was declared.

Stoves and fuel seems a logical enough business combination, but it is one rarely met with. J. E. Guild, the Highgate hardwareman, is advertising stove wood for sale in connection with his hardware business. Mr. Guild has just laid a cement walk in front of his store.

The Highgate Monitor says: "One of our citizens last week spent 11 cents for postage and sent to a big departmental store for goods which cost him \$7.65. The goods were not just as represented in the catalogue, and could be purchased right here in our town for \$6.25—a saving of \$1.51."

The Leamington Basket Company, after several years successful operation is branching out into another line, having decided to manufacture handles for spades, hoes, forks and similar tools. Part of the machinery has already been installed, and the rest will be in place by the end of the year.

A basket factory is also in sight for Dresden. Messrs. Tolmie & Graham, of Cleveland, O., were in town this week making arrangements.—W. E. P.

Western Canada

New Town Established in Saskatchewan—Railroads Opening up New Territory—Saskatoon's Water System.

SASKATOON.

September 21.—Chicken shooting started on Sept. 15. No tall stories of big bags have yet come to hand.

J. A. Pretty, who is superintending the erection of the steel bridge at Battle River, on the G.T.P., was in town this week and reports that good progress is being made.

D. Ross, of the Celtic Brick Co., Prince Albert, was in town on Saturday. He reports that a track is being laid to the brick factory by the C.N.R. and that his company will soon be in good shape for shipping orders to outside towns.

The G.T.P. have announced a tri-weekly mixed train service on their new line between Winnipeg and Watrous, Sask., from Watrous to Wainwright Alta., the service will be bi-weekly. The whole distance covered will be 666 miles, all new territory. Many elevators have

been erected along the route and a good business in grain is anticipated.

Prospects are good for a new flour mill at Warman, an eastern capitalist having visited the town with a view to choosing a site. Graders are busy around the C.N.R. depot putting in new side-tracks on which to accommodate wheat cars coming from Dalmeny.

A few evenings ago the Saskatoon Curling Club was formed with a capital of \$10,000, under provincial charter. Shares will be issued at \$20 each. The directors elected by the shareholders are M. Isbister, A. E. Young, F. E. Kerr, W. A. Coulthard, M. L. Strickland, J. Straton, D. N. McGregor, W. G. Perrin and A. P. McNab. Many of the merchants in town are interested in the new scheme, which is to erect a good rink, instead of having two or three in different parts of the city, as at present. Plans and estimates have been called on for the new building, and a site is being chosen.

The C.P.R. steel-laying gang have now reached Wilkie, the first divisional point west of Saskatoon. This is as far as the track will be laid this year. The merchants and citizens have hailed the coming of the steel to their town with pleasure. Next thing they will be looking for a train service. On Wednesday the Board of Trade of the new town came into existence. Officers and council were elected to act until the end of the year.

The extensive sewer and waterworks programme mapped out by the city of Saskatoon at the first of the year is now more than half completed. The work is being done by the Saskatoon Construction & Engineering Co. The work contracted for will be finished in about six weeks. The city will then be supplied with about 29,000 feet of water mains, and 18,000 feet of sewers. Of the work undertaken this year 12,250 feet of water pipes of various sizes have been laid and 7,830 feet of sewer pipe. Of the work contracted for there yet remains 5,000 feet of water pipes and 4,000 feet of sewer pipes to be laid before the season closes down. Besides the above the board of works figure on extending the sewer and waterworks system still further. They have called for tenders on an extension to Alexandra school, on the west side, and to the new city hospital at the north end. It is also proposed to extend the water system up Caswell hill for fire protection. As far as the work has gone this year 25 hydrants have been installed along the route of the water main, thus giving the central part of the city at least good fire protection.

A new 125-barrel flour mill will be erected at Asquith by J. G. McLean, of Winnipeg. An agreement has been signed with the citizens, the people giving a bonus of \$3,000, a free site and exemption from taxes for ten years.

D. G. R.

The National Transcontinental Railway Commission is stated to have awarded to O'Brien & MacDougall the contract for the construction of 150 miles of road between Lake Superior Junction and Nipigon.

British Columbia

Old Vancouver Hardware Firm Changes Hands—Many New Buildings at Vancouver.

VANCOUVER.

September 19.—The amount of building going on in the city is very encouraging, and nothing brings better general business. This week there are a number of large blocks to announce, although the number of residences going up suffers little diminution. The total is \$96,175 for the week, a reduction of \$5,000 from the week previous, and a creditable showing. The Palmer Investment Company got a permit for a \$20,000 warehouse on Westminster, and Joseph Dodson, the pioneer baker, will construct a brick block on Hastings Street to cost \$45,000. Another large building is that proposed by Hon. F. Carter-Cotton, who owns the only vacant corner in the business section of the city. He will erect a seven storey structure that will be absolutely fire-proof, and it is proposed to have it ready in about a year. Mr. Cox, of the firm of Cox & Amos, Montreal, is the architect. The Eastern Townships Bank will take the whole of the ground floor. The building will be located diagonally across Hastings Street from that to be erected by the Imperial Trust Company.

Further railway activity may be noticed in the visit to the coast of Wm. Mackenzie, President of the Canadian Northern. He does not say when his line will reach the Pacific coast, but he gave it to be understood that there would be no unnecessary delay. The construction of this line in addition to the Grand Trunk Pacific will mean much for the interior between the present line of the C.P.R. and the more northerly of the other two, and will afford facilities for the development of some fine timber areas. In view of this, a number of deals of timber are reported. Plans have also been filed for the Howe Sound, Pemberton Meadows and Northern Railway, to run from the head of Howe Sound to Anderson Lake, tapping both mineral and timber lands.

The black sands of British Columbia have always attracted the attention of those who are after big values, but the problem has been to invent the machinery that will get the gold and platinum out. J. N. Lewis, of Detroit, Mich., who is now interested in a proposition of this kind at Wreck Bay, west coast of Vancouver Island, was in Victoria the other day and said he had something that would fill the bill. He has Portland capitalists interested with him, and they expect to be able to save the precious metals. He is in the business of manufacturing machinery for mines, with offices in New York, Buffalo, Toronto and Denver. The machine to be used in black sand operations is very simple in design, but important enough to have the rights protected in both Canada and the United States.

The firm of Boyd, Burns & Company, one of the oldest wholesale hardware and chandlery businesses in Vancouver, is now a thing of the past. Some time ago they sold the engineering and mill supply department to Crane & Co., of Chicago, and now the remainder of the

business, comprising chandlery, logging supplies and hardware, has been taken over by Simson, Balkwill & Co. These gentlemen are well known. Calvert Simson has had charge of the chandlery and logging supply department since the inception of the firm, while "Tom" Balkwill has been managing salesman of the mill and engineering supplies since 1894. They will occupy the building immediately adjoining the old premises. The firm of Boyd, Burns & Co. developed its business rapidly, establishing first on Columbia Avenue, and afterwards removing to a building on Hastings Street, with an extra warehouse on Pender. Later they brought all the departments together in the brick building at the corner of Alexander and Carrall Streets.

Edward C. Parry, formerly in charge of the plumbing department of Walden Bros., North Vancouver, has started in for himself as a plumber and sanitary engineer in North Vancouver.

J. C. Sabin has severed his connection with the North Vancouver staff of the B.C. Electric Railway Company to accept the position of representative in British Columbia for Stevens & Co., Toronto, importers of English cutlery, etc.

F. T. Crowe, President of F. T. Crowe & Co., dealers in building supplies, of Seattle, was here on a business trip. Seattle construction firms are steadily getting a foothold in this city, and they have charge of several large contracts.

E. F. Rorke, representative of E. Goldman Co., Chicago, brewers' machinery manufacturers, has installed one of the firm's pasteurisers in the Pacific Bottling Works here.

L. Appleford, of Chicago, has been spending a week in the city, introducing a new system of gasoline lighting.

S. Johnson, Birmingham Small Arms Co., with headquarters at London, Eng., is making his twenty-first business trip to the coast.

John McDougall & Co., Montreal, was awarded the contract for the installation of a turbine wheel at the Lake Buntzen generating plant of the B.C. Electric Railway Company, the capacity of the equipment being 11,000 h.p. The new wheel will be of the Doble type, a class of turbine not previously used by this company.—R.B.B.

Trade Announcements

Catalogues, booklets and other printed matter issued by manufacturers, jobbers, etc., for distribution to the retail trade will be reviewed in this department. Senders of catalogues, etc., for review should draw attention to new lines and retailers, when sending for samples, etc., should mention this paper to show that they are in the trade.

GUARANTEE BACKED BY BOND.

Lots of roofings are guaranteed, and many makers will send an attractive piece of paper which promises that the roofing will make good for a specified period, but the makers of Congo Roofing have gone further than this. They have induced the National Surety Company to supply a guarantee bond with every roll of Congo Roofing. These are not the bonds of the Congo Roofing people, but the National Surety Company's own script, and of course they are as good as gold. Even if the makers of Congo Roofing should go bank-

rupt, or go out of business, the bonds would still be good.

Of course, the real protection to the purchaser lies in the fact that the makers, who know their roofing, are so confident of it that they are willing to go heavy bonds to a responsible concern and guarantee the durability of their Congo Roofing.

USEFUL ROOFING INFORMATION.

Hardware dealers should secure the booklet on Amatite which has just been published. This booklet is full of practical information which may be relied upon for accuracy. It is mailed free to anyone sending their name and address. A sample of Amatite, with its mineral surface, which has made such a success as a lasting protection against the weather, is also sent with the booklet. Both are free and are well worth inspecting. Write to the nearest office of the Paterson Manufacturing Co., Toronto, Montreal, Winnipeg, St. John, N.B., Halifax, N.S.

NATWIRE SAFETY RAZOR

H. S. Howland, Sons & Co., Toronto, are introducing the Natwire Safety Razor, made by the National Manufacturing Company, Worcester, Mass., to retail at 15 cents, with packages of three blades also selling at the same price.

The blades are made of the best steel obtainable, by one of the largest and oldest manufacturers in the world, assuring practical perfection, and yet they are so cheap that one naturally throws them away when dull. There are only three parts, the blade, the frame, and the detachable handle. The frame is of German silver and is non-corrosive. It is adjusted to the blade so scientifically that a smooth shave is certain, as well as absolute safety.

DOMINION AMMUNITION.

The Dominion Cartridge Company, Montreal, is loading and marketing Du Pont Smokeless (bulk), and Infalible Smokeless (dense), in its shot shell ammunition, and is naming the same prices on shells loaded with the above powders that it has heretofore named as extreme prices on shells loaded with smokeless powders of other manufacture.

By the withdrawal of the differential of 10 per cent. which has hitherto been in effect, the Dominion Cartridge Company has taken the proper course to further popularize its ammunition, and to place in the hands of the jobbers, dealers, and shooters of the Dominion, shells loaded with what is claimed to be the most popular brands of shot gun smokeless powder to be found anywhere on the market to-day.

Recent building permits issued at Ottawa include: Thomas Gauthier, brick veneered dwelling, \$2,500; Wm. Fields, brick veneered dwelling, \$1,800; Jas. Hickey, dwelling, \$2,000; Hector Caruthers, brick veneered dwelling, \$3,500; A. Leclerc, dwelling, \$400; Thomas Cleary, dwelling, \$3,500; Frank Saunders, double brick veneered dwelling, \$3,500; G. B. Labree, frame dwelling, \$700; Gordon Stewart, \$900.

"Men Who Sell Things"

Hints and Advice for the Benefit of the Retail Clerk and Salesman—The Secret of Success and Advancement—Sunshiny Methods are Invaluable Aid in Meeting all Classes of Customers—The Place of Enthusiasm in Retail Business.

By Walter D. Moody—Serial rights for Canada purchased by the MacLean Publishing Co. from the publishers, A. McClurg & Co., Chicago.

Some men travel their itinerary with the precision of an advance agent for a theatrical company. The office can put its finger on them any time, anywhere around the circuit, almost on the instant. And their return home occurs on the very day and hour of their original schedule left in the office on their departure. Others leave behind a carefully prepared route list, and from the moment their backs are turned on headquarters, they proceed to hop, skip and jump erratically over their territory. They are never to be located, and seldom return within three or four days of scheduled time. When they do come in, it is ten to one that a bee-line is made for the manager's office, where they begin to kick about being "neglected" on new samples and other current matter such as was sent out to the men every few days.

Keep in touch with the office if you want the office to keep in touch with you.

Be orderly about everything pertaining to your work, and your interests and the interests of your house will move forward with clock-like precision, bringing satisfaction of a triple alliance nature to customers, house, and salesman.

CHAPTER XVIII.

RETAIL SALESMEN.

Sunshiny salesmanship softens the frostiest buyer.

"Not yet, but soon"—the "near-salesman's" motto—explains the reason why more salesmen measuring calico at eight dollars per week are not earning eighteen hundred dollars a year or more at the silk or dress goods counter. Yet there is room for real salesmanship even behind the calico counter, and the essentials are the same there as anywhere else.

It is an honorable occupation, to be sure; but when a young salesman is content to remain at it longer than a year, his gumption is several degrees below ambition. If he cannot in some manner raise it up a few degrees at a time, until it reaches an ordinary man's thinking and working capacity, he will be rooted there for the remainder of his days.

Many retail salesmen drudge along, satisfied with a mere treadmill existence. "Oh, what's the use?" they argue, "there's no chance in a retail store, anyway."

If there is no chance for you where you are, it is a dead certainty that you

are not suited for the work you are doing, and the sooner you get out and give some one else a chance, the sooner will you be giving both yourself and your employer a square deal. As a rule, the salesman's position behind the counter is a pretty fair measure of his capabilities.

Capacity for Managing.

Some salesmen have the capacity to draw molasses from the bung-hole in a barrel without smearing it over the measure and on the floor; they can weigh out a dollar's worth of sugar, and do it so well that the balance is a hair's weight in favor of the customer; but if they were put in charge of the general order-filling department, with several salesmen under them, they would fizzle out completely. They have not the breadth of mind to grasp the requirements of a large position, and they attempt to apply their small conception of trotting from the molasses-barrel to the sugar-box to the more important matter of mastering many details. It can't be done; and naturally they fail.

As the retail salesman broadens his position, he assumes new responsibilities, and he must change his viewpoint to fit the expanding scope of his greater undertaking. Floaters, life-buoys, and danger-ropes are all right for timid surf-bathers, but to swim out into broad, deep water requires physical courage and well-seasoned powers of endurance. Inability to leave the shore line marks the man who would better stay in close to shore, where little boats are safe.

There is, oh, so much for a salesman to be, to do, to get, to earn, to try, in every retail establishment, that there is little excuse and less hope for the man who says there is no chance.

I have no desire in my heart to say one thing derogatory to your position, no matter how humble it may be.

The "Near" Salesman.

The man whom I am after, whether he is at the five-cent counter or taking orders that run up into the hundreds, is that self-important, small-calibre "near-salesman" who so thoroughly neglects his customers that they grow chilly in his presence, even though the day is hot. Few retail shoppers escape frequent experiences of that kind, and it is safe to say that no one ever becomes a better customer of the house where salespeople of that stamp are tolerated. The house may be a good one, but one goes away feeling that they do not appreciate his trade.

Now, if you "near-salesmen" don't like what I am writing about you and to you,

don't look at me. Get your eyes open so that you can see yourself—that is the first sight to look at.

What are you cutting up about? Putting on airs with a twelve-dollar-a-week position! That's what every one who patronizes your counter is trying to figure out.

Your house does not pay you to strut around like a farm-yard bantam rooster. All that your customers want from you, and have a right to expect, is courteous, business-like attention, without frills of any kind.

I want to get you mad. That's why I'm using unceremonious language in developing your picture. When a man gets good and angry because some one has told him the truth about himself, he can generally be depended upon to go out and "clean-up" in a thorough, wholesome manner. If he makes a good job of it, it won't be long before you hear of him doing something of real account.

I never saw an uppish salesman in my life in whose salesmanship I had any confidence. A "smart" salesman is a man whom no one cares to have much to do with.

Getting Inoculated.

When a man becomes inoculated with the germs of true salesmanship, he gets it in his blood, muscles, head, and soul, all over from head to foot, and it makes a sensible, industrious man of him,

Carry a smile through your work. Whenever a salesman cannot be sunshiny with his customers he is in need of a liver tonic.

"Blessed is he who, having found his own work, clutches it, clings to it, directly, consecutively, and always."

Therein lies the secret of accomplishment. When a salesman has little or no conception of the obligations his position imposes upon him, to say nothing of lack of desire for advancement, then it is that soft platitudes and high-sounding phrases are of no avail.

This book is for negative salesmen, not positive ones. The man who is surrounded and choked up with weeds of indolence, neglect, and carelessness is the one I want to reach.

Pulling weeds loosens the roots and injures the growing plant for the moment; but soon it lifts its head and takes on new growth in the free soil, becoming sturdy and eventually fruitful, instead of a weak, withered, inanimate thing almost crushed out by the weeds that were gradually sapping its life.

(To be continued.)

WESTERN CANADA HARDWARE MARKETS

Corrected by telegraph up to 12 noon Friday, Sept. 25, Room 511, Union Bank Bldg., Winnipeg.

Favorable September weather has provided ideal conditions for the harvesting and threshing of the big crop and the grain is being rushed to the lake front in record quantities. Crop money is getting into general circulation and business is reviving in consequence.

WIRE—Barbed wire, 100 lbs., \$3.25; plain twist, \$3.40; staples, \$3.40; annealed wire, \$2.90 base; oiled, 10c extra; bright iron, \$3.10 base; brass spring wire, 32c base; plain galvanized wire, 6, 7, and 8, \$3.70; No. 9, \$3.40; No. 10, \$3.70; No. 11, \$3.80; No. 12, \$3.45; No. 13, \$3.55; No. 14, \$4.10.

POULTRY NETTING—57½ per cent.

HORSESHOES—Iron, No. 0 to No. 1, \$4.65; No. 2 and larger, \$4.40; snowshoes, No. 0 to No. 1, \$4.90; No. 2 and larger, \$4.65; steel, No. 0 to No. 1, \$5; No. 2 and larger, \$4.75.

HORSENAILES—MRM cold forged process—No. 3, 36c; 4, 32c; 5, 30c; 6, 28c; 7, 26c; 8, 24c; 9, 23c; 10, 11 and 12, 22c. Discounts 50 and 10 p.c. Capewell brand quotations on application; "C" brand list prices per box 25 lbs.; No. 4, \$5.25; 5, \$4; 6, \$3.50; 7 to 9, \$3.25; 10 to 14, \$3. Discounts on application.

WIRE NAILS—\$2.70 Winnipeg, and \$2.25 Fort William.

CUT NAILS—Now \$2.90 per keg.

PRESSED SPIKES—½ x 5 and 6, \$4.75; 5-6 x 5, 6 and 7, \$4.40; ¾ x 6, 7 and 8, \$4.25; 7-16 x 7 and 9, \$4.15; ½ x 8, 9, 10 and 12, \$4.05; ¾ x 10 and 12, \$3.90. All other lengths 25c extra, net.

SCREWS—Flat head, iron, 80, 10, 10 and 10; brass, 75c; round head, iron, 80; brass, 70; coach, 65.

BOLTS—Carriage, 3-16 and ¼, 65; 5-16 and ¾, 60; 7-16 and larger, 55; machine, ¾ and under, 60 and 5; 7-16 and over, 55; bolt ends, 52½; sleigh shoe, ¾ and under, 55; 7-16 and over, 45; machine screws, 60; plough bolts, 50; square and hexagon nuts, cases, 2½; small lots, 2½; stove bolts, 70 and 10 per cent.

RIVETS AND BURRS—Iron rivets, 60 and 10; copper, No. 7, 29c; 8, 29½c; 9, 30½c; 10, 31½c; 12, 34c. Copper burrs, No. 7, 39c; 8, 40c; 10, 43c; 12, 46c. Copper rivets and burrs, No. 8, 30½c; 9, 33c per lb.

GREEN WIRE CLOTH—\$1.75 100 sq. ft.

COIL CHAIN—¾, \$7; 3-16, \$5.50; ¾, \$4.90; 7-16, \$4.70; 1, \$4.40; ¾, \$4.20; ¾, \$4.05.

SHOVELS—40 and 5 p.c.

HARVEST TOOLS—50, 10 and 5 p.c.

AXE HANDLES—Turned, s.g. hickory, \$3.15; No. 1, \$1.90; 2, \$1.60; octagon, extra, \$2.30; 1, \$1.60.

AXES—Bench, 40 and 5; broad, 5½ to 7½; \$21 per dozen; 7½ to 8½, \$23 per dozen; Royal Oak, per dozen, \$6.25; Maple Leaf, \$8.25; Model, \$8.50; Black Prince, \$7.25; Black Diamond, \$9.25; Standard flint edge, \$8.50; Copper king, \$8.25; Columbian, \$9.50; handled axes North Star, \$7.75; Black Prince, \$9.25; Standard flint edge, \$10.75; Copper King, \$10.50 per dozen.

AUGER BITS—"Irwin" bits, 47½; other lines, 70 and 10 p.c.

BLOCKS—Steel 35; wood, 60 p.c.

HINGES—Light "T" and strap, 65 p.c.

HOOKS—Brush, heavy, per doz., \$8.75; grass, \$1.70.

FILES—Arcade, 75; Black Diamond, 60; Nicholson's, 62½ per cent.

STOVE PIPES—6-inch, \$9.25; 7-inch, \$10.

BUILDERS' HARDWARE, ETC.—50 per cent.

TINWARE. Etc.—Pressed, retinned, 70; plain, 75 and 2½; pieced, 25; japanned ware, 35; Famous enamelled ware, 50; Imperial, 50 and 10, one coat, 60; Premier, 50; Colonial, 50 and 10; Royal, 60; Victoria, 45; White, 70 and 5; Diamond, 50; Granite, 60 p.c.

GALVANIZED WARE—Pails, 37½ pc. other galvanized lines, 33 1-3 p.c.

SOLDER—21c per lb.

LANTERNS—Cold blast, per doz., \$7; coppered, \$9; dash, \$9.

WRINGERS—Royal Canadian, \$36; B.B., \$40.75 per doz. Churns, 45 and 5.

ROPE—Sisal, 10½; pure manila, 13½c; British manila, 11½c. Lath yarn, 9½c.

BUILDING PAPER—Sunrise, plain, 50c; Surprise, plain, 50c; Lion, plain, 55c; Anchor, plain, 60c; Cyclone, plain, 60c; Victoria, plain 67½c; Triumph, plain, 67½c; Buffalo, plain, 67½c; Anchor, Joliette and Buffalo, tarred, 62½c; Victoria, Triumph and Joliette, tarred, 84c; Cyclone, tarred, 78c; Perfection Sulphite, \$3.75 per 100 lbs.

CORRUGATED IRON AND ROOFING, Etc.—Corrugated iron, 28 gauge, painted, \$3; galvanized, \$4.10; 26, \$3.35 and \$4.35. Pressed standing seamed roofing, 28, \$3.45 and \$4.45. Crimped roofing, 28, painted, \$3.20; galvanized, \$4.30; 26, \$3.55 and \$4.55.

AMMUNITION—Cartridges, rim fire, Canadian, 50; American, 33; pistol sizes, Canadian, 25; American, 5; military, Canadian, 20; American, 10 p.c. advance. Primers, \$1.55. Loaded shells, English and Canadian makes, 12 gauge, black, soft, \$18; 10, \$22.50; 12, smokeless, chilled, English, \$24; Canadian, \$23; 10, smokeless, chilled, English, \$28; Canadian, \$27. Shot: Drop, per 100 lbs., \$6.25; chilled, \$6.60; buck, \$6.95; 28 ball, \$7.30. Powder, F.F., keg, Hamilton, \$4.75; F.F.G., Dupont's, \$5.

BAR IRON—Bar iron, \$2.30; Swedish iron, \$4.95; sleigh shoe steel, \$2.75; spring steel, \$3.25; machinery steel, \$3.50; tool steel, Black Diamond, 100 lbs., \$9.50; Jessop, \$13.

PIG LEAD—\$5.50. Lead pipe, \$7.

SHEET ZINC—Casks, \$8; broken lots, \$8.50.

COPPER—Planished copper, 2½c per pound; tinned, 26½c.

IRON PIPE—Black pipe, ¼-in., \$2.50; ¾, \$2.85; 1, \$3.50; ¾, \$4.65; 1, \$6.60;

ROSS BROS.

LIMITED

HARDWARE ONLY

Loaded
Shells

EDMONTON, ALBERTA

Kynoch
Winchester
Dominion } STOCK COMPLETE
PRICES GUARANTEED

Fire Escapes

Circular Stairs

Coal Chutes and

Ornamental Iron
for Buildings

Are lines which local hardware men should look after. We are pleased at all times to submit tenders on work of this kind.

THE MANITOBA IRON WORKS Limited

WINNIPEG, MAN.

1¼, \$9.00; 1½, \$10.75; 2, \$14.40; 2½, \$24.40; 3, \$31.50; 3½, \$39.50; 4, \$45.00; 4½, \$52.00; 5, \$58.00; 6, \$75.00. Galvanized: ¼-in., \$3.50; ¾, \$3.80; 1½, \$4.25; ¾, \$5.75; 1, \$8.50; 1¼, \$11.50; 1½, \$13.90; 2, \$18.50; 2½, \$30.50.

FITTINGS—Wrought couplings, 55; nipples, 70; classified malleable fittings, 25; malleable bushings, 50; malleable unions, 55 p.c.

GALVANIZED IRON—Apollo 16-gauge, \$4.15; 18 and 20, \$4.40; 22 and 24, \$4.65; 26, \$4.65; 28, \$4.50; 30-gauge or 10¾-oz., \$5.20; Queen's Head, 20, \$4.60; 24 and 26, \$4.90; 28, \$5.15.

TIN PLATES—I.C. charcoal 20x28, full box, \$9.50; ½ box, \$5; IX full box, \$11.50; ½ box, \$6; IXX, full box, \$13.50; ½ box, \$7.

TERNE PLATES—I.C. plates, \$9. CANADA PLATES—Half polish, 6 and 7 inch, \$3.25; 8-inch, \$3.50; full polish, 6 and 7 inch, \$4; 8-inch, \$4.25.

LUBRICATING OILS—600 W. cylinders, 80c; Maple Leaf cylinder, \$1 per

The Derry Oak



A neat low-priced Heater in four sizes.

11, 13, 15, 17.

THE HEEPEST YET.

Nickel Plated Top Ring and Skirting.
Handsome Urn, Dumping Grate
and Ash Pan.

A LEADER FOR FALL TRADE.

Write for Prices or see our representatives.

Revillon Brothers, Ltd.

Wholesale Hardware
EDMONTON, ALTA.

G. F. Stephens & Co., Limited

WINNIPEG AND CALGARY

The largest distributors of **BRUSHES** in Western Canada.

Jobbing Headquarters for

Whiting's Brushes

English Solid Back Horse Brushes

English Solid Back Scrub Brushes

Fine Varnish Brushes

Ridgley Trimmers

Paper Hanger's Tools

Write for Brush Book and Discounts.

P.S.—We also ship all orders for Brushes the same day as received.

Persons addressing advertisers will kindly mention having seen their advertisement in Hardware and Metal.

Are You Quite Satisfied?

with the NET profits you've been making out of your furnace agency? Have you ever thought that your floor space, your time and your salesmanship might bring you more money were they applied to a better line of furnaces? This is a possibility well worth your attention. If you look into the matter you'll probably come to the conclusion that IT PAYS BETTER TO SELL

PEASE ECONOMY FURNACES

than any other kind.

Pease furnaces pay you a handsome profit on each sale. That profit is NET because there are no deductions to be made for the time lost in attending to complaints and setting wrong things right. Your customer will never complain if you sell him a Pease furnace—because there's nothing to complain about. Nothing so eats into the profits of a furnace sale so much as exchanging and refixing this, that and the other part.

An Agency for

Pease Economy Furnaces

is an ideal one

for you if you would sell furnaces which stay SOLD, giving your customer complete satisfaction, and bringing you good, continuous profits.

Now is the time to make a change for the better. Write us about it.

We can supply all your needs in Combination Heaters, Round and Sectional Water and Steam Boilers, Registers, etc.

Pease Foundry Co., Ltd.

TORONTO, ONT.

Pease-Waldon Co., Ltd.

WINNIPEG, MAN.

Manufacturers of Furnaces, Combination Heaters, Round and Sectional Boilers for Hot Water or Steam, Registers, &c.

We maintain an engineering department. Ask for our assistance when you have an out-of-the-way heating or ventilating problem to solve.

A Glimpse Into English Life

gal.; 700 A. cylinder, 75c; Sterling cylinder, 55c; 600 A. cylinder, 50c; Capital cylinder, 59c and 54c; Solar red engine, 32c; Atlantic red engine, 29c; heavy castor, 29c; medium castor, 28c; Ruddy harvester, 30c; standard gas engine oil, 36c; Renown engine oil, 38c.

PETROLEUM AND GASOLINE—Silver Star, in bbls., per gal., 20c; Sunlight, 22c; case, \$2.45; Eocene, gal., 24c; case, \$2.60; Penniline, gal., 25c; Silver Light, 22c; Starlight, 20c; Sterling Light, 24c. Engine gasoline, gal., 24c; f.o.b. Winnipeg, cases, \$2.60.

PAINTS AND OILS—White lead, pure, \$6.50 to \$7.50, according to brand; bladder putty, in bbls., 2½c; in kegs, 2½c; turpentine, barrel lots, 65c. Linseed oil, raw, 62c; boiled oil, 3c per gallon advance on these prices.

EDMONTON MARKETS.

Sept. 25.—Barb wire, \$1 per 100 lbs.; plain twist wire, \$4.25; brt. wire staples, \$4.20; poultry netting, 50 p.c.

HORSESHOES—MRM., \$5.15 base; C horse nails, in 25-lb. boxes, No. 4, \$4.95 per box net. In less quantities than 25-lb boxes add 1c per lb.

WIRE NAILS—\$3.45 base.

SCREWS—Flat head, bright, 85 brass, 75; round head, bright, 75 and 10; brass, 70 p.c.

BOLTS—Carriage, 3-16 and ½, 60 p.c.; 5-16 and ¾, 4-inch and shorter, 55 p.c.; ¾ (longer than 4-inch), 50 p.c.; 7-16 and up, 45 p.c.; machine, ¾ and under, 55 p.c.; 7-16 and over, 45 p.c.; plow, 45 and 5 p.c.; stove, 70 p.c.

SHOVELS—First grade, \$11.55; fourth grade, \$7.60 per dozen.

HARVEST TOOLS—50-10 p.c.

BRUSH HOOKS—\$9 per dozen.

LANTERNS—No. 2, cold blast, \$7.75 per dozen.

FILES—Arcade or Eagle, 70-10-5 p.c.

SOLDER—23c per lb.

LANTERNS—No. 2 cold blast, \$8 doz.

WRINGERS—Royal Can., \$38 per doz.

CHURNS—45 p.c.

ROPE—Sisal, 11½c per lb.; British manila, 12½c; pure manila, 15½c.

BUILDING PAPER—Plain, 62c per roll; tarred, 82c per roll.

LINSEED OIL—Boiled, 78c; raw, 75c per gal. in barrel lots.

AMMUNITION—Primers, \$1.55 per M.; loaded shells, English and Canadian make, 12 gauge, black, soft, \$19 per M.; 10, \$23.65; 12, smokeless, chilled, English, \$25; 10, \$29; 12, Canadian, \$24; 10, Canadian, \$28; shot drop, \$7.50 per 100 lbs.; chilled, \$7.90; buck, \$8.30; 28 ball, \$8.70; powder, F. F., Hamilton, \$5.25 per keg.

AGENCIES FOR INDIA.

Bayanker & Co., Madras, India, write Hardware & Metal, enclosing their subscription, and asking for the names of Canadian manufacturers of hardware who desire to secure a representative in India. They handle chiefly heavy hardware lines.

The B.C. Electric Railway is laying rails on Cordova Street, Vancouver.

The C.P.R. track-laying outfit has begun operations on the Weyburn-Stoughton line.

A reader of Hardware and Metal, who is at present in England, writes as follows in describing his visit at Theddingworth, not far from Rugby:

"Your note of July 28 reached me while I was in Theddingworth, on a week's holiday. I was down there putting in a quiet time with some London friends who have taken the vicarage for a month or so. Perhaps you are aware that it is a custom among the country clergy to let their vicarages and rectories during some of the Summer months, while they and their families go abroad or to the seaside. Many city families take advantage of such opportunity to recuperate in pleasant surroundings in the country, and my Theddingworth visit brought me into a charming pasture district not far from Rugby, famous for its schools. The surrounding country is rich in historical associations, for many of the battles of the Civil War were fought nearby—Edgehill, Bosworth, Naseby are all down there, and I visited the last named battlefield. The date of the battle was somewhere about 1640. In this connection it may be of interest to you, on account of your connection with the hardware trade, to hear that an old gentleman who lives in Theddingworth, and who has made a hobby of relics of every sort connected with Cromwell's men and the Roundheads, possesses a sword blade that was dug up on the field of Naseby, a good many years ago, and it was made in Germany. It could not have belonged to any German officer for the wars were entirely civil and no other nation was in any way concerned. I suppose in that period many of the European countries were ahead of England in the matter of manufacturing armor and steel blades. If I remember rightly the Toledo blades have been famous for centuries.

While in the country I was the guest of a strict English family, who live up to as many of the traditions of English family life as possible. They were once very well off and had a delightful place in Kent, but the decline of the hop industry, which centres in that county, together with some inherited financial troubles drove them out of their home, and while the younger members of the family are providing for themselves, the household affairs have to be conducted on a rather modified plan. But for all that, the traditions are duly honored. England is blocked at every turning by tradition, and some of the people who look around them admit it. It is so in trade, and in family affairs custom and tradition have tremendous weight. Though we were all business folk at the vicarage, except the host and hostess and were down in the country to get a change from London, to rest and laze about, we were as punctillious about dress and general habits as if we were in the midst of society. We read "The Times" dutifully each day and probably debated its articles at luncheon. The copies were carefully kept day by day, for reference. The country yokelry were expected to touch their hats when we "gentlefolk" walked in the roads. We dressed religiously each night for dinner, dined at half past seven, and the men joined the ladies in the drawing room at nine o'clock, where there was bridge or music till eleven, which is the customary hour for retiring.

There is a carefully treasured tradition that between the end of May and the first of October no fires shall be lighted in any of the living rooms, and although it was unpleasantly cold during the week I was there, the idea of having a fire in the drawing room in the evening could not be entertained for a moment by the hostess, although several of the family suggested it. The weather was a good deal like early October in Canada. The ladies wore wraps indoors and shivered, while the men resorted to heavier underwear (and ammoniated quinine), but as the calendar said it was August, we had to live up to it, and to the tradition about household fires. I believe that Mrs. B. would almost perish before she would allow a fire to be lighted one day before October 1.

BLAZE AT BELLEVILLE.

The large horseshoe factory of the Belleville Iron & Horseshoe Company, at Belleville, was practically wiped out by fire on Tuesday night, entailing a loss estimated at \$15,000. The fire originated from one of the furnaces in the west end of the building, and had gained considerable headway by the time the brigade arrived. All the valuable machinery put in a short time ago is now a mass of ruins. The only parts of the building remaining are the brick walls of the engine-house. About 50 skilled men were employed in this department, and 75 men employed in the rolling mills adjoining, will also be thrown out of work. The intention was to shortly double the staff, as the company have orders which would keep them going several months.

OBITUARY.

Wm. C. Patterson, once a well-known stove manufacturer of Toronto, died at Perry, N.Y., last week. Mr. Patterson was born at Londonderry, N.H., in 1826, where his father was a prominent citizen, having served in the legislature of New Hampshire. The late Mr. Patterson came to Canada in the early twenties, locating at Toronto, afterwards going to Patterson, where he engaged in the manufacture of agricultural implements. He remained there for a number of years, after which he sold out his interests and returned to Toronto, where he engaged in the manufacture of stoves. While in Toronto, Mr. Patterson filled many positions of trust and responsibility. He was reeve of the Township of Vaughan and warden of York County for several terms.

William G. Elliott, managing director of the Ontario Portland Cement Company, and one of the best-known contractors in the province, died at Brantford last week, after a week's illness, following a paralytic stroke. Among the large works of which he superintended the construction are the Brantford street railway system, the Canadian approach to the Sarnia tunnel and the New Orleans street railway system. He was a member of the Brantford city council for several years, and was also chairman of the committee which built the flood prevention works along the Grand river. In 1902, he organized the Ontario Portland Cement Company. Mr. walls of the engine house and the hole Elliott was 44 years old.

CONDENSED OR "WANT" ADVERTISEMENTS.

RATES.

Two cents per word first insertion; one cent per word subsequent insertions.

Five cents additional each insertion where box number is desired.

Contractions count as one word, but five figures (as \$1,000) are allowed as one word.

Cash remittances to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

RULES FOR COPY.

In addressing replies care of **HARDWARE AND METAL** don't fail to give box number.

Replies addressed to **HARDWARE AND METAL** boxes are re-mailed to advertisers every Monday, Wednesday and Friday.

Requests for classification will be followed where they do not conflict with established classified rules.

Orders should always clearly specify the number of times the advertisement is to run.

All "Want" advertisements are payable in advance.

ARTICLES WANTED

WANTED—Set of Second-hand Tinsmith Tools. Must be in good condition. H. Sloan, Box 44, Tilbury. (40)

SITUATIONS WANTED

SITUATION WANTED as assistant bookkeeper or clerk by young man with five years' experience in hardware trade in Ireland. Has been in Canada five months. Best of references. John Molloy, 303½ King Street West, Toronto. (40f)

HARDWARE CLERK, with twelve years' experience, desires position. Best references. C. J. Dobie, Box 152, Ingersoll. (39)

WANTED—A position in office of hardware store by a thoroughly experienced hardware man who is recovering from an accident to his hip. Later on would be first class man in the store. Single, first class references. Address Box No. 747, **HARDWARE AND METAL**, Toronto. (40)

HARDWARE CLERK, 7 years' experience, 4 years in business for self, wants position with good hardware house. All references. Apply Box 744, **HARDWARE AND METAL**, Toronto, Ont. (40)

BOOKS FOR METAL WORKERS

NEW METAL WORKER PATTERN BOOK, by G. W. Kittredge.—Most elaborate and complete work ever published for sheet metal pattern cutters. Principal contents are Terms and Definitions, Drawing Instruments and Materials, Linear Drawing, Geometrical Problems, Principles of Pattern Cutting. 430 pages (10 x 13 inches), 744 illustrations. Price \$5.00, postpaid.

TINSMITHS' HELPER AND PATTERN BOOK, by H. K. Vosburgh.—A useful handbook for tinsners and sheet metal workers. It treats of simpler problems in pattern cutting occurring daily in shops. Contents include Diagrams and Patterns, Epitome of Mensuration, Tables, Rules and Recipes. Price \$1.00, postpaid.

MENSURATION FOR SHEET METAL WORKERS, by Wm. Neubecker.—This new book gives the principles of the art of measure, showing its practical application in solving problems, in finding the areas, dimensions or capacities of the diverse sizes and shapes of sheet metal products. It is of infinite value to all sheet metal workers. 72 subjects and 70 figures. Price 50 cents, postpaid.

THE ERECTION AND REPAIR OF WIRE FENCING.—Practical treatise relative to Wire, Posts, Pattern of Fence to Build, Laying the Wires, Straining Tools and Repair Work. Price 25 cents. **MACLEAN PUBLISHING CO.**, Technical Book Department, 10 Front St. E., Toronto.

LITHOGRAPHY

HIGH CLASS COLOR WORK; Commercial Stationery, Posters. The Hough Lithographing Co. Limited, Office—No. 3 Jarvis St., Toronto, Telephone, Main 1576. Art, Good Workmanship; Business Methods.

DECOTINT

A Satisfactory Flat Wall Finish

Every Dealer Should Stock It

There's a great deal more money made in the long run by selling an A No. 1 high quality cold water paint, like Sherwin-Williams Decotint, than by pushing any of the cheap preparations on the market which cannot meet the claims advertised for them. When a customer once uses

SHERWIN-WILLIAMS DECOTINT

he never wants to use any of the cheap kalsomine finishes again, and you not only have a steady customer for this product but one who has unusual confidence in everything you sell.

Decotint is made in 15 good shades and white. Is prepared for use instantly by the addition of cold water and stirring. Is thoroughly sanitary. It does not rub off on clothing as kalsomines do. Is reasonable in cost and yields the dealer a splendid profit.

Write us today for prices and discounts.

THE SHERWIN-WILLIAMS CO.

LARGEST PAINT AND VARNISH MAKERS IN THE WORLD.

Canadian Headquarters and Plant: 639 Centre St., Montreal, Que.

Warehouses: 86 York St. Toronto, and Winnipeg, Man.



424

AGENTS WANTED.

This is the problem of many manufacturers who are anxious to get a foothold in Western Canada. It will be easily solved if **HARDWARE AND METAL** is given the opportunity to solve it.

WANTED in every town and village, a representative to take charge of the circulation of our various publications:—Hardware and Metal, Canadian Grocer, Financial Post, Plumber and Steamfitter, Dry Goods Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery, and Busy Man's Magazine. Good financial standing and business connection a strong recommendation. Just the position for a retired business man for his spare time. The MacLean Publishing Company, Limited, Toronto.

ARTICLES FOR SALE.

Don't keep any fixtures or tools around your store for which you have no further use. They are worth more to-day than they will a year hence. Don't keep money tied up which you could use to secure discounts from your wholesaler.

RIFLE FOR SALE—40.82 Winchester; also re-loading tools and loaded and empty shells. Cheap. In good condition. Box 748, **HARDWARE AND METAL**. (40)

MISCELLANEOUS

ADDING TYPEWRITERS write, add or subtract in one operation. Elliott Fisher, Limited, 129 Bay Street, Toronto.

NATIONAL AID.—An aid to every retail merchant in the world. Saves money, time, work and worry. The National Cash Register, F. E. Mutton, Canadian Manager, Yonge and Wilton Ave., Toronto, Ont.

BUSINESS CHANCES

HARDWARE BUSINESS in good location in Toronto for sale. Stock about \$1,000. Satisfactory reasons for selling. Box 745, **HARDWARE AND METAL**. (39)

HARDWARE BUSINESS FOR SALE—Good opening for a man with knowledge of tinsmith and implement trade. Tin, Stove and Granite Ware, Wire Fencing, Farm Implements, etc. Call, write or wire for particulars, Box 174, South River. (39)

TINPLATES

All made out of the

BEST SIEMEN'S MARTIN STEEL

Brand

Best Coke or Charcoal	"Rhyd"
Good Charcoal	"Edith"
Second Charcoal	"Sawel"
Best Charcoal	"Dryw"

We are ready to offer the Canadian Trade very best value and finest quality in Tinplates.

Baglan Bay Tinplate Co., Limited

Briton Ferry, South Wales

Please mention above brands in your indents and inquiries.

When Addressing Advertisers Kindly Mention This Paper.

Electrical Supplies and Lighting Novelties

Electrical supply houses are putting in a busy time just now. There is an ever increasing demand for electric lighting, while with the return of householders from the country new fittings and lamps are wanted in all directions. Each month sees an improvement of some kind or other placed on the market, for the inventive faculties of electricians are never at rest, and the style of fixings are continually changing. It can be seen, therefore, that apart from new houses and the altering of gas for electricity in others, there is plenty of scope in refurnishing, and in consequence electrical houses generally all report an active demand. Electrical effects for advertising purposes are likewise greatly on the increase. Striking designs are seen in every direction, while very few window displays are without an electrical contrivance of some kind or other. This is very noticeable in hardware stores. Merchants are more than ever paying attention to their window decorations. They realize that these are the best advertising mediums that they can employ, and the more striking the scheme of display the better the result. No crude designs are now used, but really artistic effects, and electric lighting, lending itself as it does so effectively to novel results, is naturally almost invariably used in some form or other.

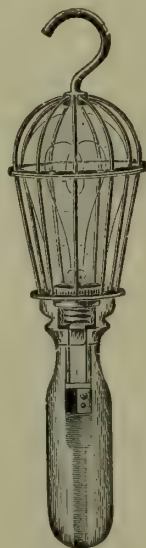
A Safe Hand Lamp.

With the increasing use of electricity, a number of accidents, some of them fatal, have from time to time resulted from poorly constructed or imperfectly insulated apparatus, and now that hand lamps are becoming so generally used it is essential that any possibility of danger from such causes should be strictly avoided in these articles. Much attention is, therefore, being paid to the construction of portable lamps, and the R. E. T. Pringle Company, Montreal, are manufacturing a lamp which possesses some novel features, entirely obviating all danger from imperfect insulation. It will be noted from the illustration given that the handle of the lamp is bored out to receive the socket, thus preventing any danger of the live parts coming into contact with the metal cage. Another notable feature is the accessibility of the lamp. The metal cage is constructed in two halves with a flange joint, the top half being held in position by three screws working in slots. By simply loosening the screws, and giving the top half of the cage a slight turn, it can readily be removed. Another good point is that the metal supporting hook is at the cage end of the guard, leaving the flexible wire free from any metallic contact at the other end. The hook is also in the most convenient place for hanging.

Changing the Light.

One of the greatest objections to the incandescent electric lamp, and there are not many, is the fact that the lighting intensity cannot be adapted to requirements such as is possible in the case of gas. By means of an ingenious invention which has been placed on the markets, however, it is now possible to secure with an electric light all the advantages characteristic of the gas burner, and, if desired, a faint glimmer

or a strong powerful light can be obtained. The lamps resemble in appearance the ordinary bulb light, and fit into the conventional socket, so that no additional fittings or modifications are necessary. The lamp has two filaments, a large one giving the brighter light, and a smaller loop giving only two and a half candle power. The end of the lamp slipping into the holder has three contacts, upon two of which the pieces within the holder come into connection, establishing the circuit. When it is desired to change, say from a sixteen candle-power light to the glow, it is only necessary to give the bulb a slight turn in its socket, which has the effect of bringing the contacts of the smaller filament together, so that the brighter light is extinguished in favor of the duller one. To reverse the effect the lamp is simply turned in the opposite direction. The change from one filament to another is simply and safely accomplished. The principle of this lamp is being widely adopted in European hospitals and other institutions, where although a continual light is always required, the ordinary electric lamp is too powerful. The idea opens out a wide range for electricians to practice their ingenuity upon. Each



Pringle's New Hand Lamp.

improvement in this direction makes electric light a more valuable adjunct to every day necessities.

Electric Corn Popper.

A novelty on the market is an electric corn popper in which corn is popped by electricity. This corn popper consists of an aluminum basin with flaring sides, to which is fitted a dome-shaped cover of wire gauze. This cover is to keep the corn from popping over and also to enable the cook to see how the corn is roasting. To the under side of the basin is permanently attached a resistance coil in which heat is produced when the electrical current is turned on. In one side of the popper are two plug holes. Into these holes are inserted plugs fixed at one end of a flexible electric wire, the other end of which is screwed into the nearest and most convenient electric light socket. In pop-

ping corn in a wire popper it is necessary to keep the vessel moving to save the corn from burning. The electric popper, which is used on a stand or table, is provided with wheels so that the utensil can be moved.

Purification of Water.

Another useful application of electricity is the purification of water. This is effected by ozonization of the water, that is, by passing ozone through it. Ozone is an allotropic form of oxygen gas and the oxygen is transformed into ozone by electricity. Ozone is useful in many ways, but especially as a germicide. Ozone can be produced by any housekeeper, it is said, by the aid of the electric current used in electric lighting, and with the ozone thus produced all the water needed for household purposes can be purified. A plant has been erected in Philadelphia for demonstrating the purification of water in this way, and the action of the ozone in ridding the water of bacteria is said to be complete and instantaneous. This is a highly useful and universal adaption of the electric current to everyday utilities. Electricity is becoming a necessary feature in every well-regulated house, and cooking and lighting appear to be now mere elementary uses for the current.

A New Lamp.

The Midland Electric Co., Montreal, have a very fine lamp—the Kolloid Wolfram Lamp—upon the market. It is stated to be the only commercial metallic filament lamp, and undoubtedly in efficiency it surpasses many other forms now being used. The incandescent lamp has numerous and well-known advantages, and now that its shortcomings in efficiency are corrected, it ushers in a new era of light. The life of the Kolloid Wolfram lamp is 1,000 hours, with no increase in wattage, or decrease in candle power during this time. In addition to this, the lamp will burn at any angle, and gives a pure white light. The life, carriage and efficiency of the lamp are guaranteed, which shows the reliance the makers have in their product.

NEW FACTORIES AT ST. CATHARINES.

The Whitman & Barnes Mfg. Co., St. Catharines, are ready to build a two-storey factory for the manufacture of hammers, wrenches, machine knives, etc. In addition to the factory they will also erect a large warehouse in which they will carry a complete stock of their manufactures, such as mower and harvester knives, sickles, sections, guards, guard plates, lawn mowers, twist drills and reamers, drop forged "Bull Dog" and screw wrenches, hammers and various other supplies which they make. Both of these buildings will be of slow burning mill construction, and the equipment will be of the latest and most up-to-date pattern. The new plant will be as well equipped as any plant in North America for the manufacture of goods of the class described. With the completion of this plant the company will be in position to make exceedingly prompt shipments, and their usual high standard of quality will be maintained in all goods manufactured. The new plant will occupy the same site as the plant which was burned down.

**"CARRON"
"AYRESOME"
"CLARENCE"
PIG IRON**

Prompt Shipments.
Finest Quality,

A. C. LESLIE & CO.,
MONTREAL LIMITED

Sticks Everything, But is not Sticky

sounds like a paradox, but it's not, it applies to CAEMENTIUM, the greatest ADHESIVE ever discovered. It is a LIQUID PORCELAIN not a FISH GLUE.

It is unaffected by HEAT, DRYNESS, MOISTURE and ACIDS. Where workers have to affix GLASS, PORCELAIN or METAL this adhesive is unsurpassed.

Electricians will ask for it. Plumbers and Automobile Men will want it. Why not stock this need?

IT MEANS MONEY TO YOU ALSO.
WHY NOT BE OUR AGENT?

DILLONS LTD., 455 St. Paul Street
MONTREAL

Write to-day, we need you and you need us.

THE "JAXON" LAMP BRACKET



Patented July 26, 1898

The only cheap bracket lamp that can easily be hung upon the wall without looking behind the reflector. Reflector is moveable, permitting light to be thrown in various directions. The safe lamp fount is held secure by the spring of the wire. Finished in bright lustre.

JAXON BRACKETS and bright tin reflectors, without founts, burners or chimneys, 65c. per dozen, retail. JAXON BRACKETS and reflectors, with founts, \$1.20 per dozen.

This lamp takes a "B" burner and chimney. Founts shipped six dozen in package. No charge for packages.

E. T. WRIGHT & CO. HAMILTON

When writing advertisers kindly mention having seen the advertisement in this paper.

IVER JOHNSON
SAFETY AUTOMATIC
REVOLVER

We point to the difference between the positively and absolutely safe Iver Johnson Safety Automatic Revolver and the imitation near-safeties. They have some device added to them to make them near-safe. The safety feature of the Iver Johnson Safety is the firing mechanism itself—not some spring or button device to pull or press. That is why you can, in perfect safety—not near-safety—kick it, cuff it, knock it, or

HAMMER THE HAMMER

Our advertising has made "Hammer the Hammer" a familiar phrase. Be sure of the Owl's Head on the grip and our name on the barrel. Our guarantee stands back of them.

These are not premium goods. They are sold straight. ADVERTISED in all the big magazines and sportsmen's periodicals, but never sold by mail where a dealer will supply the demand.

Send for Dealer's Catalogue or order from your jobber.

IVER JOHNSON'S ARMS & CYCLE WORKS

330 River Street, Fitchburg, Mass.

Pacific Coast Branch; Phil. B. Bekeart Co., San Francisco, Cal.
IVER JOHNSON SINGLE BARREL SHOTGUNS AND TRUSS BRIDGE BICYCLES



Hammer the Hammer.



HORSE NAILS

Our **Cold Process Horse Nails** give universal satisfaction, because:—

Pattern is the most perfect yet offered to the farrier.

We use the best material that can be secured.

Every care is taken in their manufacture.

Each nail inspected before being packed.

We are always glad to send samples.

The Montreal Rolling Mills Co.



BUILDING AND INDUSTRIAL NEWS

For additional items see the correspondence pages. Information is solicited regarding building and industrial news, the incorporation of companies, establishment or enlargement of mills, factories or foundries, municipal water works and sewerage systems, railway or mining news, etc

Industrial Development.

Jos. Dodson will erect a \$45,000 bakery at Vancouver.

Another strike of copper and gold has been made north of Prince Albert.

The Massey-Harris Company will erect a large warehouse at Grenfell, Sask.

The Carew lumber mill at Lindsay, recently burned, has started work again.

The Beaver and other silver mines in the Thunder Bay district are again working.

A fifteen-stamp mill is to be erected at the Jewel mine, on the Boundary, near Rossland.

Stuart Bros., Stratford, will enlarge their flour mills to take care of increased business.

The Anaconda group of copper claims near Ashcroft, B.C., will be developed within a short time.

The new W. A. Moore Manufacturing Company, is re-modelling the old Cleland factory at Meaford.

The Montreal Ship Lining Company will build the new \$17,800 workshop for the Montreal waterworks.

The citizens of Vermilion, Alta., have subscribed the necessary capital for the erection of a large elevator.

The Stanworth-Martin Co., builders, Port Arthur, are adding to their plant and extending their new premises.

Lee DeLong, formerly connected with the Dupont Powder Company, Portland, Ind., will build a dynamite factory near Cobalt.

The Reid Foundry and Machine Company, Ingersoll, will commence operations at their new factory in a couple of weeks.

The Kennedy & Davis Milling Company, Lindsay, is enlarging its plant, and will manufacture general lines of woodenware.

The Lake Erie Grain, Milling and Elevator Company, incorporated at Guthrie, Okla., will build a 1,000-barrel flour mill at Port Colborne.

The Canadian Alluvials, Limited, is the name of a new company formed with a capital of £75,000 to acquire mining property in Little Valley, Cariboo, B.C.

Plentiful supplies of coke have arrived and six of the Granby Company's furnaces at Grand Forks are now in commission. The seventh and eighth will be started shortly.

Work on the \$3,000,000 Greenwood-Phoenix tunnel, in the Boundary country of British Columbia, will be commenced shortly. The tunnel will be three and a half miles long.

The government is calling for tenders for the erection of locomotive shops for the N.T.R., at Winnipeg. The entire expenditure on the shops, including the company's portion, is expected to involve five million dollars.

The C. R. Wilmott Company, Milton, have purchased nine acres of land near the C.P.R. station. About November 1 they will begin the erection of an \$80,000 building, to employ about 100 hands, for the manufacture of agricultural implements.

The Estevan, Sask., Farmers' Elevator and Trading Co. have decided to erect a new 10,000-bushel elevator at once.

Stromwald & Co., of Mohall, N.B., have the contract for the erection of the elevator.

The C.P.R. are constructing a new spur on their Lardo branch for the Canadian Granite and Marble Company, at Nelson, B.C. The manager of the company intends opening up an extensive quarry, and a large steam derrick is to be installed for that purpose. The business of the company is assuming large proportions, more especially at Fernie, Lethbridge, Edmonton and Regina. At the last two mentioned places large contracts with the Governments of Alberta and Saskatchewan are under consideration.

New York capitalists have purchased 16,000 acres of cedar timber limits on the northeast side of Vancouver Island for \$300,000. They will establish a logging camp this fall, and may erect a sawmill. Another lumber deal was that of James & Somerville, of Memphis, Tenn., who have purchased three tracts aggregating 20,000 acres between Jervis Inlet and Grief Point. The deal aggregates about \$400,000.

One of the largest timber deals yet put through in Grand Forks, B.C., has just been closed. E. B. Dennison and George Mayer, two Chicago capitalists, accompanied by T. H. Rea examined some timber limits up the North Fork of Kettle River, and were more than satisfied with their inspection, their estimate being that the limits would run 75,000 feet of lumber to the acre. The claims were bought by the Chicago capitalists for \$8,000 cash. It is the intention of the new owners to form a stock company and to erect a mill on Smelter Lake, operations to commence at once. About 125 men in all will be employed at the mill and in the timber. The mill is to have a daily capacity of 100,000 feet of lumber, and will be operated by steam power.

Municipal Undertakings.

Rockliffe, Ont., will spend \$8,000 on a sewerage system.

Haileybury's new waterworks system is nearing completion.

Toronto will spend \$5,180 on sewer extensions on certain streets.

The plans for the \$48,000 sewerage system of Ottawa South have been sanctioned by the Provincial Board of Health.

It is almost certain that Aylmer, Que., will have to instal septic tanks for the treatment of its sewage.

Daniel Oates, Thorold, Ont., has obtained the contract for the laying of water services at that place at 18 cents per foot.

The ratepayers of Red Deer, Alta., have carried the following by-laws: \$30,000 for sewer construction and \$2,300 for purchasing land for waterworks.

The Eagle Place and West Brantford sewer for which McGrath & Reid have the contract, is being rushed forward rapidly. At the foot of Market street

there is a river crossing of about 533 feet to be made at a depth of about six feet, and the sewer has been constructed for about one half of that distance.

Work on the new reservoir for Newmarket's waterworks has been commenced. It is to take the form of a stand-pipe, built with concrete and steel, the contract price of which is \$3,000.

It is expected that the new experimental station for the testing of water and the treatment of sewage at Toronto will be completed this fall. It is being built for the Provincial Board of Health.

New tenders will be asked for the steel tank and other iron fittings for the high level tower in connection with Montreal's waterworks system, owing to other tenders being considered too high.

Railway Construction.

The G.T.P. opened up 666 miles of line between Winnipeg and Wainwright, Alta., on September 22.

Survey parties have located branch lines for the C.P.R. through the Pine Pass from Edmonton and from Edmonton north to Dunvegan and the Peace River.

Steel laying on the Canadian Northern Dalmeny extension to the north is almost complete to the end of the grade near Stony Hill, northwest of Rosthern. The company are preparing to haul out wheat from the west country this fall.

The C.N.R. between Lumsden and Regina and the eight-mile stretch of new grade west of Lumsden, on which the steel has been laid, will be ballasted this fall, and the entire twenty-eight miles put in first-class shape.

The directors of the Montreal and Southern Counties Railway expect shortly to begin the construction of the first section of the new road, which will extend from their Montreal terminus via Victoria Bridge to St. Lambert.

Building Notes.

J. D. Ferris, Brantford, will erect a \$2,000 dwelling.

A \$6,500 rink building will be erected at Newcastle, N.B.

C. W. Chadwick, Toronto, will erect a \$12,000 dwelling.

A \$3,600 addition will be built to Brockville's isolation hospital.

W. & J. Sheridan, Brockville, have the contract for the hot air heating of the isolation hospital of that place.

Dr. Cuthbertson will erect a \$20,000 block of stores and offices at Toronto. Smith & Taylor will build a \$16,000 business block at Toronto.

Companies Incorporated.

The Phoenix Oil and Gas Company, Milverton, Ont., capital \$100,000; to produce petroleum, gas and minerals. Provisional directors: J. Torrance, R. Miller and R. Lederman, all of Milverton.

The Ingersoll Nut Company, Ingersoll, capital, \$100,000; to manufacture and deal in all kinds of metals. Provisional directors: J. L. Ross, A. W. Holmstead, T. A. Silverthorn, Mary G. Carrall and F. H. Potts, all of Toronto.

The United Oil Fields, Toronto, capital, \$100,000; to take over and operate the plant of the Amalgamated Petroleum Producers. Provisional directors: W. H. Cooper, L. K. Cameron, G. P. Sylvester, J. F. Lennox, Toronto; W. Alfred, Belleville and C. W. Belton and C. Brown, London.

News of the Paint Trade

THE PAINTING OF HARD PINE.

Hard pine has been the cause of much trouble in the field of painting, says an exchange, but there is no reason why this lumber can not be treated with satisfactory results—it is purely a matter of education.

Hard pine is also known as yellow pine, longleaf pine, shortleaf pine, Georgian pine, Southern pine, Norway pine, and red pine, according to the locality in which it grows. All are of a similar character as to their susceptibility to paint—a hard, heavy, tough, strong wood; very resinous, coarse-grained and of compact structure. It is very hard to season and runs from light sapwood to orange heartwood—a most treacherous lumber over which to apply paint and one which requires extreme judgment in the reduction and brushing.

It is not uncommon to find a building entirely constructed of hard pine, varying from a soft, porous and quick absorbing surface, to a hard, fat surface into which paint cannot penetrate.

Practical painters, as well as up-to-date paint manufacturers, have given the subject of how best to treat this lumber in order to produce satisfactory results greater consideration than in the case of any other lumber used for exterior building,

Heavy coats of full oil reduction should never be applied over this surface otherwise peeling or scaling will soon take place. Experience has proved that better and more satisfactory results can be obtained in painting over this surface by applying thin coats, well and carefully brushed out carrying an excess of turpentine in the primer.

Longleaved yellow pine is the source of turpentine in this country, and the sap or fat which is contained in this lumber is the virgin turpentine and under the heat of the sun's rays is brought to the surface and acts as a solvent on the oil, soon destroying its vitality or life. More trouble is brought about through the attempt to hide or cover this surface with heavy oil coatings than from any other source.

The absorption is very uneven, varying from quite rapid on the clear soft parts to very slow on the hard or fat parts.

The reduction of the priming coat depends upon the condition of the surface. If very fat, a larger percentage of turpentine must be used than if fairly clear.

Under all conditions, in priming hard pine, thinner mixtures and more turpentine must be used than would ordinarily be employed in priming a hard surface, the amount of turpentine varying, according to the run of the lumber, from twenty-five to forty per cent. of the total amount of thinners used.

Do not be afraid to use turpentine freely with this lumber, as this vehicle restores the life or vitality which nature gave it. Turpentine will assist in opening the pores of the wood and give great-

If you want to stock the VARNISH that will bring customers back to your store for more VARNISH, and tell their friends where to get good VARNISH, that VARNISH is undoubtedly

Elastilite Varnish

For Outside or Inside Use

In Tins only, $\frac{1}{2}$ Pint to 1 Gallon.

Manufactured only by

The Imperial Varnish & Color Co.

LIMITED

TORONTO, CANADA.

Stocks at

VANCOUVER, B.C. IMPERIAL VARNISH & COLOR CO. Ltd. 542 Beatty St.
WINNIPEG, MAN., c/o MASON & HICKEY, 108 Princess St.

er depth of penetration to the paint and will bind the paint firmly on the hard or fat places.

Apply the priming coat with a full brush and brush out well and even. Do not allow the brush to slip over the hard places, but work the paint well in. Extra care must be taken in brushing over this surface in order to even up the priming and not have too much pigment on the hard parts.

If a building is allowed to stand for a short time before priming, the grain of the wood will raise and allow of better penetration.

Paint dries very slowly on this lumber and ample time must be allowed for thorough hardening and absorption.

Two coat work can not be recommended, as thin coats are absolutely necessary to insure depth of penetration or binding.

Three thin coats well brushed out will not leave an excess of paint on the surface, while two coats, which would necessarily have this uneven surface, will break away or scale in a comparatively short time.

A NEW SUBSTITUTE FOR SHELLAC.

In Hager's "Manuale," the statement is made that if formaldehyde and hydrochloric acid be allowed to act upon commercial cresol, a reaction product is obtained which has all the properties of shellac, and can be used as a substitute for the same. It is objection-

able, however, on account of the disagreeable odor imparted by it to articles upon which it has been used as varnish.

The discovery has recently been made that if pure ortho-cresol be employed instead of the crude substance, a product is obtained which is even a better substitute for shellac than the one prepared according to Hager's formula, and is also free from the objectionable properties of the latter. The formula is given by a German trade paper, as follows:

Ten parts of ortho-cresol are mixed with 7 parts of a 40 per cent. solution of formaldehyde and 10 parts of water. 0.4 parts of concentrated hydrochloric acid added, and the mixture heated for several hours, with constant stirring. A resinous mass is obtained which is purified either by washing with water or by subjecting it to the action of steam.

The resin has a wine-yellow to light brown color, is easily soluble in dilute alkalis, methyl alcohol, ethyl alcohol, acetone, ether, carbon disulphide, acetylene tetrachloride and chloroform; somewhat soluble in benzine, dichlorhydrine and terpineol; soluble with difficulty in benzine and carbon tetrachloride and insoluble in turpentine, fixed oils and acids.

When heated to 90 deg. F., it begins to soften, and melts at 110 to 120 deg. F. Spread upon wood, it yields a rapidly-drying, brilliant surface, which is very stable.

PAINT AND OIL MARKETS

TORONTO.

Toronto, Sept. 25.—A steady trade is being done in mixed paints and sundries, with nothing sensational to report. Manufacturers are doing no complaining and are busy helping to develop business by suggesting that retailers urge their customers to urge the advantages of painting in the fall. Shipments of colors and putty are large, there being more of the latter sent out during the past week than during the previous month.

WHITE LEAD—Lead is now being sold by most grinders on a quantity basis the prices for genuine being \$6.25 for less than ton lots; \$6.05 for from one to four tons, and \$5.80 up to ten tons. A better understanding exists among grinders, and while old contracts, etc., tend to prevent putting the commodity on a firm basis, and there is still some cutting, still lead is in a better position than it has been for some time and it ought to firm up during the interval before another season opens. We quote: \$6.25 for genuine; \$6 for decorator's and \$5.65 for No. 1. Genuine red lead is unchanged in price at \$4.50 in cask lots and both lines are pretty fair sellers.

TURPENTINE—While 56c continues the nominal quotation, 55c is the more commonly quoted price. Sales are fair for this season.

LINSEED OIL—Trade is none too brisk, with prices still being shaded by outside houses. The Toronto list is 53c for raw and 53c for boiled, in from one to four barrels. These figures, however, are a cent higher than quoted by the Toronto representatives of Montreal crushers.

GLASS AND PUTTY—Large shipments of putty are being made and window glass is in better demand. A shortage of double thick is reported by some western dealers, but stocks are well assorted here. Standard putty remains at \$1.65 for bulk, and \$1.90 for bladders in barrels; special is at \$1.45 and \$1.70, and pure linseed oil putty is quoted at \$1.80 and \$2.05.

STAINS AND VARNISHES—Good trading is going on and prices are satisfactory all round. Pure orange shellac is at \$1.95 and pure white is at \$2 which were the quotations prevailing last week.

PETROLEUM—With the longer evenings all lines are becoming brisker in demand. Prices are unchanged.

MONTREAL.

Montreal, Sept. 25.—There is no complaint as to the number of orders received, although they all show signs of careful pruning, and manufacturers are satisfied with the improving tendency of trade generally. Shipments do not show the strength usually noticed at this season of the year, but considering circumstances, the volume done is as good as could be expected. Many dealers are now actively pushing a fall paint campaign, and showing some good window displays, and this active work should have a stimulating effect upon orders in the near future.

Changes in quotations have been few. Turpentine and linseed oil are again un-

TURPENTINE—This article is in steady supply, and the prices now obtaining induce a fair amount of business without an excessive demand. Stocks on hand are ample. We continue to quote turpentine 54c. for single barrels.

LINSEED OIL—Business is on the quiet side with prices moderately firm. It may be said that the market is dull with no indication of any immediate change. We continue to quote: Raw, 1 to 4 barrels, 50c.; 5 to 9 barrels, 49c.; boiled, 1 to 4 barrels, 53c.; 5 to 9 barrels, 52c.

GROUND WHITE LEAD—There has been a little stimulation in the inquiry for ground white lead, but stocks are ample and orders are quickly shipped. Quotations on round lots continue the same. Strictly pure being quoted from \$5.50 to \$6.00 according to brand, and No. 1, \$5 to \$5.50. These quotations are strictly f.o.b. Montreal.

RED LEAD—Red lead continues to be on the dull side. The call is of a hand-to-mouth character, and with stocks ample there is no difficulty in meeting all requirements. We quote: Genuine red lead, in casks, \$4.50; in 100-lb kegs, \$5; in less quantities, at \$6.00 per 100 lbs.; No. 1 red lead, casks, \$4.00; kegs, \$4.50, and smaller quantities, \$5.50.

COLORS—A better inquiry seems to prevail for railway and coach colors, and makers are encouraged by the receipt of some fair-sized orders. Prices are generally unchanged.

VARNISHES—Varnish and its allied branches such as stains, and enamels, are in much better demand. The trade in Western Ontario has been placing some good sized orders. Carriage and piano varnishes are in most prominent request. Prices are about the same.

WHITE ZINC—The inquiry continues dull, although steady business all the way along has been done. There is no change to note in the market. We quote: V.M. Red Seal, 7½c.; Red Seal, 7c.; French V.M., 6c.; Lehigh, 5c.; white zinc, ground in oil, pure, 8½; No. 1, 7c.; No. 2, 5½c.

PUTTY—The demand shows signs of improvement, although there is no great stimulation. Some readjustment of prices has taken place, and we quote: Standard putty, 800-lb. cask, \$1.65; in 100-lb. drums, \$1.90; bladder putty, 400-lbs., in barrels, \$1.90; in 100-lb. cases, \$2.05; in 25-lb. drums, \$2.00; 25-lb. tins, \$2.05; 12½-lb. tins, \$2.25, f.o.b. Montreal.

THE FALL PAINTING SEASON.

There are a number of good reasons why it is better for your customers to paint their houses this fall rather than in the spring and Hardware points out that the principal one is that every one else will do it then and workmen will be at a premium. They must pay exorbitant prices in order to get the work done at all, and, as a rule, they get a "rush job" that is anything but satisfactory.

Another good reason is that before any painting is done all needed repairs about the house should be made, and this

They
will surely
do business
with you

If
you sell
"ENGLISH"
Liquid
Paints

BRANDRAM-HENDERSON,
LIMITED

Montreal

Hallifax

St. John

Winnipeg

Marshall-Wells Co., Winnipeg

Distributors for Western Canada

More Profit From Paint

There are two big factors in the sale of paint—quality and price. It so happens that most paints on the market which make pretension to high quality are very high in price. Why? Because their manufacturers spend enormous sums in widespread advertising, and tack such expenditure on to the price of the paint. But it's different with

Moore's Pure Linseed Oil H.C. Paint

Moore's policy is to spend less on advertising and apply the money thus saved to improving the paint and lowering its price. The result is that Moore's paint is better in quality than any other prepared paint, yet lower in price. You can prove this absolutely by painting a clean board with one coat of Moore's paint; then paint other clean boards with one coat each of any other brand—and compare results.

WRITE TO-DAY FOR PRICES AND DISCOUNTS

Benjamin Moore & Co., Limited

New Office and Works: West Toronto, Canada.

New York, Chicago, Cleveland, Carteret, N. J.

If you are not handling Trip-L-Body White write us for price and sample. It is superior to white lead in every way.

Let Us Set Him To Thinking.



All that some people need to influence them to action is something to make them think. Lots of people could be secured as your customers if they were reminded in a tactful way that their premises could be improved by the application of the painter's brush.

Have you ever taken notice, Mr. Dealer, of how many buildings in your territory really need painting and the owners of these places seem to be utterly oblivious of the fact? We have a plan for arousing interest on this subject in the minds of the people who would make good customers.

This plan of co-operation has proved a success with Martin-Senour paint dealers, and we would like to co-operate with you in the same way for the advancement of your paint trade. We'll do it if you will get in touch with us. What do you say? Send us your name and address on a postal and let us talk it over.

The MARTIN-SENOUR CO., LTD.

Pioneers of Pure Paint

MONTREAL

CHICAGO

The Winnipeg Paint &
Glass Co., Ltd.,
Winnipeg

The Maritime Paint &
Varnish Co., Ltd.
Halifax, N. S.



should be done before the winter weather sets in. In the fall, when the September rains have laid the dust and a frost had driven the flowers and buds to winter quarters, is a good time to take down the vines or shrubbery that will interfere with the work of painting. It is also a good time to look over the house and have the necessary repairs attended to. Your customers might put up with draughty windows and leaky roofs in the summer, but they are intolerable in the winter.

There are good reasons why the inside of the house should be painted and done over too. The labor question holds good here, and as most of the entertaining is done inside during the winter, the paint and varnish should look fresh and new and add to the attractions of the indoor season.

The principle governing all operations about the country or suburban home that the wide-awake hardware dealer should take to heart and advertise to his trade this fall is: "Do as much of the spring work as possible in the fall." It appears to us that painting comes strongly under this head.

TARRED ROADS DESTRUCTIVE.

Tar on roads lays the dust excellently, but presents serious drawbacks, as the gardeners of the City of Paris have just found out. It steadily and rapidly kills vegetation. Trees lining tarred roads all die off in a short space of time. The latest experiment made has proved disastrous in the Avenue du Bois de Boulogne, leading to the wood from the Arch, which is crowded with motor-cars, as well as horse-carriages, in the season. The road was tarred four months ago, and the dust, which had been intolerable before, was successfully laid. But the fine particles of tar thrown up by passing vehicles have ruined vegetation. Seven of the finest trees along the avenue have been killed in the above space of time, and have had to be cut down. The flower-beds and grass-plots suffer even more, and the upkeep of the former is now ruinous for the city. It costs fully ten times more than the expense of watering the road, as it was formerly, when merely macadamised. The City of Paris has decided to give up tar altogether for the avenues within its boundaries.

A REMARKABLE WINDOW.

John La Farge has begun in his new shop, in Washington Square, New York City, a great window of Cloissone glass, which probably will be the most remarkable and the most costly work of art of the kind ever produced in the United States. Several months ago he finished a small panel, "The Peacock," made from similar materials, after twenty years of study and patient experiment. The panel was regarded by critics as the last work in that medium, as the task involved so much time and expense that it was not believed that anybody would purchase such a piece. It was valued by the artist at \$7,000. This panel is only two by three feet.

The window, which has been begun, will be twelve by eighteen feet. It is to have in its centre a figure of a woman.

The other example displayed the fowl sacred to Juno, with the remarkable color effects of its plumage. The new window is to have the same wonderful jewel-like colorings, and will be thirty-six times as large.

The window is being made by the fusing together of the bits of glass which are used in its design. The glass is held in place by fine copper wire, which forms the outline of the decoration, and this is concealed by the successive fusions of the crystals. The work can be done only a little at a time, and has to be returned to the oven again and again. As there is always the risk of injuring the results of the previous efforts through too much heat, the process is conducted with the greatest care. The window is to be placed in a private house in New York City.

PAINT NOTES.

The interior of the new Winnipeg Roman Catholic Cathedral of St. Boniface, "the St. Paul's of the West," has been decorated with "Muresco," manufactured by Benjamin, Moore & Co., West Toronto. The new \$200,000 Central Presbyterian Church at Hamilton has also been decorated with "Muresco."

The Secretary of State for Canada has authorized the Canada Linseed Oil Mills to increase their capital from \$180,000 to \$500,000.

McMillan & Neff, painters and decorators, Stratford, have dissolved partnership.

Dubois & Gagnon, painters, Montreal, have been registered.

Bisson & Fils' paintshop at Ste. Marie, Que., was burned recently.

Aubry & Pare, painters, Montreal, have been registered.

Geo. Taylor, Preston, got the contract for re-decorating the interior of the school rooms at that place.

Brandram-Henderson, Limited, are closing their paint factory at St. John and removing to Montreal, where their head office is located.

The importation of paints, oils and colors into the Commonwealth of Australia will be to some extent affected by the recent tariff changes in that country. Paints and colors prepared for use bear a duty of 6s. per cwt. or 20 per cent. ad val., whichever rate is the highest. The preferential tariff is the same as the general tariff in specific duty but is 15 per cent. instead of 20 per cent. in the ad val., rate. The general tariff on varnishes and stains has been increased from 2s. to 2s. 6d. per gallon with a preferential tariff of 2s.

Blackening, 20 per cent. in the 1902 tariff, now bears a duty of 40 per cent. general and 35 per cent. preferential. Paints and colors, ground in liquid, 2s. per cwt. in 1902, are now 4s. per cwt. Paints and colors prepared for use, formerly 4s. per cwt. are now dutiable at 20 per cent. general and 15 per cent. preferential. Dry colors, formerly dutiable at 1s., are now 2s. Varnishes, formerly 1s. 9d., are now 2s. 6d. general and 2s. preferential per gallon.

**THE
CANADA
PAINT CO'S
STOVE PIPE
VARNISH**

**STOVE PIPE
LUSTRE**

**JET
JET**

**STOVE PIPE
LUSTRE**

This Beautiful Lustre is especially adapted for Stove Pipes, Grates, Fenders Mantel-pieces and Tin or Iron Ware of every description.

It is a bright black, dries very rapidly, and is perfectly free from any disagreeable odour.

The JET covers well with an enamel finish. It will dry quickly, and may be applied from the self-sealing can.

**THE
CANADA PAINT
CO., LTD**

**MANUFACTURERS
MONTREAL-TORONTO
WINNIPEG**

Aluminum Paint for Fall Decoration

It doesn't matter whether you want it for store fronts or for stove pipes, if you get the right kind it will stay where it is put and illumine and brighten everything it touches. Don't imagine there is only the throwing in of Aluminum Bronze to a liquid and giving it a shake that makes a good aluminum paint. It requires just the proper manipulation to do the thing right.

Ramsay's Aluminum Paint

is made in just the proper proportions to give the best results. Ramsay's Aluminum is used on some of the most prominent church steeples in Montreal and elsewhere. Every dealer should stock Ramsay's Aluminum Paint, because it answers for many purposes. It brightens and makes new every piece of metal or wood that it touches. There is no end of uses to which you can put Ramsay's Aluminum Paint.

LET US QUOTE YOU.

A. RAMSAY & SON CO.

MONTREAL

Est'd 1842

Paint Makers

There's a Difference in Paint

You know that from experience. And the consumer knows it. Consequently he is always on the look-out for a brand that will give him value for his money.

NEW ERA PAINT

is a profitable investment for you and the consumer alike. It means bigger profit for you, and satisfaction for your customers. It will cover more surface, last longer, hold its color better, stand the changes of weather, and give a more brilliant finish than any other paint on the market. Why! Because it is made from a composition that has been tried and tested—New Era Paint has "made good."

ASK US ABOUT IT

Standard Paint and Varnish Works Co.
WINDSOR, - ONTARIO LIMITED

SUNLIGHT GOLD PAINT

Patented 1906.

BEST ON THE MARKET.

THE CANADIAN BRONZE POWDER WORKS

R. E. Thorne & Co.

TORONTO

VALLEYFIELD

MONTREAL.

McCaskill, Dougall & Co.

Manufacturers



RAILWAY, CARRIAGE AND BOAT VARNISHES.

HIGH-GRADE FURNITURE and HOUSE VARNISHES

MONTREAL.



GLAZIERS' DIAMONDS OF PROVED WORTH

Having a Century's Reputation for Reliability.

MADE BY

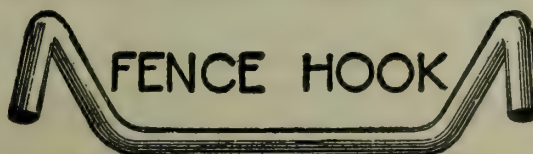
A. SHAW & SON, London, Eng.

CANADIAN AGENT

GODFREY S. PELTON, - 201 Coristine Building, Montreal

GALVANIZED FENCE HOOK

For Fastening Wooden Picket or Wire Fences



WIRE NAILS, COILED SPRING BARB and PLAIN FENCE WIRE, OILED and ANNEALED, CLOTHES LINE WIRE, STAPLES, etc.

The Western Wire and Nail Co., Limited,

- London, Ont.

We Co-operate With The Dealer

We don't ignore the dealer. We co-operate with him. We don't try to sell direct to the consumer and keep the dealer's rightful profit in our pockets. Instead, we help the dealer in every possible way to secure the lion's share of the roofing orders in his vicinity. We would like to tell you more about our Co-operation ideas. Will you write us?

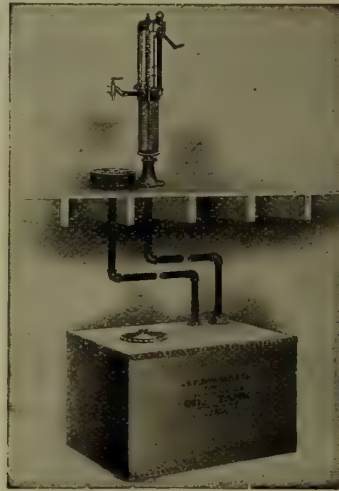
Brantford Roofing Co., Limited

BRANTFORD, CANADA

SELLING AGENTS:

Chas. A. Sullivan - - - - -	P.O. Box 1053, Montreal, Que.
General Supply Co. of Canada, Limited	{ 219-221 Bank Street, Ottawa
	{ 147 Bannatyne Avenue East,
	Winnipeg, Man.
J. S. Mitchell & Co. - - - - -	Sherbrooke, Que.
Fleck Bros., Limited - - - - -	Vancouver, B.C.
Imperial Export Co. - - - - -	Toronto, Ont.

If you even suspected that you were losing from \$100 to \$500 a year, wouldn't you try to stop it?



Cut 15.—Cellar Tank for Paint Oils.

By retailing your oils with ordinary tanks, you ARE losing that much or more.

Catalogue V. shows you just how you are losing this money and illustrates Oil Tanks that will stop it. Send for it to-day.

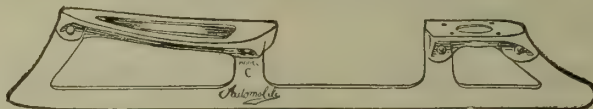
S. F. Bowser & Co. LIMITED

66-68 Fraser Avenue, - TORONTO

Is Your Stock Complete?

Is Your Stock of the Great "Automobile" Skate Complete?

There's going to be a big call for it. Large advertising combined with the fact that the Automobile "Skate" has no equal in Skatedom must make it even more popular.



The lightest and most exclusive skate on the market. It has a top of Aluminum Alloy. The blade is of hardened nickle steel. It weighs less by six ounces than any other, not excluding tube skates.

The ideal Hockey Skate of the day. Get in touch with us for advertising matter and further particulars.

The Traveller's Story.

"You say this is something new," said Mr. Smith picking up a sample of the Automobile Skate, a line of which we were endeavoring to have him handle. He examined it critically. "It looks good to me—Looks nifty. But it is my impression that aluminum, although the lightest of metals, is also the most brittle—Won't stand any heavy strain."

Mr. Smith had handed me the conventional argument that had met me everywhere.

"This skate top" I explained "Isn't made of pure aluminum: It's an aluminum alloy that's just mixed properly to the point where it is as tough as steel and five times as light. Of course it requires expert mixing and casting but every top is thoroughly tested before being attached to the blade."

"Yes: I knew you'd say the blade looks too light, but as a matter of fact it could be made much lighter and yet would be stronger than most other skate-blades. Why, that blade is made of nickle steel. The hardest, toughest metal yet discovered—The kind of steel used in army projectiles and armor plate. It is expensive but it's as tough as the "Hubs of Hades."

"We'll admit five dollars is a good price, but you get your money's worth in quality. It's bound to bring you customers and increase your popularity. It is light and speedy and there is a richness in design and finish that puts it in a class by itself."

The Canada Cycle & Motor Company

Head Office and Works, WEST TORONTO

LIMITED

A Satisfactory Profit for You

in handling a line of floor finish that gives satisfaction, is a ready-seller, and good profit maker.

"Gutta Percha" Floor Finish

does that. It is the finest floor finish on the market to-day—just ask the painter. It is elastic, durable and is a quick and hard dryer. Saves time and money because only one coat is needed on properly filled old and new natural wood floors. Another thing: It will not scratch or mar white.

"Makes an old floor look good"

Sealed Cans Only.

Ask us for prices.

INTERNATIONAL VARNISH CO., Limited
TORONTO, CANADA

Manufacturers of Lacqueret, Elastica, Gutta Percha, and Flatline Floor Finishes, and Flatline Cabinet Finish.

Branch of the Standard Varnish Works,

NEW YORK,

CHICAGO,

LONDON, ENG.,

BERLIN,

BRUSSELS.



ISLAND CITY Paint^a and Varnish Works

The STRONGEST and BEST DRY COLORS manufactured are produced at our works on St. Patrick St., Montreal. They are superior in every respect to any imported.

The largest users know that by buying Dry Colors "made in Canada" they save the duty, and they also know that satisfaction is assured when they get

"Island City" Pure Chrome Yellows
"Island City" Pure French Greens
"Island City" Pure Vermilions
"Island City" Pure Permanent Reds
"Island City" Pure Prussian Blues

P. D. DODS & COMPANY, LIMITED
264 St. Patrick St., MONTREAL

There's Money in the Roof

Not much in one roof, perhaps, but just think of the number of roofs in your locality! Maybe lots of them will soon have to be repaired. Why not get in touch with our immense stock of roofing material? Our prices are right and our deliveries are always prompt. Ask us about "Genasco" Ready Roofing.

ALEX. McARTHUR & CO., Limited

82 McGill Street,

MONTREAL

F. J. COX, Winnipeg is our Sole Agent for the Northwest Provinces

CURRENT MARKET QUOTATIONS.

September 26, 1908

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS. ANTIMONY.

Cookson's per lb. 0 09½
Hallett's " 0 09

BOILER PLATES AND TUBES.

	Montreal	Toronto
Plates, ½ to 1 inch, per 100 lb.	2 40	2 40
Heads, per 100 lb.	2 65	2 65
Tank plates, 3-16 inch.	2 50	2 50
Tubes, per 100 feet, 1½ inch.	9 50	9 00
" " 2 " "	8 25	8 50
" " 3 " "	10 50	10 60
" " 4 " "	12 10	12 10
" " 5 " "	15 00	15 30
" " 6 " "	19 25	19 45

BOILER AND T.K. PITTS.

Plain tinned and Spun, 40 per cent. off list.

BABBIT METAL.

Canada Metal Company—Imperial, genuine 60c.; Imperial Tough, 60c.; White Brass, 50c. Metallic, 35c.; Harris Heavy Pressure, 25c. Hercules, 25c.; White Bronze, 15c.; Star Frictionless 14c.; Alluminoid, 10c.; No. 4, 9c. per lb.
James Robertson Co.—Extra Monarch, 60c.; Monarch, genuine, 50c.; Monarch Crown, 40c.; Swastika babbitt metal, 25c.; King, 22c.; Fleur-de-lis, anti-friction, 20c.; Thurber, 15c.; Philadelphia, 12c.; Canadian 10c. per lb.

BRASS.

	0 22	0 24	0 26	0 22
Rod and Sheet, 14 to 30 gauge.	0 22	0 24	0 26	0 22
Sheets, 12 to 14 in.	0 24	0 26	0 22	0 22
Tubing, base, per lb 5-16 to 2 in.	0 26	0 22	0 22	0 22
Tubing, iron pipe size, 1 inch base.	0 22	0 22	0 22	0 22
" seamless base	0 22	0 22	0 22	0 22
Copper tubing, 3 cents extra.	0 22	0 22	0 22	0 22

COPPER.

	Per 100 lb.
Casting ingot.	14 25
Out lengths, round, bars, ½ to 2 in.	23 00
Plain sheets, 14 oz.	21 00
Plain, 16 oz., 14x48 and 14x60	21 00
Tinned copper sheet, base	24 00
Planished base	30 00
Braziers' (8 sheets), 4x6 ft., 25 to 30 lb. each, per lb., base.	0 23
to 30 lb. each, per lb., base.	0 24

BLACK SHEETS.

	Montreal	Toronto
10 gauge	2 50	2 55
12 "	2 50	2 60
14 "	2 40	2 35
17 "	2 40	2 45
18 "	2 40	2 45
20 "	2 40	2 45
22 "	2 45	2 50
24 "	2 45	2 50
26 "	2 55	2 60
28 "	2 60	2 80

CANADA PLATES.

	Ordinary	Dom. Crown	Ordinary
Ordinary, 52 sheets	2 45	2 60	
All bright	3 50	3 60	
Galvanized	4 45	4 35	
18x24x52	4 45	4 35	
60	4 70	4 60	
20x28x80	8 90	8 70	
24	9 40	9 20	

GALVANIZED SHEETS. Colborne

	B.W.	Queen's	Fleur-de-lis	Gordon	Crown	Garbalt's
gauge	Head	Head	Head	Head	Head	Head
16-20	3 70	3 55	3 65	3 75	3 85	3 85
22-24	3 95	3 80	3 90	4 05	4 15	4 15
26	4 20	4 05	4 15	4 30	4 40	4 40
28	4 45	4 30	4 40	4 55	4 65	4 65
Less than case lots 10 to 250, extra.						

Apollo Brand.

24 gauge, American	3 70
26 " "	3 95
28 " " (equal to 26 English)	4 40
104 oz. " " 28	4 70
25c. less for 1,000 lb. lots.	

IRON AND STEEL.

	Montreal	Toronto
Canadian foundry, No. 2	18 75	
Middlesboro, No. 3 pig iron	20 25	
Sumner, No. 2	30 00	
Carron No. 1	22 50	
Carron, special	20 75	
Carron, soft	19 50	
Cleveland, No. 1	18 50	20 25
Clarence, No. 3	18 00	19 50
Radnor, charcoal iron	32 00	32 00
Angles	2 60	2 65
Common bar, per 100 lb.	1 90	1 95
Forged iron	2 05	2 15
Refined "	2 15	2 25
Horseshoe iron "	2 15	2 25
Band iron, No. 10 gauge base	2 00	2 20
Mild steel	1 90	2 15
Sleigh shoe steel	1 90	2 15
Iron finish machinery steel (domestic)	2 00	2 15
Iron finish steel (foreign)	2 25	2 40
Reeled machinery steel	2 85	3 00
Tire steel	0 15	0 15
Sheet cast steel	2 40	2 75
Toe cast steel	0 07½	0 08
Mining cast steel	0 60	0 65
High speed	0 60	0 65
Capital tool steel	0 60	0 65
B.P.L. tool steel	0 10½	0 10½
B.L. Diamond tool steel	0 08	0 08½
Corona tool steel	0 06½	0 06½
Silver tool steel	0 12½	0 12½

INGOT TIN.

Lamb and Flag and Straits—56 and 28-lb. ingots, 100 lb.	\$32 50	\$32 00
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TIN PLATES.

	Per box.
Charcoal Plates—Bright	
M.L.S., Famous (equal Bradley)	\$6 00
I.C., 14 x 20 base	6 50
I.X., 14 x 20	7 50
I.X.X., 14 x 20 base	8 00
Raven and Vulture Grades—	
I.C., 14 x 20 base	5 00
I.X., 14 x 20	6 00
I.X.X., 14 x 20	7 00
I.X.X.X., 14 x 20	8 00

	Per box.
'Dominion Crown Best'—Double Coated, Tisued.	
I.C., 14 x 20 base	5 50
I.X., 14 x 20	6 50
I.X.X., 14 x 20	7 50
'Allaway's Best'—Standard Quality.	
I.C., 14 x 20 base	4 50
I.X., 14 x 20	5 25
I.X.X., 14 x 20	6 00

Bright Cokes.

Bessemer Steel—	
I.C., 14 x 20 base	4 00
20x28, double box	8 00
Charcoal Plates—Terns.	
Dean or J. G. Grade—	
I.C., 20x28, 112 sheets	7 25
I.X., Terns Tin	9 00

	Montreal	Toronto
Cookley Grade—		
X X, 14x56, 50 sheet bxs.	6 75	7 00
" 14x60, "		
" 14x65, "		
Tinned Sheets.		
72x30 up to 24 gauge, case lots	7 80	8 00
" 26 "		

LEAD.

	Montreal	Toronto
Imported Pig, per 100 lb.	3 60	3 75
Bar	3 90	4 00
Sheets, 2½ lb. sq. ft., by roll	5 00	5 00
Sheets, 3 to 6 lb.	4 75	4 75
Out sheets ½ c. per b., extra.		

SHEET ZINC.

5-cwt. casks	6 25	6 50
Part casks	6 50	6 75

ZINC SPELTER.

Foreign, per 100 lb	5 25	5 25
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COLD ROLLED SHAFTING.

9-16 to 11-16 inch	0 06
1 to 17-16 "	0 05½
17-16 to 3 "	0 05
Montreal, 30 and 2. Toronto, 30 and 5.	

OLD MATERIAL.

	Montreal	Toronto
Dealers buying prices:		
Heavy copper and wire, lb.	0 11	0 11
Light copper bottoms	0 10½	0 09½
Heavy red brass	0 10½	0 10
" yellow brass	0 08½	0 08½
Light brass	0 08	0 08
Tea lead	0 02½	0 02½
Heavy lead	0 02½	0 03
Scrap zinc	0 02½	0 03
No. 1 wrought iron	11 00	9 00
Machinery cast scrap, No. 1	12 00	14 00
Stove plates	11 00	10 50
Malleable and steel	9 00	8 00
Old rubbers	0 08½	0 08½

PLUMBING AND HEATING

BRASS GOODS, VALVES, ETC.

Standard Compression work, 65 per cent.
Cushion work, 50 per cent.
Fuller work, 70 p. c.; No. 0 and 1 basin cocks, 75 p. c.
Flatway stop and stop and waste cocks 60 and 10 per cent.; roundway, 50 and 10 p. c.
J.M.T. Globe, Angle and Check Valves, 50; Standard, 40 per cent.
Kerr standard globe, angles and checks, 60 p. c.; high grade, 55 p. c.
Kerr Jenkins' disc, standard valves, 60 and 10 p. c.
Kerr copper alloy disc standard globe, angle and check valves, 60 p. c.
Kerr standard radiator valves, 70 p. c.; Jenkins disc and quick-opening hot-water radiator valves, 75 p. c.
Kerr brass, Weber gate valves, 50 p. c.; I. B.M. Weber gate and swing check valves, 65 and 5 p. c.
Kerr N. P. Union elbows, 75 and 5 p. c.
J.M.T. Radiator Valves 55; Standard, 60; Patent Quick-Opening Valves, 70 p. c.
Jenkins' Valves—Quotations on application to Jenkins' Bros., Montreal.
No. 1 compression bath cock.....net 1 75
No. 4 " " " 1 70
No. 7 Fuller's " " " 2 00
Patent Compression Cushion, bath cock, hot and cold, per doz., \$16.20
Patent Compression Cushion, bath cock, No. 2208 " " " 2 35
Square head brass cocks, 50; iron, 60 p. c.
Thompson Smoke-test Machine \$25.00 net

BOILERS—COPPER RANGE.

Copper, 30 gallon, \$33, 20 per cent.

BOILERS—GALVANIZED IRON RANGE

30-gallon, Standard, \$4.50; Extra heavy, \$7.50

COPPER LINED BATH TUBS.

Steel clad copper lined, 25 per cent.

CAST IRON SINKS.

16x24, \$1; 18x30, \$1.15; 18x36, \$1.95.

ENAMELED BATHS, SINKS, ETC.

List issued by the Standard Ideal Company on August 1, 1908, now governs prices.

HEATING APPARATUS.

Stoves and Ranges—45 to 50 per cent.
Furnaces—45 per cent.
Radiators—70 per cent.
Hot Water Boilers—50 and 10 per cent.
Hot Water Radiators—65 p. c.
Steam Radiators—55 and 2½ per cent.

Wall Radiators—50 and 5 p. c.
Specials—40 p. c.

LEAD PIPE

Lead Pipe, 30 p. c. off.
Lead waste, 30 p. c. off.
Caulking lead, 4½c. per pound.
Traps and bends, 50 per cent.

IRON PIPE.

Size (per 100 ft.)	Black	Galvanized
1 inch	2 03	2 86
1½ inch	2 25	3 08
2 inch	2 63	3 48
2½ inch	3 56	4 71
3 inch	5 11	6 75
3½ inch	6 97	9 22
4 inch	8 37	11 07
5 inch	11 16	14 76
6 inch	17 82	23 57
8 inch	23 40	30 95
10 inch	29 45	38 95
12 inch	33 48	44 28

Malleable Fittings—Canadian discount 37½ per cent.; American discount 25 per cent.
Cast Iron Fittings 65; Standard bushings 60; headers, 60; flanged unions 60, malleable bushings 60; nipples, 75 and 10; malleable lipped unions 60 p. c.

SOIL PIPE AND FITTINGS

Medium and Extra heavy pipe and fittings, up to 6 inch, 70 per cent.
7 and 8-in. pipe, 40 per cent.
Light pipe, 60 p. c.; fittings, 70 p. c.

OAKUM.

Plumbers per 100 lb. 4 50 4 75

STOCKS AND DIES.

American discount 25 per cent.

SOLDERING IRONS.

1-lb. to 1½ per lb. 0 35 0 40

2-lb. or over " 0 30 0 32

SOLDER.

Bar, half-and-half, guaranteed 0 19 0 19

Wiping " 0 18 0 18

PAINTS, OILS AND GLASS

BRUSHES

Paint and household, 70 per cent.

CHEMICALS.

	In casks	per lb.
Sulphate of copper (bluestone)	0 08	
Litharge, ground	0 05½	
" faked	0 05½	
Green copras (green vitrol)	0 01	
Sugar of lead	0 09	

COLORS IN OIL.

Venetian red, 1-lb. tins pure.	5 00
Chrome yellow	0 16
Golden ochre	0 10
French "	0 08
Chrome green	0 09
French permanent green	0 13
Sigswriters' black	0 15
Marine black, 25 lb. irons	0 04½

STUPE.

Domestic sheet, in barrels 0 09½

French medal " 0 10

PARIS WHITE.

In bbls 1 00

PARIS GREEN.

Barrels 0 24

25-lb. drums 0 24

HUBBELL SHADES

*Tin, Aluminum, Brass, Enameled Steel,
and a great variety of Tin ones
in special finishes.*

They have the agreeable virtue of fine appearance - the satisfactory virtue of wearing well - the unusual virtue of always hanging straight - the economical virtue of saving the cost of shade holders.

Not a cent need be spent for holders.

WRITE TO

The R. E. T. PRINGLE CO., Limited

MONTREAL

WINNIPEG



No. 5441



No. 5463

PREPARED PAINTS.

	Quart can	
Barn (in bbls.)	0 65	0 90
Sherwin-Williams paint	1 60	
Canada Paint Co.'s pure	1 40	
Standard P. & V. Co.'s "New Era"	1 30	
Benj. Moore Co.'s "Ark" B'd	1 25	
Moore's pure linseed oil, H.O.	1 35	
Brandram-Henderson's "English"	1 45	
Ramsay's paint, Pure, per gal.	1 30	
Thistle	1 10	
Martin-Senour 100 p.c. pure	1 60	
Senour's Floor Paints	1 35	
Jamieson's "Crown and Anchor"	1 40	
Jamieson's floor enamel	1 75	
Island City pure paint	1 40	
Sanderson Pearey's, pure	1 25	
Robertson's pure paint	1 25	

PUTTY.

Bulk in bbls.	1 65
Bladders in bbls.	1 90
25-lb. tins.	2 00
Bulk in 100-lb. irons.	1 90

SHINGLE STAINS.

In 5-gallon lots	0 75
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TURPENTINE AND OIL.

Prime white petroleum per gal.	0 13 1/2
Water white	0 15
Pratt's astral	0 17 1/2
Castor oil, per lb.	0 09 1/2
Motor Gasoline single bbls.	0 17
Benzine, per gal single bbls.	0 15 1/2
Turpentine, single barrels	0 54 1/2
Linseed Oil, raw	0 51 1/2
" boiled	0 53 1/2

WHITE LEAD GROUND IN OIL.

	Per 100 lb.	Montreal	Toronto
Genuine government standard	5 50	6 00	
Decorators Pure	5 85	6 00	
No. 1 Canadian	5 15	5 50	
Munro's Select Flake White	6 10	6 25	
Elephant Genuine	6 10	6 25	
Tiger Pure	5 75	5 75	
Essex Genuine	5 75	5 90	
Brandram's B. B. Genuine	6 75	6 90	
"Anchor" pure	5 50	6 65	
Ramsay's Pure Lead	5 65	5 90	
Ramsay's Exterior	5 25	5 50	
"Crown and Anchor" pure	5 75	5 65	
Island City pure lead	5 75	5 50	
Sanderson Pearey's	5 90		
Robertson's O.P., lead	5 60	5 90	

RED DRY LEAD.

Genuine, 550 lb. casks, per cwt	4 50	4 75
Genuine, 100 lb. kegs,	5 00	5 25

WINDOW GLASS.

	Star	Double Diamond
Size United		
Under 26	\$4 35	\$6 25
28 to 40	4 15	6 75
41 to 50	5 10	7 50
51 to 60	5 35	8 50
61 to 70	5 75	9 75
71 to 80	6 25	11 00
81 to 85	7 10	12 50
86 to 90		13 00
91 to 95		17 50
96 to 100		20 50

F.O.B. Toronto 20 p.c. Broken boxes 50 p.c.

WHITING.

Plain, in bbls.	0 60
Gilders bolted in barrels.	0 90

WHITE DRY ZINC.

Extra Red Seal, V.M.	0 07
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WHITE ZINC IN OIL.

Pure, in 25-lb. irons	0 08 1/2
No. 1,	0 07
No. 2,	0 05 1/2

SHELLAC VARNISH.

Pure White, in barrels	2 00
Pure Orange,	1 90
No. 1 Orange,	1 85

VARNISHES.

	Per gal. cans.
Carriage, No. 1	1 50
Fast durable body	3 50
" hard rubbing	3 00
Finest elastic gearing	3 00
Elastic oak	1 50
Furniture, polishing	2 00
Furniture, extra	1 15
" No. 1	0 90
" union	0 85

Light oil finish	1 30
Gold size japan	2 00
Brown japan	1 00
No. 1 brown japan	0 95
Baking black japan	1 35
No. 1 black japan	0 90
Benzine black japan	0 70
Crystal Damar	2 50
No. 1	2 25
Pure asphaltum	1 40
Oilcloth	1 50
Lightning dryer	0 75
Elastite varnish, 1 gal. can, each	2 00
Granite floor varnish, per gal.	2 50
Maple Leaf coach enamels; size 1	1 20
Sherwin-Williams' kopal varnish, gal.	2 50
Canada Paint Co's sun varnish	2 00
"Kyanize" Interior Finish	2 40
"Flint-Lac" coach	1 80
B.H. Co's "Gold Medal" in cases	2 50
Jamieson's Copaline, per gal.	2 50
Flatline floor finish, per gal.	3 00
Elastica exterior finish, 1 gal. can	4 25

MISCELLANEOUS.

Stovepipe varnish, 4 pints, \$8 per gross.	
Beeswax, per lb., 40 cents	
Pine tar, half pint tins, 70 cents per doz.	
Plaster of Paris, per bbl., \$2 25.	

BUILDERS' HARDWARE.

BELLS.

Brass hand bells, 60 per cent.	
Nickel, 55 per cent.	
Gongs, Sergeant's door bells, 5 50	8 00
American, house bells, per lb. 0 35	0 40
Peterboro' door bells, 50 and 10 off new list.	

BUILDING PAPER, ETC.

Tarred Slater's paper, per roll	0 70
O. K. paper, No. 1, per roll	0 75
O. K. paper, No. 2,	0 70
Plain Fibre, No. 1, per 400 ft. roll	0 45
Tarred Fibre, No. 1, per 400 ft. roll	0 55
Plain Surprise, per roll	0 35
Resin sized Fibre, per roll	0 40
Asbestos building paper, per 100 lbs.	4 60
Heavy straw, plain & tarred, per ton	37 50
Same in Maritime Provinces	42 50
Carpet Felt, per 50 lbs.	1 40
Tarred wool roofing felt, per 100 lb.	1 80
Pitch, Boston or Sydney, per 100 lbs	0 70
Pitch, Scotch, per 100 lbs.	0 65
Heavy Fibre, 32' & 60', per 100 lbs.	3 00
2 Ply Ready Roofing, per square	0 80
2 Ply complete, per roll	1 05
3 Ply complete, per roll	1 45
Liquid Roofing Cement, bris., per gal.	0 15
tins	0 20
Crude Coal Tar, per barrel	3 50
Refined Coal Tar, tins, per doz.	1 00
Refined Coal Tar, per barrel	4 50
Shingle varnish, per barrel	4 50
Caps and Nails, per lb.	0 07
Mop cotton, per lb.	0 15

BUTTS.

Wrought Brass, net revised list.	
Cast Iron Loose Pin, 60 per cent.	
Wrought Steel Fast Joint and Loose Pin, 65 and 10 per cent.	

CEMENT AND FIREBRICK.

Canadian Portland	1 85	2 00
Belgium	1 60	1 90
White Bros. English	2 00	2 05
" Lafarge " cement in wood	3 40	
" Iron Clad " bottom	2 15	
Iron Clad " paper	2 15	
wood	2 25	
Fire brick, Scotch, per 1,000	27 00	30 00
" English	17 00	21 00
" American, low	23 00	25 00
" high	27 50	35 00
Fire clay (Scotch), net ton	4 95	
Paving Blocks per 1,000.		
Blue metallic, 9"x4"x3", ex wharf	35 00	
Stable pavers, 12"x6"x2", ex wharf	60 00	
Stable pavers, 9"x4"x3", ex wharf	36 00	

DOOR SETS.

Peterboro, 50 and 10 per cent.	
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DOOR SPRINGS.

Torrey's Rod.....	per doz.	1 75
Coil, 9 to 11 in.....	"	0 95	1 65
English....	"	2 00	4 00
Chicago and Reliance Coil 25 per cent.			

ESCUTCHEONS.

Discount 50 to 60 per cent.	
Peterboro, 45 and 10 per cent.	

ESCUTCHEON PINS.

Steel, discount 45 per cent.	
Brass, 50 per cent.	

HINGES.

Blind, discount 50 per cent.	
Heavy T and strap, 4-in 100 lb. net.	7 25
" " 5-in.	7 00
" " 6-in.	6 75
" " 8-in.	6 50
" " 10-in. and larger	6 25
Light T and strap, discount 65 p.c.	
Screw hook and hinge—	
under 12 in. per 100 lb.	4 75
over 12 in.	3 75
Crate hinges and back flaps, 65 and 5 p. c.	
Chest hinges and hinge hasps, 65 p.c.	

SPRING HINGES.

Spring, per gro., No. 5, \$17.50 No. 10, \$18;	
No. 20, \$10.80; No. 120, \$20; No. 51,	
\$10; No. 50, \$27.50.	
Chicago Spring Butts and Blanks 12 1/2 percent.	
Triple End Spring Butts, 30 and 10 per cent.	
Chicago Floor Hinges, 37 1/2 and 5 off.	
Canadian City Fire House Hinges, 12 1/2 p.c.	
"Chief" floor hinge, 50 p.c.	

CAST IRON HOOKS.

Bird cage, No. 5, \$17.50 No. 10, \$18;	0 50	1 10
Clothes line, No. 61.	0 00	0 70
Harness	0 60	12 00
Hat and coat	1 10	10 00
Chandelier	0 50	1 00
Wrought hooks and staples—		
1 x 5	2 65	
3/16 x 5	3 30	
Bright wire hooks, 60 p.c.		
Bright steel gate hooks and staples, 40 p.c.		
Crescent hat and coat wire, 60 per cent.		
Screw, bright wire, 55 per cent.		

KNOBES.

Door, japanned and N.P., doz	1 50	2 50
Bronze, Berlin	2 75	3 25
Bronze, Genuine	6 00	9 00
Shutter, porcelain, F. & L.		
screw	1 30	2 00
White door knobs	2 00	2 00
Peterboro knobs, 50 and 10 per cent.		
Porcelain, mineral and jet knobs, net list.		

KEYS.

Canadian 50 and 10 per cent.	
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LOCKS.

Peterboro, 50 and 10 per cent.	
Russell & Erwin, steel rim \$2.50 per doz	
Eagle cabinet locks, discount 30 per cent	

SAND AND EMERY PAPER.

B. & A. sand, discount, 35 per cent	
Emery, discount 35 per cent.	
Garnet (Rurton's), 5 to 10 per cent. advance	

SASH WEIGHTS.

Sectional	per 100 lb.	2 00	2 25
Solid	"	1 50	1 75

SASH CORD.

Per lb.	0 31
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BLIND AND BED STAPLES.

All sizes, per lb.	0 07 1/2	0 10
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TOOLS AND HANDLES.

ADZES.

Discount 22 1/2 per cent.	
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AXES.

Single bit, per doz.	6 00	9 00
Double bit, "	10 00	11 00
Bench Axes, 40 per cent.		
Broad Axes, 25 per cent.		
Hunters' Axes	5 50	6 00
Boys' Axes	6 25	7 00
Splitting Axes	7 00	7 00

Handled Axes	7 00	9 00
Red Ridge, boys', handled	5 75	
" hunters	5 25	

BITS.

Ford's auger bits, 30 and 10 per cent.		
Irwin's auger, 47 1/2 per cent.		
Gilmour's auger, 50 and 10 per cent.		
Rockford auger, 50 and 10 per cent.		
Jennings' Gen. auger, net list.		
Gilmour's car, 47 1/2 per cent.		
Clark's expansive, 40 per cent.		
Clark's gimlet, per doz	0 65	
Diamond, Shell, per doz	1 00	
Nail and Spike, per gross	2 25	

BUTCHERS' CLEAVERS.

German	per doz.	7 00	9 00
American	"	12 00	18 00

CHALK.

Carpenters Colored, per gross	0 45	0 75
White lump.....per cwt.	0 60	0 65

CHISELS.

Warnock's, discount 70 and 5 per cent.		
P. S. & W. Extra, discount, 70 per cent.		

CROSSCUT SAW HANDLES.

S. & D., No. 3	per pair	0 13
S. & D., " 5	"	0 11 1/2
" & D., " 6	"	0 18
Boynton pattern	"	1 20

CROWBARS.

3/4 c. to 4 c. per lb.	
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DRAW KNIVES.

Coach and Wagon, 75 and 5 p.c.	
Carpenters' 75 per cent.	

DRILLS.

Millar's Falls, hand and breast, net list.	
North Bros., each set, 50c.	

DRILL BITS.

Morse, discount 37 1/2 to 40 per cent.	
Standard, discount 50 and 5 to 55 per cent.	

FILES AND RASPS.

Great Western, Disston's, Arcade, Kearney & Foot, American, J. Barton Smith, McClellan, Eagle and Globe, in ordinary quantities, 70 and 10 per cent.; Nicholson 66 1/2 p.c.; Black Diamond, 60 and 10 p.c. Jowitt's, English list, 27 1/2 per cent.		
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GAUGES.

Stanley's discount 50 to 60 per cent.		
Winn's, Nos. 26 to 33each	1 65	2 40

For Over Thirty Years

Paterson's goods have represented the highest standard of quality, both in material and manufacture.

AMATITE READY ROOFING.—Mineral surfaced.
Needs no painting.

WIRE-EDGED READY ROOFING.—Over half a million rolls used in Canada.

BEST TARRED WOOL ROOFING FELT.

PURE COAL TAR ROOFING PITCH.

PLAIN AND TARRED BUILDING PAPERS.

The Paterson Manufacturing Co., Limited

TORONTO MONTREAL WINNIPEG

PLANES.
Wood bench, Canadian, 40, American, 25 p.c.
wood, fancy, 37½ to 40 per cent.
Stanley planes, \$1.55 to \$3.60, net list prices.
PLANE IRONS.
English per doz. 2 00 5 00
Stanley, 2½ inch, single 24c., double 39c.

PLIERS AND NIPPERS.
Button's genuine, 37½ to 40 per cent.
Button's imitation per doz. 5 00 9 00
Berg's wire fencing 1 72 5 50

PUNCHES.
Saddlers per doz. 1 00 1 85
Conductor's 3 00 15 00
Tinners, solid per set 0 72
" hollow per inch 1 00

RIVET SETS.
Canadian, discount 35 to 37½ per cent.

RULERS.
Boxwood No. 68, 2 foot, doz. 1 00
Ivory, No. 1282, 2 foot, each. 3 50

SAWS.
Atkins, hand and crosscut, 25 per cent.
Disston's Hand, discount 12½ per cent.
Disston's Crosscut per foot 0 35 0 55
Hack, complete each 0 75 2 75
" frame only each 0 50 1 25

S. & D. solid tooth circular shingle, concave and band, 50 per cent; mill and ice, drag, 30 per cent; cross-cut, 35 per cent; hand saws, butcher, 35 per cent; buck, New Century, \$8.25; buck, No. 1 Maple Leaf, \$5.25; buck, Happy Medium, \$4.25; buck, Watch Spring, \$4.25; buck, common frame, \$4.00.

Spear & Jackson's saws—Hand or rip, 26 in., \$12.75; 28 in., \$14.25; panel, 18 in., \$8.25; 20 in., \$9; tenon, 10 in., \$9.90; 12 in., \$10.90; 14 in., \$11.50.

SAW SETS.
Lincoln and Whiting 4 75
Hand Sets, Perfect 4 00
X-Cut Sets, 7 50
Maple Leaf and Premiums saw sets, 40 off.
S. & D. saw swages, 40 off.

SOREW DRIVERS.
Sargent's per doz. 0 65 1 00
North Bros., No. 30 per doz. 16 80

SHOVELS AND SPADES.
Canadian, 45 per cent.

SQUARES.
Steel, No. 14, 75 and 2½, doz. \$23 00
Iron, No. 492, 1 85
" 493, 2 45
" 494, 3 25

TAPE LINES.
English, ass skin, No. 1921, 66 ft., doz. 2 85
Universal, ass skin, No. 714, 66 ft., doz. 3 00
Lufkins, linen, No. 404, 66 ft., each. 0 94
" steel, No. 264, 66 ft., each. 3 15
Chesterman's, linen, No. 1822, 66 ft. ea. 1 10
" steel, No. 1820, 1 70

TROWELS.
Disston's, discount 10 per cent.
R. & D., discount 35 per cent.
Berg's, brick, 924x11 4 00
" pointing, 924x5 2 10

FARM AND GARDEN GOODS

BELLS.
American cow bells, 63½ per cent.
Canadian, discount 50 per cent.

BULL RINGS.
Copper, \$2.00 for 2½-inch

CATTLE LEADERS.
Nos. 32 and 33 per gross 7 50 8 50

BARN DOOR HANGERS.
Stearns wood track doz. pairs 4 50 6 00
Zenith 9 00
Atlas, steel covered 5 00 6 00
Perfect 8 00 11 00
New Milo, flexible 6 50
Steel, track, 1 x 3-16 in (100 ft) 3 25
" 1 x 3-16 in (100 ft) 3 25

Double strap hangers, doz. sets. 6 40
Standard jointed hangers, " 6 40
Steel King hangers 6 25
Storm King and safety hangers 7 00
" rail 4 25

Chicago Friction, Oscillating and Big Twin Hangers, 5 per cent.

HARVEST TOOLS.
50 and 10 per cent.
" sidewalk and stable scrapers, 40 off.

HAY KNIVES.
Net list.

HEAD HALTERS.
Jute Rope, ½ inch per gross 9 00
" 1 inch 10 00
" 1½ inch 12 00

Leather, 1-inch per doz. 4 00
Leather, 1½ 5 20
Web 2 45

HORS.
Garden, 50 and 10 per cent.
Planter per doz. 4 00 4 50

HOSE COUPLERS.
Time Savers, per doz ½ and 1 inch 3 31

LAWN MOWERS.
Taylor Forbes Co.—8 in. wheel, 3 knives, 12 in., \$5.25; 9 in. wheel, 3 knives, 12 in., \$6.75; 9 in. wheel, 5 knives, 12 in., \$7.75; 10½ in. wheel, 4 knives, 12 in., \$8.50; 10½ in. wheel, 4 knives, 12 in., ball bearing, \$10.00.

D. Maxwell & Sons—8 in. open wheel, 3 knives, 12 in. \$2.75; 8 in. open wheel, 4 knives, 12 in. sizes, \$2.85; 9 in. wheel, 3 knives, 12 in. sizes, \$2.95; 9 in. wheel, 4 knives, 12 in. sizes, \$3.05; 10½ in. wheel, 4 knives, 12 in. sizes \$4; 10½ in. wheel, 5 knives, 12 in. ball bearing, \$5.70.

SCYTHES.
Per doz. net. 6 25 9 25

SCYTHES SNATHS.
Canadian, discount 40 per cent.

SNAPS.
Harness, German, 25 per cent
Lock, Andrews 4 50 11 00

STABLE FITTINGS.
Warden King, 25 per cent.
Dennis Wire & Iron Co., 33½ p.c.

WOOD HAY RAKES.
40 and 10 per cent.
S. & D. lawn rakes, Dunn's, 40 p.c.

HEAVY GOODS, NAILS, ETC.

ANVILS.
Wright's, 80-lb. and over 0 10½
Hay Budden, 80-lb. and over 0 09½
Brook's, 80-lb. and over 0 11½
Taylor-Forbes, prospectors 0 05
Columbia Hardware Co., per lb. 0 09½

VISES.
Wright's 0 13½
Berg's, per lb. 0 12½
Brook's 0 12½
Pipe Vise, Hinge, No. 1 3 50
" No. 2 5 50
Saw Vise 4 50 5 00
Blacksmith's, 60; parallel, 45 per cent.

BOLTS AND NUTS
Carriage Bolts, common \$1 list Per cent.
" ½ and smaller 60, 10 and 10
" 7-16 and up 60
" Norway Iron (\$3 list) 60

Machine Bolts, ½ and less 60, 10 and 10
Machine Bolts, 7-16 and up 60
Plough Bolts 55, 5 and 10
Blank Bolts 60
Bolt Ends 60
Sleigh Shoe Bolts, ½ and less 60 and 10
" 7-16 and larger 55 and 5
Coach Screws, conpoint 70 and 12½
Nuts, square, all sizes, 40c. per lb. off.
Nuts, hexagon, all sizes, 4½c. per lb. off.
Stove Rods per lb., 5½ to 6c.
Stove Bolts, 80 and 12½.

CHAIN.
Proof coil, per 100 lb., ½ in., \$6.00; 5-16 in. \$4.85; ¾ in., \$4.25; 7-16 in., \$4.00; ½ in., \$3.75; 9-16 in., \$3.70; ¾ in., \$3.65; 1 in., \$3.60; 1½ in., \$3.45; 1 in., \$3.40.

Haister, kennel and post chains, 40 to 40 and per cent.; Cow ties, 40 per cent.; Tie out

chains 65 per cent.; Stall fixtures, 35 per cent.; Trace chain, 45 per cent.; Jack chain iron, 50 per cent.; Jack chain, brass, 50 per cent.

HORSE NAILS.
M.R.M. cold forged process, list Feb. 1, 1908, \$2.45 per box base.

"O" brand, list March 2, 1908, \$2.75 per box, base sizes 10 to 14, 10 per cent.
Capwell brand, quotations on application.

HORSESHOES.
M.R.M. brand: iron, light and medium, No. 1 and smaller, \$3.75; No. 2 and larger, \$3.50; snow pattern No. 1 and smaller, \$4.00, No. 2 and larger, \$3.75; "X.L." new light steel, No. 1 and smaller, \$4.10; No. 2 and larger, \$3.85; "X.L." featherweight steel, No. 0 to 4, \$5.25; Special countersunk steel No. 0 to 4, \$5.50 pkg; toe-weight, all sizes, \$5.00. F.o.b. Montreal. Extras for packing.

Tocalske Standard Blunt No. 1 and smaller, \$1.50; No. 2 and larger, \$1.25. Sharp No. 1 and smaller, \$1.75; No. 2 and larger, \$1.50 per box. Sharp. Put up in 25 lb. bxs.

HORSE WEIGHTS.
Taylor-Forbes, 4½c. per lb.

NAILS.
2d 3 80 3 25
3d 2 85 2 95
4d 2 70 2 65
5d and 6d 2 80 2 55
8d and 9d 2 45 2 40
10d and 12d 2 40 2 35
16d and 20d 2 35 2 30
30, 40, 50 and 60d (base) 2 30 2 25

F.o.b. Montreal. Toronto 5 cents higher.
Cut nails, Toronto 20c. higher.
Miscellaneous wire nails, 75 per cent.
Coopers' nails, 33½ per cent.

PRESSED SPIKES.
Pressed spikes, ½ diameter, per 100 lbs., \$3.00

RIVETS AND BURS.
Iron Rivets, black and tinned, 60, 10 and 10.
Iron Burs, discount 60 and 10 and 10 p.c.
Copper Rivets, usual proportion burs, 35 and 12½ per cent.

Copper Burs only, 22½ p.c.
Extras on Coppered Rivets 1-lb. packages 1c. per lb.; 1-lb. packages 2c. lb.
Tinned Rivets, net extra, 3c. per lb.
Coppered Rivets, net extra, 2½c. per lb.

RENEW.
Wood, F. H., bright and steel, 85 and 10 p.c.
" E. H., bright, 80 and 10 per cent.
" F. H., brass, 75 and 10 per cent.
" R. H., " 70 and 10 per cent.
" F. H., bronze, 70 and 10 per cent.
" R. H., " 65 and 10 per cent.

Drive Screws, dis. 85 and 10 per cent.
Bench, wood per doz. 8 25
" iron 4 25

Set, case hardened, dis. 60 per cent.
Square Cap, dis. 50 and 5 per cent.
Hexagon Cap, dis. 45 per cent.

MACHINE SCREWS.
Flat head, iron and brass, 35 per cent.
Fillister head, iron, 30; brass, 25 per cent.

TACKS, BRADS, ETC.
Carpet tacks, blued, 75 p.c.; tinned, 80 p.c. (in kegs), 40; cut tacks, blued, in dozens only, 75; ½ weights, 60; Swedes cut tacks, blued and tinned, bulk, 80 and 15 dozens, 75; Swedes, upholsterers', bulk, 85 and 10; brush, blued and tinned, bulk, 70; Swedes, gimps, blued, tinned and japanned, 75 and 12½; zinc tacks, 35; leather carpet tacks, 35; copper tacks, 45; copper nails 50; trunk nails, black, 65; trunk nails, tinned and blued, 55; clout nails, blued and tinned, 65; chair nails, 35; patent brads, 40; tinned finishing, 40; lining tacks, in papers, net; lining tacks, in bulk, 15; lining tacks, solid heads, in bulk, 75; saddle nails, in papers, 10; saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glaziers' points 5; double pointed tacks, papers, 90 and 10 double pointed tacks, bulk, 40; clinch point shoe rivets, 45; cheese box tacks, 85; trunk tacks, 80 and 10.

WROUGHT IRON WASHERS.
Canadian, discount 50 per cent.

SPORTING GOODS.

CARTRIDGES.

"Dominion" Rim Fire Cartridges and C.B. caps, 50 and 7½ per cent.; Rim Fire B.B. Round Caps, 60 and 2½ per cent., Centre Fire, Pistol and Rifle Cartridges, 30 p.c.; Centre Fire Sporting and Military Cartridges, 2½ and 5 p.c. Primers, 100, 15 p.c. 250, 20 p.c.

LOADED SHELLS.

"Crown" Black Powder, 15 and 5 p.c.; "Sovereign" Empire Bulk Smokeless Powder 30 and 5 p.c.; "Regal" Ballistite Dense smokeless Powder, 30 and 5 p.c.; "Imperial" Empire or Ballistite Powder, 30 and 5 p.c.

EMPTY SHELLS.

Paper Shells, 10 and 10; Brass Shells, 55 and 5 p.c.

Wads.
Best thick brown or grey felt wads, in 1-lb. bags \$0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges 0 29
Best thick white card wads, in boxes of 500 each, 10 gauge 0 36
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges 0 20
Thin card wads, in boxes of 1,000 each, 10 gauge 0 25

Chemically prepared black edge grey cloth wads, in boxes of 250 each—Per M
11 and smaller gauge 0 60
9 and 10 gauges 0 70
5 and 8 0 80
5 and 6 1 10

Superior chemically prepared pink edge, best white cloth wads in boxes of 250 each—
11 and smaller gauge 1 15
9 and 10 gauges 1 40
7 and 8 1 65
5 and 6 1 90

SHOT.

Ordinary drop shot, AAA to dust \$7.50 per 100 lbs. Discount 20 per cent; cash discount. 2 per cent, 30 days; net extras as follows subject to cash discount only: Chilled, 40 c.; buck and seal, 80c.; No. 28 ball, \$1.20, per 100 lbs.; bags less than 25 lbs., 4c. per lb.; F.O.B. Montreal, Toronto, Hamilton, London, St. John and Halifax, and freight equalized thereon.

TRAPS (steel.)

Game, Newhouse, discount 30 and 10 per cent.
Game, Hawley & Norton, 50, 10 & 5 per cent.
Game, Victor, 70 per cent.
Game, Oneida Jump (B. & L.) 40 & 2½ p.c.
Game, steel, 60 and 5 per cent.

SKATES.

Skates, discount 37½ per cent.
Empire hockey sticks, per doz. 3 00 3 50

CUTLERY AND SILVERWARE.

RAZORS.

Elliot's per doz. 4 00 18 00
Boker's 7 50 11 00
" King Outter 13 50 18 50
Wade & Butcher's 3 80 10 00
Lewis Bros.' " Klean Kutter' 8 50 10 50
Hensckel's 7 50 20 00
Claus automatic safety 27 00
Claus perfect stropper 16 00
Berg's 7 50 20 00
Claus Razors and Strops, 50 per cent

KNIVES.

Farriers-Stacey Bros., doz 3 50
Claus, 50 and 25 per cent.

PLATED GOODS

Hollowware, 40 per cent, discount.
Flatware, staples, 40 and 10, fancy, 40 and 5.
Hutton's "Cross Arrow" flatware, 42½.
"Singles" and "Alaska" Nevada silver flatware, 42 p.c.

CLAUSS BRAND DENTAL SNIPS

Fully Warranted

Manufactured from select stock. Steel Faced on Composition Metal. We suggest dealers giving these a trial, as the same usually find an early purchaser.

Write for Trade Discount

The Clauss Shear Co., :: :: Toronto, Ont.



CLAUSS.
Clausse, steel scissors and shears, 60; Japan, 65; tailors, 40; pruning, 70. Seymour's, 51 and 10 per cent.

HOUSE FURNISHINGS.

APPLE PARERS.
Hudson, per doz., net 5 75

BIRD CAGES.
Brass and Japanned, 40 p.c.
COPPER AND NICKEL WARE.
Copper boilers, kettles, teapots, etc. 45 p.c.
Copper pitta, 30 per cent.

KITCHEN ENAMELED WARE.
White ware, 75 per cent.
London and Princess, 50 per cent.
Canada, Diamond, Premier, 50 and 10 p.c.
Pearl, Imperial, Crescent and granite steel, 80 and 10 per cent.
Premier steel ware, 40 per cent.
Star decorated steel and white, 25 per cent.
Japanned ware, 45 per cent.
Hollow ware, tinned cast, 35 per cent. off.

KITCHEN SUNDRIES.
Asbestos mats, 50 p.c.
Can openers, per doz. 0 40 0 75
Mincing knives, per doz. 0 50 0 80
Duplex mouse traps, per doz. 0 65
Potato mashers, wire, per doz. 0 60 0 70
" wood " 0 50 0 60
Vegetable slicers, per doz. 2 25
Universal meat chopper, No. 1. 1 15
Enterprise chopper, each 1 30
Spiders and fry pans, 50 per cent.
Star Al chopper 5 to 32 1 35 4 10
" 100 to 103 1 35 2 00
Kitchen hooks, bright 0 60
Toasters, 50 p.c.

LAMP WICKS.
Discount, 60 per cent.
LEMON SQUEEZERS.
Porcelain lined, per doz. 2 20 5 60
Galvanized, " " 1 87 3 85
King, wood, " " 2 75 2 90
King, glass, " " 4 00 4 50
All glass, " " 0 50 0 90

METAL POLISH.
Tandem metal polish paste, 6 00
PICTURE NAILS.
Porcelain head, per gross 1 35 1 50
Brass head, " " 0 40 1 00
Tin and gilt, picture wire, 75 per cent.

SAD IRONS.
Mrs. Potts, No. 55, polished, per set 0 90
" No. 50, nickel-plated, " 0 95
" handles, japanned, per gross 9 25
" nickled, " 9 75
Common, plain, " 4 25
" plated, " 5 50
Asbestos, per set, " 1 50

TINWARE.

CONDUCTOR PIPE.
2-in. plain or corrugated, per 100 feet, \$3.30; 3 in., \$4.40; 4 in., \$5.80; 5 in., \$7.45; 6 in., \$9.90.

FAUCETS.
Common, cork-lined, 35 per cent.

KAVERFROGGER.
10-inch, " " per 100 ft. 3 30

FACTORY MILK CANS.
Discount off revised list, 35 per cent.
Milk can trimmings, discount 25 per cent.
Creamery Cans, 45 per cent

LANTERNS.
No. 2 or 4 Plain Cold Blast, per doz. 8 75
Lift Tubular and Hinge Plain, " 5 00
Japanning, 50c. per doz. extra.
Prism globes, per doz., \$1.20.

OILERS.
Kemp's Tornado and McClary's Model galvanized oil can, with pump, 5 gal- lon, per dozen 10 92
Davidson oilers, 40 per cent.
Zino and tin, 50 per cent.
Coppered oilers, 30 per cent. off.
Brass oilers, 50 per cent. off.
Malleable, 25 per cent

PAIS (GALVANIZED).
Dufferin pattern pails, 45 per cent.
Flaring pattern, 45 per cent.
Galvanized washtubs 40 per cent.

PIECED WARE.

Discount 35 per cent off list, June, 1899.
10-qt. flaring sap buckets, 35 per cent.
6, 10 and 14-qt. flaring pails 35 per cent.
Copper bottom tea kettles and boilers, 30 p.c.
Coal hods, 40 per cent.

STAMPED WARE.

Plain, 75 and 12½ per cent. off revised list.
Retinued, 72½ per cent. revised list.

SAP SPOUTS.

Bronzed iron with hooksper 1,000 7 50
Eureka tinned steel, hooks 8 00

STOVEPIPES.

5 and 6 inch, per 100 lengths 7 64 7 91
7 inch, " " " " 8 18
Nestable, discount 40 per cent.

STOVEPIPE ELBOWS.

5 and 6-inch, common, per doz. 1 32
7-inch, " " " " 1 48
Polished, 15c per dozen extra.

THERMOMETERS.

Tin case and dairy, 75 to 75 and 10 per cent.

TINNERS' SNIPS.

Per doz. 3 00 15 00
Clausse, discount 35 per cent.

TINNERS' TRIMMINGS.

Discount, 45 per cent.

WIRE.

ANNEALED OUT HAY BAILING WIRE.
No. 12 and 13, \$4; No. 13½, \$4.10; No. 14, \$4.25; No. 15, \$4.50; in lengths 6' to 11', 25 per cent.; other lengths 20c. per 100 lbs. extra; if eye or loop on end add 25c. per 100 lbs. to the above.

BRIGHT WIRE GOODS.

Discount 60 per cent.

CLOTHES LINE WIRE.

No. 7 wire solid line, No. 17, \$4.90; No. 18, \$3.00; No. 19, \$2.70; 6 wire solid line, No. 17, \$4.45; No. 18, \$3.10; No. 19, \$2.90. All prices per 1000 ft. measure; 6 strand, No. 18, \$2.60; No. 19, \$2.90. F.o.b. Hamilton, Toronto, Montreal.

COILED SPRING WIRE.

High Carbon, No. 9, \$2.95; No. 11, \$3.50; No. 12, \$3.20.

COPPER AND BRASS WIRE.

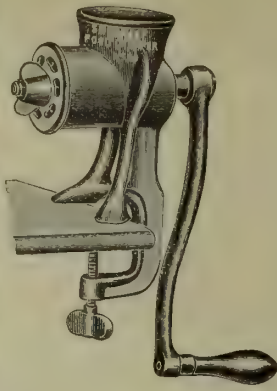
Discount 50 per cent.

FINE STEEL WIRE.

Discount 25 per cent. List of extras
In 100-lb. lots: No. 17, \$5 — No. 18, \$5.50 — No. 19, \$6 — No. 20, \$6.85 — No. 21, \$7 — No. 22, \$7.30 — No. 23, \$7.65 — No. 24, \$8 — No. 25, \$8.25 — No. 26, \$8.50 — No. 27, \$10 — No. 28, \$11 — No. 29, \$12 — No. 30, \$13 — No. 31, \$14 — No. 32, \$15 — No. 33, \$16 — No. 34, \$17. Extras net-tinned wire, Nos. 17-25, 75c.—No. 26, \$1.00.—No. 27, \$1.10.—No. 28, \$1.20.—No. 29, \$1.30.—No. 30, \$1.40.—No. 31, \$1.50.—No. 32, \$1.60.—No. 33, \$1.70.—No. 34, \$1.80.—No. 35, \$1.90.—No. 36, \$2.00.—No. 37, \$2.10.—No. 38, \$2.20.—No. 39, \$2.30.—No. 40, \$2.40.—No. 41, \$2.50.—No. 42, \$2.60.—No. 43, \$2.70.—No. 44, \$2.80.—No. 45, \$2.90.—No. 46, \$3.00.—No. 47, \$3.10.—No. 48, \$3.20.—No. 49, \$3.30.—No. 50, \$3.40.—No. 51, \$3.50.—No. 52, \$3.60.—No. 53, \$3.70.—No. 54, \$3.80.—No. 55, \$3.90.—No. 56, \$4.00.—No. 57, \$4.10.—No. 58, \$4.20.—No. 59, \$4.30.—No. 60, \$4.40.—No. 61, \$4.50.—No. 62, \$4.60.—No. 63, \$4.70.—No. 64, \$4.80.—No. 65, \$4.90.—No. 66, \$5.00.—No. 67, \$5.10.—No. 68, \$5.20.—No. 69, \$5.30.—No. 70, \$5.40.—No. 71, \$5.50.—No. 72, \$5.60.—No. 73, \$5.70.—No. 74, \$5.80.—No. 75, \$5.90.—No. 76, \$6.00.—No. 77, \$6.10.—No. 78, \$6.20.—No. 79, \$6.30.—No. 80, \$6.40.—No. 81, \$6.50.—No. 82, \$6.60.—No. 83, \$6.70.—No. 84, \$6.80.—No. 85, \$6.90.—No. 86, \$7.00.—No. 87, \$7.10.—No. 88, \$7.20.—No. 89, \$7.30.—No. 90, \$7.40.—No. 91, \$7.50.—No. 92, \$7.60.—No. 93, \$7.70.—No. 94, \$7.80.—No. 95, \$7.90.—No. 96, \$8.00.—No. 97, \$8.10.—No. 98, \$8.20.—No. 99, \$8.30.—No. 100, \$8.40.—No. 101, \$8.50.—No. 102, \$8.60.—No. 103, \$8.70.—No. 104, \$8.80.—No. 105, \$8.90.—No. 106, \$9.00.—No. 107, \$9.10.—No. 108, \$9.20.—No. 109, \$9.30.—No. 110, \$9.40.—No. 111, \$9.50.—No. 112, \$9.60.—No. 113, \$9.70.—No. 114, \$9.80.—No. 115, \$9.90.—No. 116, \$10.00.—No. 117, \$10.10.—No. 118, \$10.20.—No. 119, \$10.30.—No. 120, \$10.40.—No. 121, \$10.50.—No. 122, \$10.60.—No. 123, \$10.70.—No. 124, \$10.80.—No. 125, \$10.90.—No. 126, \$11.00.—No. 127, \$11.10.—No. 128, \$11.20.—No. 129, \$11.30.—No. 130, \$11.40.—No. 131, \$11.50.—No. 132, \$11.60.—No. 133, \$11.70.—No. 134, \$11.80.—No. 135, \$11.90.—No. 136, \$12.00.—No. 137, \$12.10.—No. 138, \$12.20.—No. 139, \$12.30.—No. 140, \$12.40.—No. 141, \$12.50.—No. 142, \$12.60.—No. 143, 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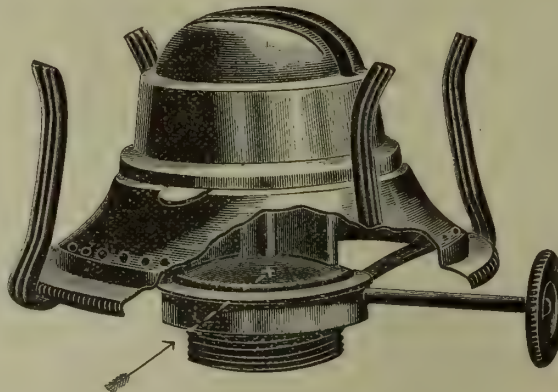
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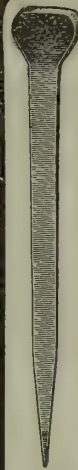
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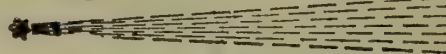
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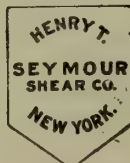


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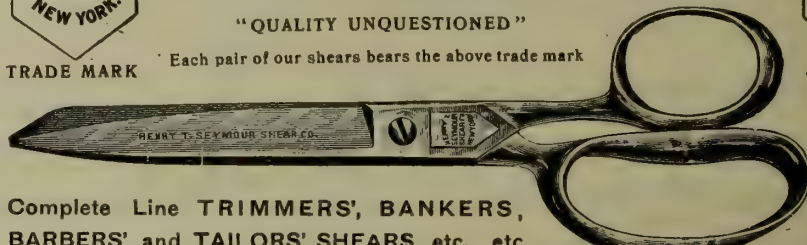
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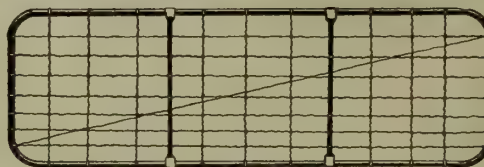
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Lorries and Sleighs.

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Preparation for Cleaning Cut-
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KNIFE POLISH

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and Flint Cloths and Papers, etc.
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for clients during the past year—
our first year in business. In May,
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April, 1908, we handled 425 new
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satisfied. They have the proof of our
collecting ability.

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313 New York Life Building
MONTREAL

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RIVETS,
ESGUTCHEON PINS,
SPECIAL WIRE NAILS.

OFFICE, 183 LAFAYETTE ST., NEW YORK
WORKS, CLAY AND OAKLAND STS., BROOKLYN

IN ALL METALS.

Are you interested in any of the lines that are advertised?

A Post Card will bring you price list and full information.

Don't forget to mention Hardware and Metal.

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Buffalo Mfg. Co., Buffalo, N.Y.
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Canada Cycle and Motor Co., Toronto Junction.
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Lewis Bros. & Co., Montreal.

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Chafing Dishes.

Buffalo Mfg. Co., Buffalo, N.Y.

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American Shearer Mfg. Co., Nashua, N.H.

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Hamilton Cotton Co., Hamilton.

Clutch Nails.

J. N. Warminton, Montreal.

Coal Chutes.

Manitoba Iron Works, Winnipeg, Man.

Cold Rolled Strip Steel

The Morris & Bailey Steel Co., Pittsburgh, Pa.

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Carter-Crume Co., Toronto.

Cordage.

Consumers' Cordage Co., Montreal.

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Plymouth Cordage Co., N. Plymouth, Mass.

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Cuspidors.

Buffalo Mfg. Co., Buffalo, N.Y.

Thos. Davidson Mfg. Co., Montreal.

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Kemp Mfg. Co., Toronto

Cutlery—Razors, Scissors, etc.

Caverhill, Learmont & Co., Montreal

Clauss Shear Co., Toronto

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Frothingham & Workman Ltd., Montreal

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Howland, H. S. Sons & Co., Toronto.

Lampough, F. W., & Co., Montreal.

McGlashan, Clarke Co., Ltd., Niagara Falls

Round, John, & Son, Montreal.

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Davidson Thos., Mfg. Co., Montreal

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Kerr Engine Co., Walkerville, Ont.

Eavetroughs

Thos. Davidson Mfg. Co., Montreal.

McClary's, London, Ont.

Kemp Mfg. Co., Toronto

Escutcheon Pins

Hassall, Jno., 183 Lafayette St., New York.

Montreal Rolling Mills, Montreal.

Fencing—Woven Wire.

Dominion Wire Mfg. Co., Montreal.

Montreal Rolling Mills, Montreal

Owen Sound Wire Fence Co., Owen Sound.

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Files and Rasps.

Barnett Co., G. & H., Philadelphia, Pa.

Disston, Henry, & Sons, Philadelphia, Pa.

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Firearms and Ammunition.

Hamilton Rifle Co., Plymouth, Mich.

Harrington & Richardson Arms Co., Worcester, Mass.

Johnson's, Iver, Arms and Cycle Works
Fitchburg, Mass.

Hopkins & Allen Co., Norwich, Conn.

Roper, J. H., Montreal, Que.

Marlin Firearms Co., New Haven, Conn.

Fire Escapes.

Manitoba Iron Works, Winnipeg, Man.

Fishing Tackle.

Enterprise Mfg. Co., Akron, Ohio

Food Choppers.

Enterprise Mfg. Co., Philadelphia, Pa.

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Shirreff Mfg. Co., Brockville, Ont.

Furnaces.

Butterworth & Co., Ottawa, Ont.

Down Draft Furnace Co., Ga't, Ont.

McClary's, London, Ont.

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Galvanizing.

Canada Metal Co., Toronto.

Thos. Davidson Mfg. Co., Montreal.

Dominion Wire Mfg. Co., Montreal.

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Ross Bros., Edmonton, Alta.

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Montreal Rolling Mills Co., Montreal.

Horseshoes and Nails.

Canada Horse Nail Co., Montreal.

Montreal Rolling Mills, Montreal.

Hot Water Boilers and Radiators.

Pease Foundry Co., Toronto.

Taylor-Forbes Co., Guelph.

HARDWARE AND METAL

Ice Cutting Tools.

North Bros. Mfg. Co., Philadelphia, Pa.

Injectors—Automatic.

Morrison, Jas., Brass Mfg. Co., Toronto.
Penberthy Injector Co., Windsor, Ont.

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Iron Pumps.

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Ontario Lantern and Lamp Co., Hamilton, Ont.

Kemp Mfg. Co., Toronto.

Wright, E. T., & Co., Hamilton.

Lawn Mowers.

Maxwell, D., & Sons, St. Mary's, Ont.
Taylor, Forbes Co., Guelph.

Locks, Knobs, Escutcheons, etc

Peterborough Lock Mfg. Co., Peterborough, Ont.

National Hardware Co., Orillia, Ont.

Lumbering Tools.

Canadian Logging Tool Co., Sault Ste Marie, Ont.

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Manufacturers' Agents.

McIntosh, H. F., & Co., Toronto.
Gibb, Alexander, Montreal.

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Abbott, Wm., Montreal.

Canada Iron Furnace Co., Midland, Ont.

Canada Metal Co., Toronto.

Caverhill, Learmont & Co., Montreal

Frothingham & Workman, Ltd., Montreal

Gibb, Alexander, Montreal.

Kemp Mfg. Co., Toronto

Leslie, A. C., & Co., Montreal.

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Nova Scotia Steel and Coal Co., New Glasgow, N.S.

Robertson, Jas., Co., Montreal.

Roper, J. H., Montreal.

Samuel, Benjamin & Co., Toronto.

Stairs, Son & Morrow, Halifax, N.S.

Thompson, B. & S. H. & Co. Montreal.

Metal Lath.

Canada Wire Goods Mfg. Co., Hamilton

Galt Art Metal Co., Galt.

Metallic Roofing Co., Toronto.

Metal Shingle & Siding Co., Preston, Ont.

Metal Polish, Emery Cloth, etc.

Oakey, John, & Sons, London, Eng.

Mop Wringers.

White Mop Wringer Co., Fultonville, N.Y.

Nails Wire

Canada Screw Co., Hamilton, Ont.

Dominion Wire Mfg. Co., Montreal.

Hassall, Jno., 183 Lafayette Street, New York.

Montreal Rolling Mills, Montreal

Oilers

Thos. Davidson Mfg. Co., Montreal

Kemp Mfg. Co., Toronto, Ont.

Wright, E. T., & Co., Hamilton, Ont.

Maple City Mfg Co., Monmouth, Ill.

Oil Tanks.

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Paints, Oils, Varnishes, Glass.

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Ramsay & Son, Montreal.

Sherwin-Williams Co., Montreal.

Standard Paint and Varnish Works

Windsor, Ont.

Stephens, G. F. & Co., Winnipeg.

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Perforated Sheet Metals.

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Plumbers' Tools and Supplies.

Canadian Fairbanks Co., Montreal.

Caverhill, Learmont & Co., Montreal

Frothingham & Workman, Ltd., Montreal

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Kerr Engine Co., Walkerville, Ont.

Lewis, Rice, & Son, Toronto.

Montreal Rolling Mills, Montreal.

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Oshawa Steam & Gas Fitting Co., Oshawa

Robertson, Jas., Co., Montreal & Toronto

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Kamptz Bros., 8 Reade St., New York City.

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Registers.

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McClary's London, Ont.

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Rivets

Brantford Screw Co., Brantford, Ont.

Canada Screw Co., Hamilton, Ont.

Hassall, Jno., 183 Lafayette Street New York

Montreal Rolling Mills Co., Montreal.

Roofing Supplies.

Brantford Roofing Co., Brantford.

Barrett Mfg. Co., New York.

Buchanan Foster Co., Philadelphia, Pa.

Galt Art Metal Co., Galt, Ont.

McArthur, Alex., & Co., Montreal.

Metal Shingle & Siding Co., Preston, Ont.

Metallic Roofing Co., Toronto.

Paterson Mfg. Co., Toronto & Montreal.

Patent Vulcanite Roofing Co., Chicago, Ill.

Saws.

Atkins, E. C., & Co., Indianapolis, Ind

Disston, Henry, & Sons, Philadelphia

Simonds Mfg Co., Fitchburg, Mass.

Simonds Canada Saw Co., Ltd., Montreal, Toronto and St. John.

Spear & Jackson, Sheffield, Eng.

Scales.

Canadian Fairbanks Co., Montreal.

Frothingham & Workman, Montreal.

Screws, Nuts, Bolts.

Brantford Screw Co., Brantford, Ont.

Canada Screw Co., Hamilton Ont.

Dominion Wire Mfg. Co., Montreal.

Montreal Rolling Mills Co., Montreal.

Sewer Pipes.

Canadian Sewer Pipe Co., Hamilton

Hyde, F., & Co., Montreal.

Shears, Scissors.

Clauss Shear Co., Toronto.

Shovels and Spades.

Frothingham & Workman, Montreal.

Silverware.

McGlashan, Clarke Co., Niagara Falls, Ont.

Snaps

Covert Mfg. Co., Troy, N.Y.

Sprayers

Cavers Bros., Galt

Thos Davidson Mfg. Co., Montreal

Kemp Mfg. Co., Toronto

Spring Hinges, etc.

Chicago Spring Butt Co., Chicago, Ill.

Steel—Cold Rolled Strip.

Morris & Bailey Steel Co., Pittsburg, Pa.

Stable Fittings

Dennis Wire & Iron Co., London

Steel Rails.

Nova Scotia Steel & Coal Co., New Glasgow, N.S.

Stove Pipe.

Thos. Davidson Mfg. Co., Montreal

McClary's London, Ont.

Kemp Mfg. Co., Toronto

Stoves, Furnaces

Canadian Heating & Ventilating Co.

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Gurney Foundry Co., Toronto.

Harris, J. W., Co., Montreal.

Kemp Mfg Co. Toronto

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Taylor-Forbes Co., Guelph, Ont.

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Ontario Tack Co., Hamilton.

Tin Plate.

Baglan Bay Tin Plate Co., Briton Ferry

South Wales

Lysaght, John, Bristol, Newport and Montreal

Ventilators.

Harris, J. W., Co., Montreal.

Pearson, Geo. D., Montreal.

Washing Machines, etc

Dowdell Mfg. Co., Hamilton, Ont.

Taylor-Forbes Co., Guelph, Ont.

Water Filters.

Buffalo Mfg. Co., Buffalo N.Y.

Wheelbarrows

London Foundry Co., London Ont.

Meaford Wheelbarrow Co., Meaford, Ont

Wholesale Hardware.

Caverhill, Learmont & Co., Montreal.

Frothingham & Workman, Ltd., Montreal

Howland, H. S., Sons & Co., Toronto.

Lamplough, F. W., & Co., Montreal.

Lewis Bros. & Co., Montreal.

Lewis, Rice, & Son, Toronto.

Revillon Bros., Edmonton, Alta.

Window and Sidewalk Prisms

Hobbs Mfg. Co., London, Ont.

Wire Work.

Canada Wire Goods Mfg. Co., Hamilton

Partridge & Sons, Hamilton, Ont.

Wire, Wire Rope, Cow Ties,

Fencing Tools, etc.

Canada Wire Goods Mfg. Co., Hamilton

Dennis Wire and Iron Co., London, Ont.

Dominion Wire Mfg. Co., Montreal

Greening, B., Wire Co., Hamilton.

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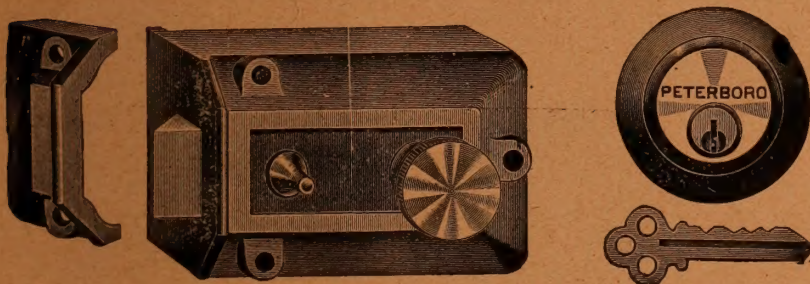
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Antimony

**"HOMCO" Brand Castor Oils
Soft Soaps**

"F. B. & W." Brand Red Lead

"Orange Mineral

"Litharge (Ground or Flake)

"Dry White Lead

SEND US YOUR ENQUIRIES

B. & S. H. THOMPSON & CO., Ltd.

381-383 St. Paul Street,

MONTREAL

